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# Jefferies – A Global Investment Banking Firm

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January 2018

## Notes on Forward Looking Statements

This document contains “forward looking statements” within the meaning of the safe harbor provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934.

Forward looking statements include statements about our future and statements that are not historical facts. These forward looking statements are usually preceded by the words “expect”, “intend”, “may”, “will”, or similar expressions. Forward looking statements may contain expectations regarding revenues, earnings, operations, and other results, and may include statements of future performance, plans, and objectives. Forward looking statements also include statements pertaining to our strategies for future development of our business and products. Forward looking statements represent only our belief regarding future events, many of which by their nature are inherently uncertain.

It is possible that the actual results may differ, possibly materially, from the anticipated results indicated in these forward-looking statements. Information regarding important factors that could cause actual results to differ, perhaps materially, from those in our forward looking statements is contained in reports we file with the SEC. You should read and interpret any forward looking statement together with reports we file with the SEC.

## Jefferies – A Global Investment Banking Firm

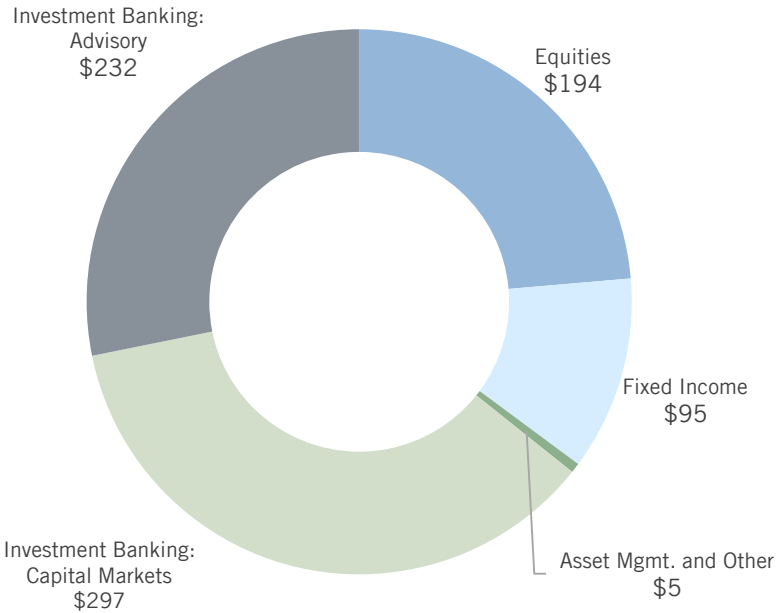
- **Full-Service Capital Markets Platform:** Expertise and depth across equities, fixed income and investment banking.
- **Client-Focused:** Providing investor and issuer clients with the highest quality advice and execution.
- **Global Footprint:** Sales & trading and investment banking presence across the United States, Europe and Asia.
- **Strong, Stable Foundation:** Robust long-term capital base, comparatively low leverage and free from dependence upon government support.
- **Positioned to Seize Market Share:** Having broadened our product offering and hired additional key talent during the downturn, Jefferies is positioned to grow market share.

# Earnings Update – Fiscal Year and Fourth Quarter 2017

(\$ Millions)

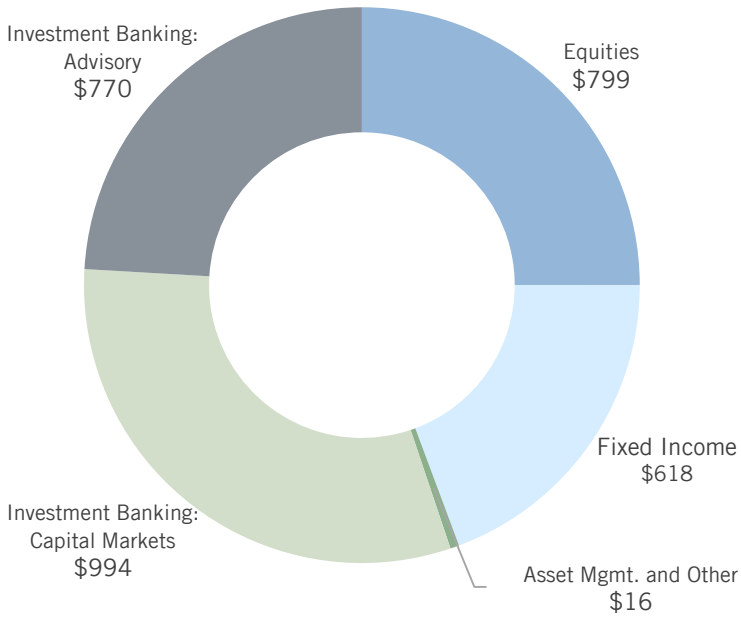
## Fourth quarter ending Nov 30, 2017 performance:

- Net Revenues: \$823 million
- Pre-Tax Earnings: \$142 million
- Net Earnings: \$90 million
- Revenues by Source:



## Fiscal Year 2017 performance:

- Net Revenues: \$3,198 million
- Pre-Tax Earnings: \$505 million
- Net Earnings: \$358 million
- Revenues by Source:



# Liquidity and Funding Principles

**Jefferies' long-standing liquidity and funding principles have maintained the strength and soundness of our platform across market cycles.**

- Owning inventory that is composed of liquid assets that turn over regularly, with Level 3 assets at 2.3% of inventory as of 11/30/2017.
- Maintaining a sound, long-term capital base and reasonable leverage relative to our business activity.
- No material reliance on short-term unsecured funding or customer balances. No commercial paper program.
- Short-term secured funding that is readily and consistently available through clearing houses, or fixed for periods of time that exceed the expected tenure of the inventory they are funding.
- Assessing capital reserves and maintaining liquidity to withstand adverse changes in the trading or financing markets and a firm specific idiosyncratic stress.
- Where appropriate, entering into partnerships and joint ventures with complementary long-term partners to pursue business opportunities that otherwise may exceed our capital capacity or risk tolerance (Jefferies Finance).

# Core Operating Principles

Jefferies is focused on the following core principles to manage risk and deliver across-the-cycle revenue and earnings growth:

- **Strong Liquidity**

- Jefferies maintains a very liquid, financeable and low-risk balance sheet.

- **Limited Leverage**

- Jefferies maintains a consistent, carefully managed leverage ratio, and has demonstrated the operational and financial flexibility to reduce leverage in times of stress.

- **Driving Productivity**

- Jefferies continues to increase investment banker productivity.

- **Taking Market Share**

- Since 2008, Jefferies has grown market share by:

- Taking advantage of market dislocation and our competitors' ongoing struggles to enter new businesses and regions and expand existing capabilities.
- Delivering broader and better capabilities to our clients.

- **Culture**

- Jefferies is transparent, not arrogant, client focused and creditor friendly.

## Strong Capital Structure and Ample Liquidity

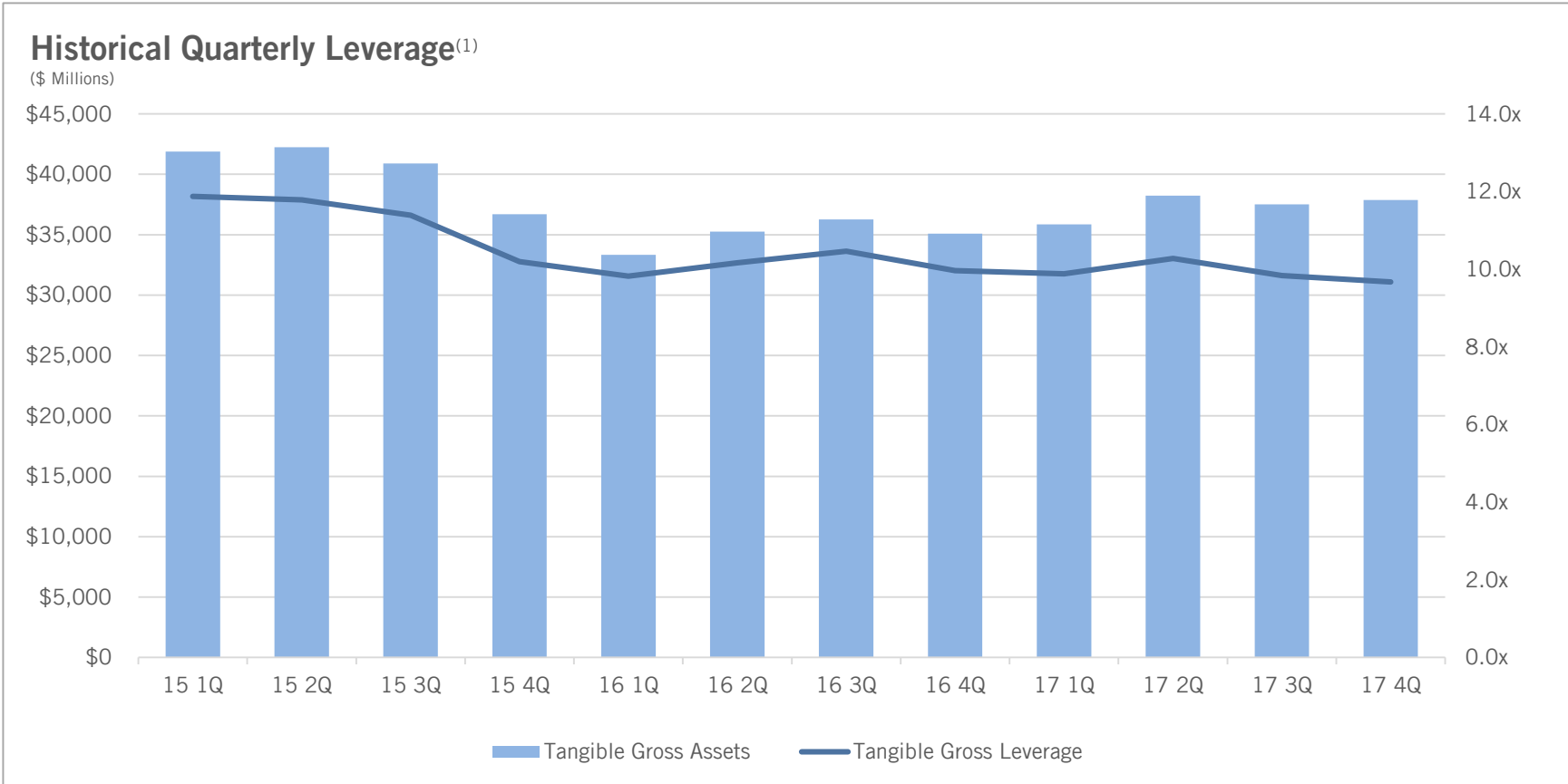
- Jefferies maintains a highly liquid balance sheet, with low gross leverage and exposure to illiquid assets, and significant structural liquidity.
- Jefferies continues to manage the size of its balance sheet in response to market conditions and volatility.
  - Total assets: \$39.7 billion
  - Leverage: 6.9x <sup>(1)</sup>
  - Tangible gross leverage: 9.7x <sup>(2)</sup>
- Long-term capital of \$11.2 billion.

(1) Leverage ratio equals total assets divided by total equity.

(2) Tangible gross leverage ratio and tangible gross assets are non-GAAP financial measures. Tangible gross leverage ratio equals tangible gross assets divided by tangible Jefferies Group LLC member's equity. Tangible gross assets equals total assets less goodwill and identifiable intangible assets. Tangible Jefferies Group LLC member's equity represents total Jefferies Group LLC member's equity less goodwill and identifiable intangible assets. The tangible gross leverage ratio is used by rating agencies in assessing our leverage ratio. See Appendix on page 15 for a reconciliation to GAAP measures.

# Limited Leverage

- Jefferies has a long-standing policy of carefully managing balance sheet leverage.
- In periods of stress, Jefferies has demonstrated the ability to rapidly reduce leverage without unduly impacting our business.



(1) Tangible gross leverage ratio and tangible gross assets are non-GAAP financial measures. Tangible gross leverage ratio equals tangible gross assets divided by tangible Jefferies Group LLC member's equity. Tangible gross assets equals total assets less goodwill and identifiable intangible assets. Tangible Jefferies Group LLC member's equity represents total Jefferies Group LLC member's equity less goodwill and identifiable intangible assets. The tangible gross leverage ratio is used by rating agencies in assessing our leverage ratio. See Appendix on page 15 for a reconciliation to GAAP measures.



# Strong Liquidity

Jefferies' trading inventory is liquid and low-risk, rapidly turning in order to serve client flow.

- **Very liquid inventory**

- 73% of financial instruments owned are readily and consistently financeable at haircuts of 10% or less.
- Level 3 Trading Assets represent only ~2% of long inventory.

- **Reliable secured funding**

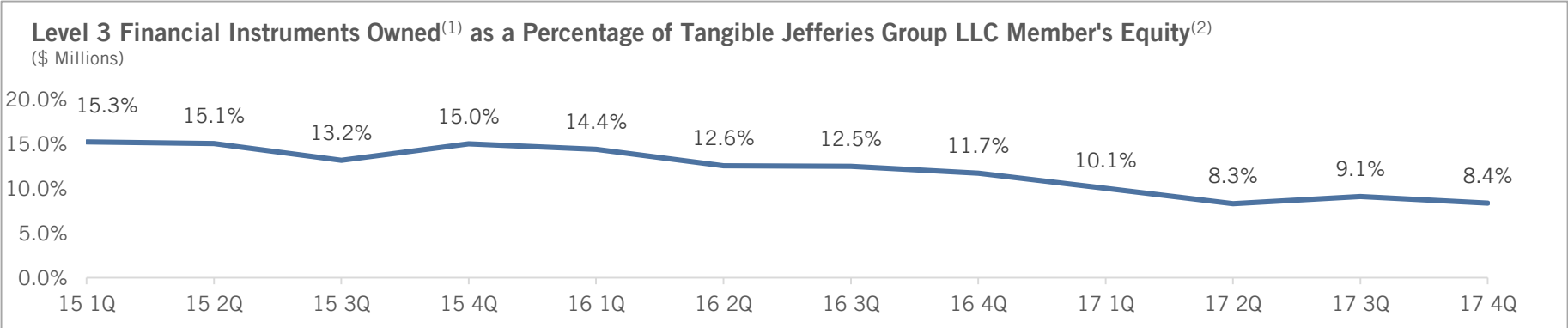
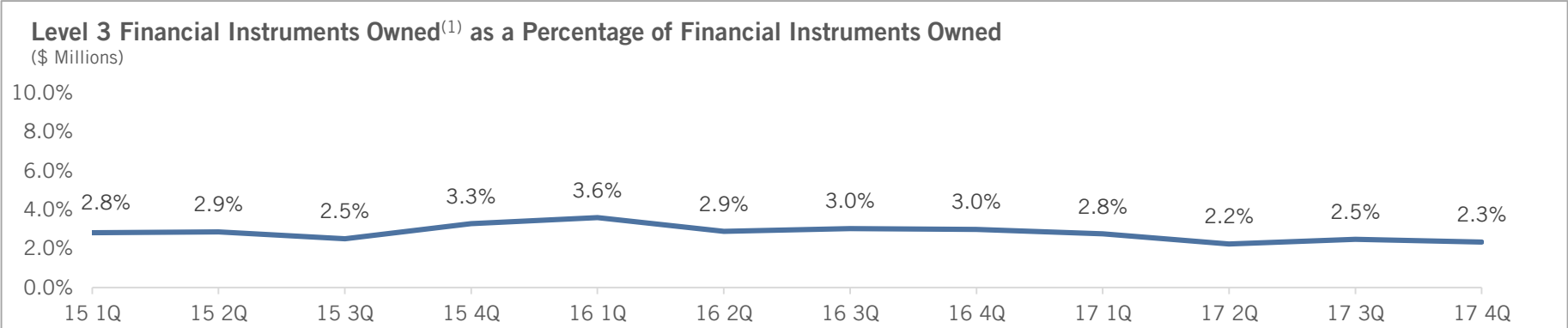
- Approximately 74% of our cash and non-cash repurchase financing activities use collateral that is considered eligible collateral by central clearing corporations.
- No reliance on short-term unsecured funding or customer balances. No commercial paper program.

- **Client-focused**

- Fee and flow based businesses represent preponderance of net revenues.

# Level 3 Trading Assets Overview

- 98% of inventory is Levels 1 and 2, with a minimal amount of Level 3 Trading Assets. <sup>(1)</sup>
- Level 3 Trading Assets <sup>(1)</sup> represent only 8% of tangible Jefferies Group LLC member's equity.



(1) Note: In May 2015, the Financial Accounting Standards Board issued Accounting Standards Update No. 2015-07, "Fair Value Measurement (Topic 820) - Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent)." Jefferies has adopted this guidance retrospectively during the second quarter of fiscal 2015.

(2) Tangible Jefferies Group LLC member's equity (a non-GAAP financial measure) represents total Jefferies Group LLC member's equity less goodwill and identifiable intangible assets. See Appendix on page 15 for a reconciliation to GAAP measures.

# Value-at-Risk (VaR)

(\$ Millions)

## Daily VaR

<b>Risk Category</b>	<b>Average Daily VaR 2017</b>
Interest Rates	5.11
Equity Prices	5.17
Currency Rates	0.22
Commodity Prices	0.73
Diversification Effect	(3.44)
Firmwide	\$7.79

# Liquidity Pool

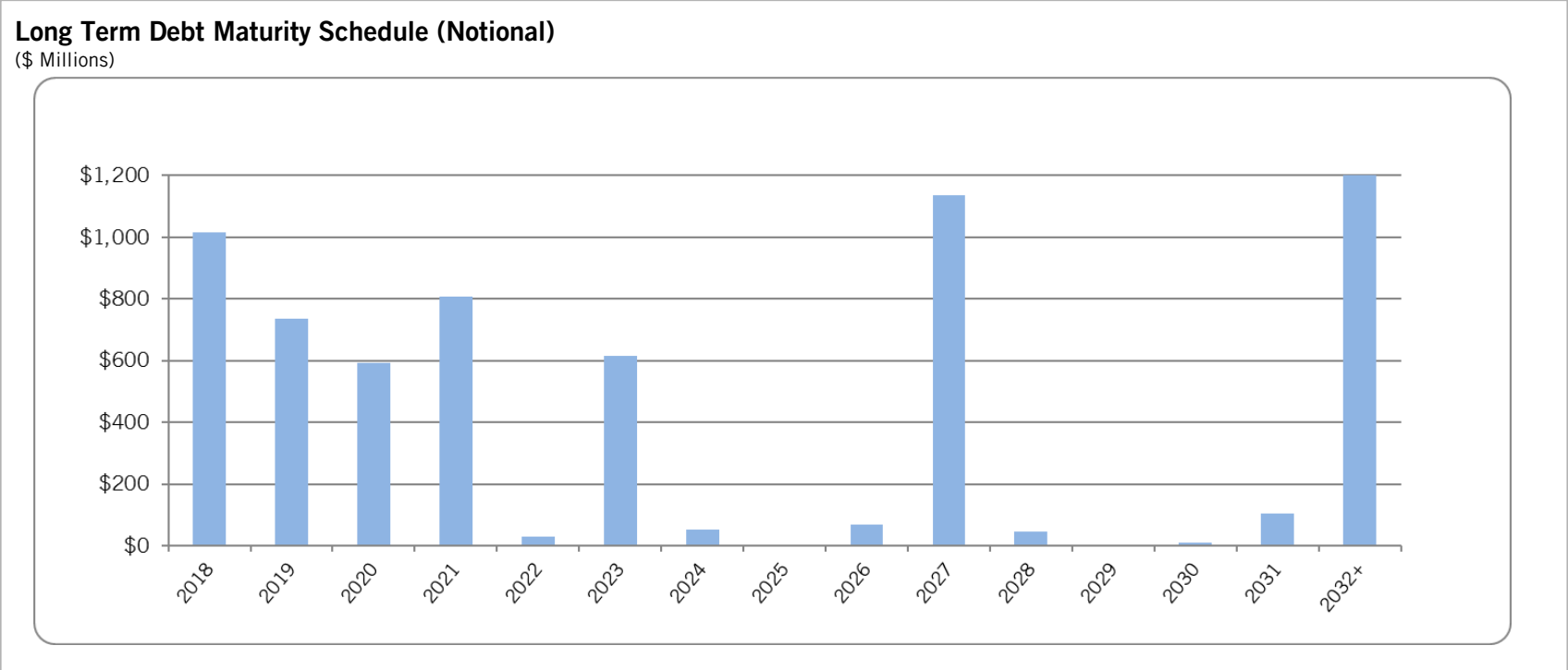
■ Jefferies maintains significant excess liquidity on hand.



(1) Consists primarily of securities purchased under agreements to resell, our U.K. liquidity pool, unencumbered inventory representing an estimate of the amount of additional secured financing that could be reasonably obtained and funds available under our senior secured revolving credit facility.  
 (2) Cash & Cash Equivalents plus Other Liquidity Sources, divided by Total Assets.

# Long-Term Debt Profile

- As of 11/30/2017, our \$6.4 billion notional of long-term debt had a weighted average maturity of approximately 7.4 years.
- \$325 million convertible bond was called and matured at the beginning of January 2018. Additionally, there is a maturity of \$682 million in April 2018.
- Jefferies has issued \$1 billion of 12 year debt in January 2018 (not included in below graph).
- No maturity of long-term debt in a single year is greater than 20% of outstanding long-term debt.



# Credit Ratings

## Group

Jefferies Group LLC		
Agency	Rating	Outlook
Standard & Poor's	BBB-	Stable
Moody's	Baa3	Stable
Fitch	BBB-	Stable

## Subsidiaries

Jefferies LLC		
Agency	Rating	Outlook
Standard & Poor's	BBB	Stable
Moody's	Baa2	Stable

Jefferies International		
Agency	Rating	Outlook
Standard & Poor's	BBB	Stable
Moody's	Baa2	Stable

Note: As of November 30, 2017.

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## Appendix

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# Balance Sheet Overview

(\$ Millions)

Jefferies Group LLC			
Balance Sheet as of 11/30/2017			
Assets		Liabilities and Equity	
Cash & Cash Equivalents	\$ 5,164	Short-term Borrowings	\$ 436
Cash & Securities Segregated	578	Financial Instruments Sold, Not Yet Purchased	8,172
Financial Instruments Owned	13,998	Securities Loaned	2,844
Investments in Managed Funds	195	Securities Sold Under Agreements to Repurchase	8,661
Loans to and Investments in Related Parties	683	Other Secured Financings	722
Securities Borrowed	7,722	Payables to Brokers, Dealers and Clearing Organizations	2,227
Securities Purchased Under Agreements to Resell	3,690	Payables to Customers	2,664
Receivables from Brokers, Dealers and Clearing Organizations	2,515	Accrued Expenses and Other Liabilities	1,804
Receivables from Customers	1,564	Long-term Debt	6,417
Fees, Interest and Other Receivables	381	Total Liabilities	\$ 33,946
Premises and Equipment	298	Jefferies Group LLC Member's Equity	5,759
Goodwill	1,647	Noncontrolling Interests	1
Other Assets	1,271	Total Equity	\$ 5,760
<b>Total Assets</b>	<b>\$ 39,706</b>	<b>Total Liabilities and Equity</b>	<b>\$ 39,706</b>
Leverage: <sup>(1)</sup>	6.9x		
Tangible Gross Leverage: <sup>(2)</sup>	9.7x		

Note: As presented in Jefferies public filings.

(1) Leverage ratio equals total assets divided by total equity.

(2) Tangible gross leverage ratio (a non-GAAP financial measure) equals total assets of \$39,706 million less goodwill and identifiable intangible assets of \$1,843 million divided by tangible Jefferies Group LLC member's equity of \$3,916 million. Tangible Jefferies Group LLC member's equity represents total Jefferies Group LLC member's equity of \$5,759 million less goodwill and identifiable intangible assets of \$1,843 million. The tangible gross leverage ratio is used by rating agencies in assessing our leverage ratio.



# Tangible Assets and Tangible Jefferies Group LLC Member's Equity GAAP Reconciliation

(\$ Billions)	2014				2015				2016				2017			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Total Assets (GAAP)	43.4	43.6	44.8	44.5	43.8	44.1	42.8	38.6	35.2	37.1	38.1	36.9	37.7	40.1	39.4	39.7
Less: Goodwill and Intangibles	(2.0)	(2.0)	(2.0)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.8)	(1.8)	(1.8)	(1.8)	(1.8)
Tangible Gross Assets (Non-GAAP)	41.5	41.6	42.8	42.6	41.9	42.2	40.9	36.7	33.3	35.2	36.3	35.1	35.9	38.2	37.5	37.9
Total Jefferies Group LLC Member's Equity (GAAP)	5.4	5.5	5.6	5.4	5.4	5.5	5.5	5.5	5.3	5.3	5.3	5.4	5.5	5.6	5.7	5.8
Less: Goodwill and Intangibles	(2.0)	(2.0)	(2.0)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.9)	(1.8)	(1.8)	(1.8)	(1.8)	(1.8)
Tangible Jefferies Group LLC Member's Equity (Non-GAAP)	3.4	3.5	3.6	3.5	3.5	3.6	3.6	3.6	3.4	3.5	3.5	3.5	3.6	3.7	3.8	3.9
Gross Leverage(GAAP)	8.0x	7.9x	8.0x	8.1x	8.0x	8.0x	7.8x	7.0x	6.7x	6.9x	7.2x	6.9x	6.9x	7.2x	7.0x	6.9x
Tangible Gross Leverage (Non-GAAP)	12.0x	11.9x	11.9x	12.1x	11.9x	11.8x	11.4x	10.2x	9.8x	10.2x	10.5x	10.0x	9.9x	10.3x	9.8x	9.7x

Note: Jefferies tangible gross assets and tangible Jefferies Group LLC member's equity are unaudited non-GAAP financial measures that begin with information prepared in accordance with U.S. GAAP and then are adjusted to exclude goodwill and intangibles. Management believes that the tangible gross assets and tangible Jefferies Group LLC member's equity are common metrics used by many investors in its industry to evaluate performance from period to period.