



Issuer Profile – Jefferies Financial Group

Floor Research

24 February 2025

Marketing communication (see disclaimer on the last pages)

Issuer Profile – Jefferies Financial Group

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Credit Ratings

	LT	Outlook
Fitch	BBB+	Stable
Moody's	Baa2	Stable
S&P	BBB	Stable

As at: 24 February 2025

Source: Bloomberg

Key Facts

Homepage:

www.jefferies.com

Bloomberg-Ticker:

JEF US

As at: 24 February 2025

Source: Bloomberg, Jefferies

Jefferies Financial Group – an overview

Founded in Los Angeles in 1962, Jefferies Financial Group Inc. is a global full-service investment banking and financial services firm headquartered in New York. In 1986, a first subsidiary was founded in London in the form of Jefferies International Limited, which alongside Jefferies LLC in the USA is one of the largest subsidiaries within the group. Both entities operate as broker-dealers. Moreover, the regional headquarters for the Asian market are located in Hong Kong. The group operates on a global basis with subsidiaries located in 20 different countries. JFG reports across the areas of (1) Investment Banking and Capital Markets and (2) Asset Management. The current focus at group level is on Investment Banking, where new market shares have been gained over the past few years and the group's competitive standing has been successfully bolstered. In this context, customers are offered the full spectrum of an investment bank, including financial consulting and services in the area of equity and debt capital issues. The teams are organised by industry, product and region. Since 2021, the group's global presence has been expanded, with the number of professionals significantly increased. In the area of Equities, Jefferies can benefit from its equity and macro research capacities, in addition to differentiated global sales channels. According to information from Jefferies itself, the group is able to offer tailor-made solutions for equity derivatives and financing options, at the same time as being the market leader with its own platform for convertibles. In recent years, the Fixed Income business has also been expanded and diversified on a global level. In this area, customers including financial institutes and corporates are offered and granted access to a broad range of fixed-interest securities, loans and derivatives. Here too, various teams are active across a range of specific thematic areas, including, for example, Capital Markets, Emerging Economies and Structured Finance. In terms of its Asset Management activities, the alternative approach of the Jefferies Financial Group under the umbrella of Leucadia Asset Management (LAM) has focused on providing services to institutional customers such as pension funds and insurance groups, in addition to developing investment strategies across a variety of asset classes for them. Following the sales of former subsidiaries such as Idaho Timber, OpNet and the spin-off of Vitesse Energy, Jefferies has almost fully scaled back its Merchant Banking portfolio already.

Strategic partnership with Sumitomo Mitsui Financial Group

Since July 2021, Jefferies Financial Group has been in a strategic partnership with the SMBC Group in Japan, which comprises Sumitomo Mitsui Financial Group Inc. (SMFG), Sumitomo Mitsui Banking Corporation (SMBC) and SMBC Nikko Securities Inc. The aim of this partnership was initially to ensure strengthened cooperation in areas such as Corporate and Investment Banking, with a focus on leveraged finance and cross-border M&A activities in which Japanese companies are involved. In April 2023, this partnership was significantly expanded and now covers the areas of Equity and Capital Markets. At the end of Q3/2024, Toru Nakashima, CEO of SMFG, was also appointed to the Board of Directors of Jefferies, which served to further deepen the partnership in addition to improving the strategic and operational alignment of the two partners. As at 30 November 2024, SMBC held 15.8% (14.5% fully diluted) of the shares in Jefferies Financial Group.

Current rating developments: Fitch

In a recent update, the rating agency Fitch confirmed its rating assessments of Jefferies Financial Group (Long-Term Issuer Default Rating: BBB+) with a stable outlook on 30 January 2025. The rating experts highlight in particular the solid growth of the group in its business area as a positive factor. For example, according to industry data, Jefferies' market position in the global investment banking sector has improved from 10th place (as at year-end 2023) to 7th place at the end of 2024. At the same time, increased earnings in the area of Asset Management were reported, while the debt level has remained at a solid level. In the meantime, Jefferies has also sold off the majority of its Merchant Banking business as part of a winding down process. According to Fitch, this should reduce future earnings volatility. This continues to represent one of the primary risks for investment banking firms, with Jefferies also being dependent on the cyclical nature of the capital market business. Fitch cites the dependency on short-term secured financing and the increased operational risk associated with the business model as other limitations to be considered.

Balance Sheet

(USDm)	2024Y	2023Y	2022Y
Cash and Cash Equivalents	18,333	14,477	14,250
Investments	5,223	4,378	4,756
Total Assets	64,360	57,905	51,058
Total Debt*	29,130	23,584	19,326
Capital: Equity	10,225	9,802	10,295
Net Leverage Ratio	5.69	5.30	4.46

Income Statement

(USDm)	2024Y	2023Y	2022Y
Total Revenue	7,035	4,700	5,979
Total Expenses	6,029	4,346	4,923
Operating Revenue	6,976	4,700	5,660
Operating Income	946	372	752
Pre-tax Profit	1,006	354	1,056
Net Profit	716	262	782

* Total debt includes repurchase agreements and stock loans

Reporting date: 30 November; as at: 24 February 2025; Source: S&P Global Markets, NORD/LB Floor Research

Current rating developments: S&P

The risk experts from S&P also updated their rating analysis on 27 December 2024, with the result that the rating of BBB with a stable outlook was maintained. S&P also underlined the strong investment banking franchise as well as the group's merchant banking portfolio, which is in the process of being wound down. At the same time, the strong risk-adjusted capitalisation with an RAC ratio of 11.9% (as at August 2024) should offer a sufficient buffer against potential earnings volatility. S&P continues to assume that the Jefferies management team will find an adequate balance between capitalisation and increasing the share price, as it has already demonstrated a prudent approach in terms of carrying out share buybacks several times in the past (especially during the Covid-19 pandemic in 2020). The rating experts see the main risks as being the cyclical nature of the investment banking business, particularly due to limited access to other sources of recurring income, as well as the group's dependency on short-term secured financing.

Regulatory requirements have been fulfilled

At group level, Jefferies Financial Group is not obliged to comply with requirements for liquidity ratios and risk-based capital, although at the same time and in contrast to other investment banks it does not benefit from access to central bank liquidity either. Key metrics for net capital and surplus net capital, which are relevant to the financial supervisory authorities, are reported for Jefferies LLC and Jefferies Financial Services (JFSI). As at year-end, the net capital of Jefferies LLC stood at USD 2.0bn and the surplus net capital came in at USD 1.9bn. Total equity amounted to USD 10.2bn. The leverage ratio increased by four basis points to 6.3% in comparison with the previous year. International subsidiaries are subject to the respective national laws and regulations.

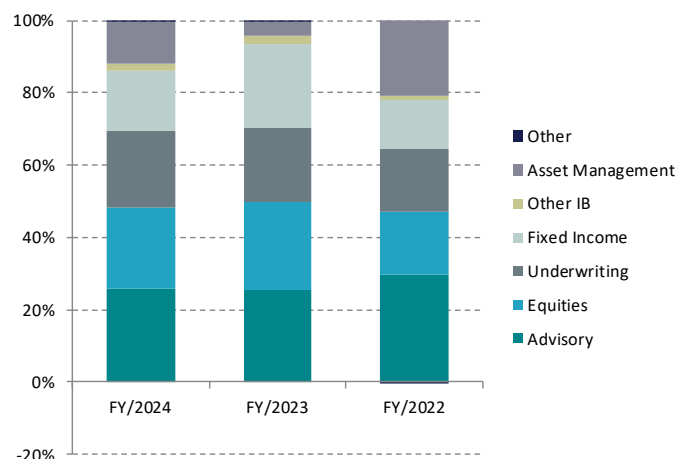
Earnings development versus the prior year

At the end of the financial year on 30 November 2024, JFG reported net revenue of USD 7.0bn. This reflects year-on-year growth of +49.7% (USD 4.7bn) versus 30 November 2023, which according to Jefferies can chiefly be attributed to gaining market shares in all areas of the business and the strength of the overall market. The business areas of Investment Banking and Equities performed particularly well across the period under review. Overall, pre-tax profit (from continuing operations) amounted to USD 1.1bn at year-end, which corresponds to growth of +184% in comparison with last year’s result (USD 354m). Net income from discontinued operations after income tax (including gains on disposals) stood at USD 3.7m as at 30 November 2024. This reflects the current year’s results of the subsidiary OpNet, which were offset by gains from the sale of the company completed in August 2024.

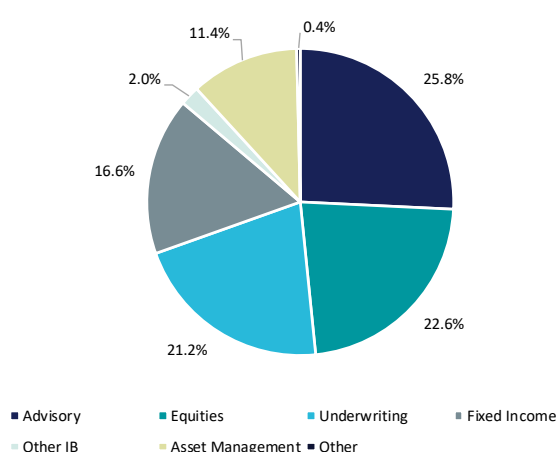
Development of the individual business segments

As previously mentioned, the dynamics in relation to earnings development were not least attributable to the results generated in the Investment Banking business. Earnings here amounted to USD 3.4bn for financial year 2024, corresponding to growth of +51.6% in comparison with the previous year. The Advisory business area also reported significant growth in its results (+51.1%) to USD 1.9bn (previous year: USD 1.2bn). Growth in the Underwriting business was somewhat more pronounced, at +53.4%. The result here increased to USD 1.5bn from USD 971m in 2023, which can be put down to increased issuance activities in relation to equities and bonds (as well as a robust market environment). Increased market shares, higher volumes and more favourable trading conditions were also responsible for growth of +39.8% (to USD 1.6bn) in the results reported by the Equities business area. In the Fixed Income business, the financial result came in at USD 1.2bn, which reflects growth of +6.8%. Huge revenue growth was also recorded in the Asset Management business (from USD 188m in the previous year to USD 803m). Net earnings from other capital contributions rose due to the inclusion of the results of Stratos and Tessellis. Stratos is a global provider of online foreign exchange transactions, while Tessellis is a telecommunications company listed on the Italian stock exchange that was originally 59.3% owned by OpNet, a provider of fixed wireless broadband services also based in Italy. Stratos and OpNet were both acquired by Jefferies in Q4/2024 and were included in the group of consolidated subsidiaries.

Net revenues



Net Revenues FY/2024



Source: Jefferies, NORD/LB Floor Research

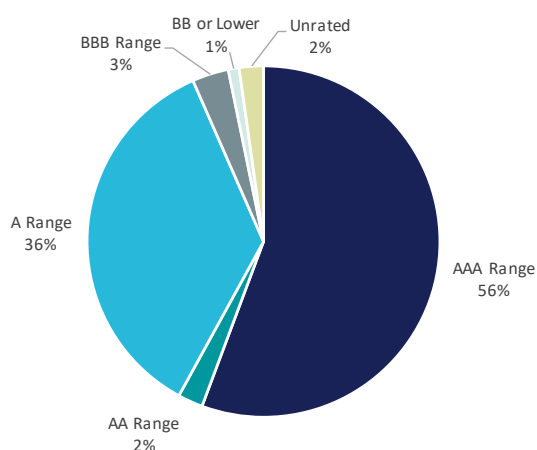
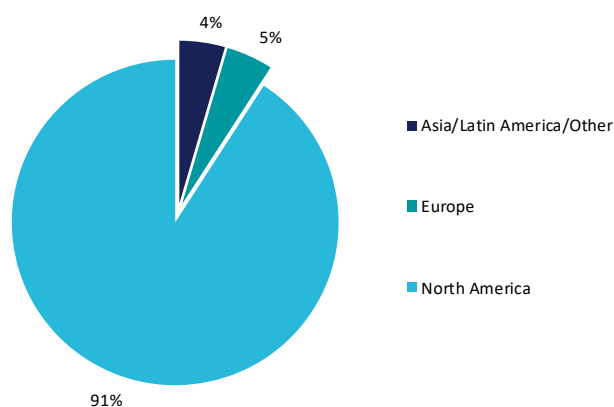
Value-at-Risk in the Firmwide Portfolio* (USDm)

Risk categories	30 November 2024	30 November 2023	Daily VaR for 2024		
			Average	High	Low
Interest Rates and Credit Spreads	4.30	5.35	5.69	8.25	2.58
Equity Prices	8.31	8.76	11.41	20.69	7.76
Currency Rates	0.84	1.29	0.67	2.82	0.24
Commodity Prices	0.41	1.02	0.44	1.38	0.15
Diversification Effect	-2.19	-4.23	-5.08	N/A	N/A
Firmwide	11.67	12.19	13.13	18.70	9.33

*Average daily VaR for the last 365 days
Source: Jefferies, NORD/LB Floor Research

Daily Value-at-Risk: lower interest and credit spread risks

In order to better quantify the various market risks, Jefferies Financial Group uses a range of instruments including, for example, stress tests, scenario analytics and profit/loss analyses. A primary risk indicator is the value-at-risk (VaR) model, in which statistical estimates of potential losses arising from adverse market conditions are worked out over a specific time horizon. In this case, Jefferies calculates a one-day VaR for a historic period of 12 months with a confidence level of 95%. The daily VaR for financial year 2024 averaged USD 13.13m and was therefore down on the previous year (USD 13.57m). According to the group, this decline can be put down to lower interest and credit spread risks in connection with the Fixed Income business, which was in part offset by an increase in equity risk from the Asset Management business.

Counterparty credit exposure by rating (USDm)**Counterparty credit exposure by region (%)**

Source: Jefferies, NORD/LB Floor Research

56% of the counterparty credit exposure rated AAA

As at the end of financial year 2024, the counterparty credit exposure (including cash and cash equivalents) amounted to USD 14,801m (FY 2023: USD 10,758m). The predominant share of group exposures is rated AAA (56%), with relatively sharp growth recorded here in comparison with the reporting date of 30 November 2023 (+39%). The proportion of exposures with ratings of BBB or lower is comparatively low. Non-rated exposures account for a share of 2% overall.

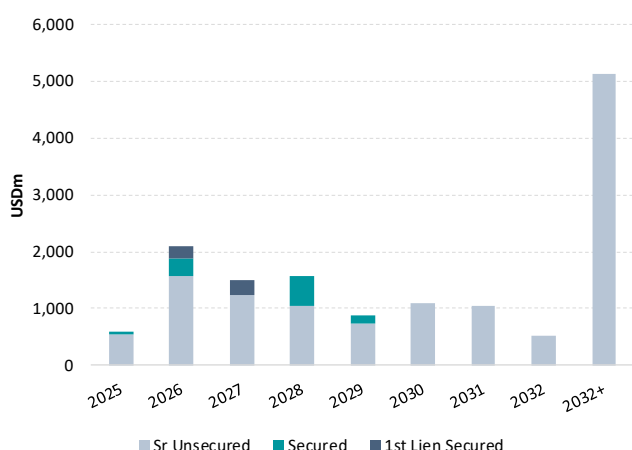
North America accounts for vast majority of the counterparty credit exposure

Just under 91% of the counterparty credit exposure at JFG is attributable to the region of North America. Including cash and cash equivalents, the result here comes to USD 13,452m (FY 2023: USD 9,685m). As at the reporting date of 30 November 2024, the regions of Europe and the Middle East account for a share of USD 683m. The rest of the exposure is split between the combined regions of Asia-Pacific/Latin America/Other and amounts to USD 667m, which equates to an increase of around +47%. Overall, the total result in the financial year under review stands at USD 14,801m.

Jefferies Financial Group boasts solid liquidity buffer

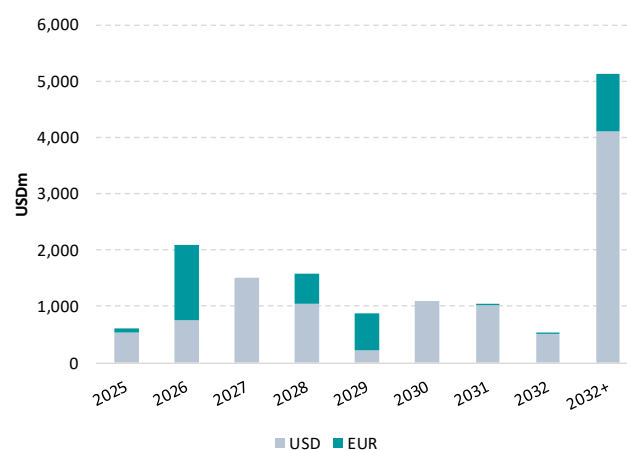
Despite a fiercely competitive market environment in the Investment Banking business (with some significantly larger competitors), Jefferies was able to secure its competitive position thanks to a pronounced customer focus and solid risk management. A sound liquidity buffer also plays its part in this regard. At the end of the 2024 financial year, the liquidity pool amounts to USD 14,014m, which represents growth on the previous year (USD 10,455.2m). This equates to a share of 21.8% of total assets. In addition, JFG states that it is able to enter into repo financing with haircuts of 10% or less for 77% of the financial instruments held, which speaks in favour of the liquidity of the assets.

Maturity profile by payment ranking



As at: 24 February 2025 08:50 (CET);
Source: Bloomberg (DDIS), NORD/LB Floor Research

Maturity profile by currency



As at: 24 February 2025 08:50 (CET);
Source: Bloomberg (DDIS), NORD/LB Floor Research

Senior unsecured bonds predominantly used for refinancing purposes

Jefferies Financial Group uses unsecured bonds almost exclusively for refinancing purposes. As at the reporting date of 24 February 2025, the outstanding nominal volume of senior unsecured bonds amounted to approximately USD 12.9bn spread across 197 bonds. Of this outstanding volume, 80% is denominated in USD, with the remaining 20% denominated in EUR. By the end of the financial year on 30 November 2024, the average residual maturity of the Jefferies bond portfolio amounted to 7.5 years. The group's funding plan provides for regular private placements and periodic issues in benchmark format. Overall, the funding structure can be described as conservative, whereby Jefferies actively seeks to diversify its investor basis.

Strengths/opportunities

- + Strong position in the investment banking sector
- + Established risk management
- + Leverage ratio, liquidity and capitalisation
- + Reduction of the Merchant banking portfolio

Weaknesses/risks

- Fiercely competitive market
- Share of short-term secured financing transactions
- Earnings volatility risks in Investment Banking
- Higher market risks than competitors

Appendix

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Origination & Syndicate

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Origination Corporates	+49 511 361-2911

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Trading

Covereds/SSA	+49 511 9818-8040
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Governments	+49 511 9818-9660
Länder/Regionen	+49 511 9818-9660
Frequent Issuers	+49 511 9818-9640

Sales Wholesale Customers

Firmenkunden	+49 511 361-4003
Asset Finance	+49 511 361-8150

Relationship Management

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