

3<sup>rd</sup> Quarter 2020

## EARNINGS

## SNAPSHOT

## Q3 REVENUE

+27%

↑ Q3 2020 v. Q3 2019  
(Cowen Inc.)ECONOMIC OPERATING  
INCOME

+270%

↑ Q3 2020 v. Q3 2019  
(Cowen Inc.)

## RETURN ON EQUITY (ROE)

35%

Sep YTD 2020  
AnnualizedOUR  
MOMENTUM  
CONTINUES

- **Second-best results on record (behind only our record-setting earnings in 2Q'20).**

- **Our economic operating income over the past two quarters is higher than any two full years in Cowen's history.**

## INVESTMENT BANKING

[See Transactions](#)

- It was the second-best quarter on record for Investment Banking, with **revenues of \$185 million** driven by a continued surge in health care issuance across biotech, tools and diagnostics and medtech, as well as heightened SPAC activity.

- It was also a record quarter for M&A revenues, driven by several high-fee assignments, while our capital markets advisory revenues more than doubled year-over-year, as clients increasingly turn to us for strategic financing decisions.

- We [acquired MHT Partners](#), expanding our coverage of the middle-market sponsor universe and providing additional sector expertise.

## CAPITAL MARKETS

- Completed **44 healthcare transactions** – all as a bookrunner, agent, or advisor

- Completed **17 non-healthcare transactions** – 8 as a bookrunner, agent, or advisor

- Strongest debt capital quarter since 2014; first 9 months of 2020 produced ~2.3x the revenue of first 9 months of 2019

## M&amp;A

- Best quarter on record with **10 closed transactions**

- Growth fueled by our balanced approach, focusing both on larger-fee transactions for our public markets clients while staying firmly committed to being an advisor of choice for private enterprises

- Expanded coverage to more than **500 private equity investors**, with expertise that spans the full range of capital markets and M&A solutions they require.

- It was the second strongest quarter on record, with revenues of **\$167 million**, or an average of **\$2.6 million per trading day**.

- This standout result was just shy of the record pace in the second quarter, and comes despite a 20% drop in U.S. equity trading volumes.

- The impact of the market-wide slowdown was offset by strong performances by special situations, securities finance, cross asset trading, outsourced trading, prime brokerage and our non-US execution business.

- The team was prolific – publishing **2,600 reports during the quarter**, up **12% year over year**, including 10 Ahead of the Curve Series® reports.

- We are also highly engaged with clients – holding conference calls that attracted more than **8,300 attendees**, and more than **200 corporates** participated in our virtual events during the quarter. This intense productivity yielded a **15% year-over year increase in institutional client votes**, continuing our trend of double-digit gains.

- Cowen Investment Management continued to gain momentum, with a year-over-year gain in assets under management as well as the highest management fee run-rate since 2016.

- Cowen Sustainable Advisors made its second portfolio investment during the quarter, buying a stake in Proterra, an innovative manufacturer of electric buses and commercial vehicle powertrains.

## DEAL COUNT



## MARKETS

[See Insights](#)

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[See Insights](#)

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INVESTMENT  
MANAGEMENT[Learn More](#)

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