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# **FORM 10-Q**

**PIPER JAFFRAY COMPANIES - PJC**

**Filed: November 06, 2009 (period: September 30, 2009)**

Quarterly report which provides a continuing view of a company's financial position

# Table of Contents

[10-Q - FORM 10-Q](#)

## [PART I.](#)

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- [ITEM 1.](#)      [FINANCIAL STATEMENTS](#)  
[ITEM 2.](#)      [MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL  
CONDITION AND RESULTS OF OPERATIONS](#)  
[ITEM 3.](#)      [QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT  
MARKET RISK](#)  
[ITEM 4.](#)      [CONTROLS AND PROCEDURES](#)

## [PART II.](#)

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- [ITEM 1.](#)      [LEGAL PROCEEDINGS](#)  
[ITEM 1A.](#)     [RISK FACTORS](#)  
[ITEM 2.](#)      [UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF  
PROCEEDS](#)  
[ITEM 6.](#)      [EXHIBITS](#)  
[SIGNATURES](#)  
[Exhibit Index](#)  
[EX-31.1 \(EX-31.1\)](#)  
  
[EX-31.2 \(EX-31.2\)](#)  
  
[EX-32.1 \(EX-32.1\)](#)

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**Form 10-Q**

- QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Quarterly Period Ended September 30, 2009

OR

- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from to

Commission File No. 001-31720

**PIPER JAFFRAY COMPANIES**

(Exact name of registrant as specified in its charter)

**DELAWARE**

(State or other jurisdiction of  
incorporation or organization)

**30-0168701**

(IRS Employer Identification No.)

**800 Nicollet Mall, Suite 800  
Minneapolis, Minnesota**

(Address of principal executive offices)

**55402**

(Zip Code)

**(612) 303-6000**

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer:  Accelerated filer:  Non-accelerated filer:  Smaller reporting company:

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Exchange Act Rule 12b-2). Yes  No

As of October 30, 2009, the registrant had 19,518,127 shares of Common Stock outstanding.

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**Piper Jaffray Companies**  
**Index to Quarterly Report on Form 10-Q**

**PART I. FINANCIAL INFORMATION**

<a href="#">Item 1. Financial Statements</a>	3
<a href="#">Consolidated Statements of Financial Condition as of September 30, 2009 and December 31, 2008</a>	3
<a href="#">Consolidated Statements of Operations for the three and nine months ended September 30, 2009 and September 30, 2008</a>	4
<a href="#">Consolidated Statements of Cash Flows for the nine months ended September 30, 2009 and September 30, 2008</a>	5
<a href="#">Notes to Consolidated Financial Statements</a>	6
Item 2. <a href="#">Management's Discussion and Analysis of Financial Condition and Results of Operations</a>	23
Item 3. <a href="#">Quantitative and Qualitative Disclosures About Market Risk</a>	43
Item 4. <a href="#">Controls and Procedures</a>	43

**PART II. OTHER INFORMATION**

Item 1. <a href="#">Legal Proceedings</a>	44
Item 1A. <a href="#">Risk Factors</a>	44
Item 2. <a href="#">Unregistered Sales of Equity Securities and Use of Proceeds</a>	44
Item 6. <a href="#">Exhibits</a>	44
<a href="#">Signatures</a>	45
<a href="#">Exhibit Index</a>	46
<a href="#">EX-31.1</a>	
<a href="#">EX-31.2</a>	
<a href="#">EX-32.1</a>	

**PART I. FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS****Piper Jaffray Companies  
Consolidated Statements of Financial Condition**

	<b>September 30, 2009</b>	<b>December 31, 2008</b>
	(Unaudited)	
<i>(Amounts in thousands, except share data)</i>		
<b>Assets</b>		
Cash and cash equivalents	\$ 40,640	\$ 49,848
Cash and cash equivalents segregated for regulatory purposes	9,006	20,005
Receivables:		
Customers	53,177	39,228
Brokers, dealers and clearing organizations	129,124	122,120
Deposits with clearing organizations	27,370	28,471
Securities purchased under agreements to resell	165,912	65,237
Securitized municipal tender option bonds	28,892	84,586
Financial instruments and other inventory positions owned	580,975	380,812
Financial instruments and other inventory positions owned and pledged as collateral	71,660	112,023
Total financial instruments and other inventory positions owned	652,635	492,835
Fixed assets (net of accumulated depreciation and amortization of \$64,866 and \$59,485, respectively)	17,108	20,034
Goodwill	160,436	160,582
Intangible assets (net of accumulated amortization of \$10,072 and \$8,230, respectively)	12,681	14,523
Other receivables	35,466	36,951
Other assets	147,463	185,738
Total assets	<b>\$ 1,479,910</b>	<b>\$ 1,320,158</b>
<b>Liabilities and Shareholders' Equity</b>		
Short-term bank financing	\$ 13,000	\$ 9,000
Payables:		
Customers	37,662	34,188
Checks and drafts	6,426	4,397
Brokers, dealers and clearing organizations	75,505	10,049
Securities sold under agreements to repurchase	66,415	106,372
Tender option bond trust certificates	28,720	87,982
Financial instruments and other inventory positions sold, but not yet purchased	274,620	143,213
Accrued compensation	114,114	98,150
Other liabilities and accrued expenses	81,698	78,828
Total liabilities	698,160	572,179
Shareholders' equity:		
Common stock, \$0.01 par value:		
Shares authorized: 100,000,000 at September 30, 2009 and December 31, 2008;		
Shares issued: 19,504,948 at September 30, 2009 and 19,498,488 at December 31, 2008;		
Shares outstanding: 15,973,807 at September 30, 2009 and 15,684,433 at December 31, 2008	195	195
Additional paid-in capital	804,615	808,358
Retained earnings	142,941	124,824
Less common stock held in treasury, at cost: 3,531,141 shares at September 30, 2009 and 3,814,055 shares at December 31, 2008	(165,916)	(183,935)
Other comprehensive loss	(85)	(1,463)
Total shareholders' equity	781,750	747,979
Total liabilities and shareholders' equity	<b>\$ 1,479,910</b>	<b>\$ 1,320,158</b>

*See Notes to Consolidated Financial Statements*

**Piper Jaffray Companies  
Consolidated Statements of Operations  
(Unaudited)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2009	2008	2009	2008
<i>(Amounts in thousands, except per share data)</i>				
<b>Revenues:</b>				
Investment banking	\$ 48,115	\$ 48,313	\$ 134,615	\$ 135,762
Institutional brokerage	59,576	12,834	175,455	93,842
Interest	10,398	10,509	26,659	38,782
Asset management	3,568	4,314	9,817	12,984
Other income/(loss)	3,340	697	(1,209)	1,469
<b>Total revenues</b>	<b>124,997</b>	<b>76,667</b>	<b>345,337</b>	<b>282,839</b>
Interest expense	5,328	3,148	9,496	15,852
<b>Net revenues</b>	<b>119,669</b>	<b>73,519</b>	<b>335,841</b>	<b>266,987</b>
<b>Non-interest expenses:</b>				
Compensation and benefits	71,802	80,421	201,503	200,785
Occupancy and equipment	7,703	8,092	21,901	24,335
Communications	5,474	6,597	17,003	19,205
Floor brokerage and clearance	2,974	3,342	9,088	9,895
Marketing and business development	5,498	6,099	13,362	19,576
Outside services	6,234	9,270	21,168	29,220
Restructuring-related expenses	-	4,570	3,572	8,153
Other operating expenses	4,402	1,830	10,700	10,898
<b>Total non-interest expenses</b>	<b>104,087</b>	<b>120,221</b>	<b>298,297</b>	<b>322,067</b>
<b>Income/(loss) from continuing operations before income tax expense/(benefit)</b>	<b>15,582</b>	<b>(46,702)</b>	<b>37,544</b>	<b>(55,080)</b>
Income tax expense/(benefit)	6,316	(19,166)	19,427	(24,637)
<b>Net income/(loss) from continuing operations</b>	<b>9,266</b>	<b>(27,536)</b>	<b>18,117</b>	<b>(30,443)</b>
<b>Discontinued operations:</b>				
Income/(loss) from discontinued operations, net of tax	-	(653)	-	786
<b>Net income/(loss)</b>	<b>\$ 9,266</b>	<b>\$ (28,189)</b>	<b>\$ 18,117</b>	<b>\$ (29,657)</b>
<b>Net income applicable to common shareholders</b>	<b>\$ 7,576</b>	<b>N/A</b>	<b>\$ 14,863</b>	<b>N/A</b>
<b>Earnings per basic common share</b>				
Income/(loss) from continuing operations	\$ 0.47	\$ (1.75)	\$ 0.93	\$ (1.92)
Income/(loss) from discontinued operations	-	(0.04)	-	0.05
Earnings per basic common share	\$ 0.47	\$ (1.79)	\$ 0.93	\$ (1.87)
<b>Earnings per diluted common share</b>				
Income/(loss) from continuing operations	\$ 0.47	\$ (1.75) (1)	\$ 0.93	\$ (1.92) (1)
Income/(loss) from discontinued operations	-	(0.04)	-	0.05
Earnings per diluted common share	\$ 0.47	\$ (1.79)	\$ 0.93	\$ (1.87)
<b>Weighted average number of common shares outstanding</b>				
Basic	16,031	15,772	16,001	15,891
Diluted	16,131	15,772 (1)	16,039	15,891 (1)

(1) In accordance with ASC 260, earnings per diluted common share is calculated using the basic weighted average number of common shares outstanding in periods a loss is incurred.

N/A - Not applicable as no allocation of income was made due to loss position.

*See Notes to Consolidated Financial Statements*

**Piper Jaffray Companies**  
**Consolidated Statements of Cash Flows**  
**(Unaudited)**

	<b>Nine Months Ended September 30,</b>	
	<b>2009</b>	<b>2008</b>
<i>(Dollars in thousands)</i>		
<b>Operating Activities:</b>		
Net income/(loss)	\$ 18,117	\$ (29,657)
Adjustments to reconcile net income/(loss) to net cash provided by/(used in) operating activities:		
Depreciation and amortization of fixed assets	5,318	6,957
Deferred income taxes	7,778	3,616
Stock-based compensation	31,515	26,466
Amortization of intangible assets	1,842	1,966
Decrease/(increase) in operating assets:		
Cash and cash equivalents segregated for regulatory purposes	10,999	-
Receivables:		
Customers	(16,518)	6,592
Brokers, dealers and clearing organizations	(7,188)	(35,984)
Deposits with clearing organizations	1,101	(11,132)
Securities purchased under agreements to resell	(100,675)	28,270
Securitized municipal tender option bonds	55,694	(255,555)
Net financial instruments and other inventory positions owned	(28,244)	159,170
Other receivables	1,655	(16,327)
Other assets	31,049	(14,605)
Increase/(decrease) in operating liabilities:		
Payables:		
Customers	3,484	14,999
Checks and drafts	2,029	(343)
Brokers, dealers and clearing organizations	68,536	8,588
Securities sold under agreements to repurchase	13,111	1,749
Tender option bond trust certificates	(59,262)	267,413
Accrued compensation	13,228	(61,921)
Other liabilities and accrued expenses	2,822	(4,357)
Net cash provided by operating activities	56,391	95,905
<b>Investing Activities:</b>		
Purchases of fixed assets, net	(2,275)	(2,901)
Net cash used in investing activities	(2,275)	(2,901)
<b>Financing Activities:</b>		
Decrease in securities sold under agreements to repurchase	(53,068)	(194,850)
Increase in short-term bank financing	4,000	13,000
Repurchase of common stock	(12,601)	(23,742)
Excess/(reduced) tax benefits from stock-based compensation	(2,941)	788
Proceeds from stock option transactions	951	36
Net cash used in financing activities	(63,659)	(204,768)
Currency adjustment:		
Effect of exchange rate changes on cash	335	19
Net decrease in cash and cash equivalents	(9,208)	(111,745)
Cash and cash equivalents at beginning of period	49,848	150,348
Cash and cash equivalents at end of period	\$ 40,640	\$ 38,603
Supplemental disclosure of cash flow information -		
Cash paid/(received) during the period for:		
Interest	\$ 3,225	\$ 18,191
Income taxes	\$ (33,897)	\$ (4,991)
Non-cash financing activities -		
Issuance of common stock for retirement plan obligations:		
134,700 shares and 90,140 shares for the nine months ended September 30, 2009 and 2008, respectively	\$ 3,756	\$ 3,704
Issuance of restricted common stock for annual equity award:		
585,198 shares and 1,237,756 shares for the nine months ended September 30, 2009 and 2008, respectively	\$ 16,331	\$ 50,859

*See Notes to Consolidated Financial Statements*

**Piper Jaffray Companies**  
**Notes to the Consolidated Financial Statements**  
**(Unaudited)**

**Note 1 Background**

Piper Jaffray Companies is the parent company of Piper Jaffray & Co. (“Piper Jaffray”), a securities broker dealer and investment banking firm; Piper Jaffray Ltd., a firm providing securities brokerage and investment banking services in Europe headquartered in London, England; Piper Jaffray Asia Holdings Limited, an entity providing investment banking services in China headquartered in Hong Kong; Fiduciary Asset Management, LLC (“FAMCO”), an entity providing asset management services to clients through separately managed accounts and closed end funds offering investment products; Piper Jaffray Financial Products Inc., Piper Jaffray Financial Products II Inc. and Piper Jaffray Financial Products III Inc., entities that facilitate derivative transactions; and other immaterial subsidiaries. Piper Jaffray Companies and its subsidiaries (collectively, the “Company”) operate as one reporting segment providing investment banking services, institutional sales, trading and research services, and asset management services. As discussed more fully in Note 4, the Company completed the sale of its Private Client Services branch network and certain related assets to UBS Financial Services, Inc., a subsidiary of UBS AG (“UBS”), on August 11, 2006, thereby exiting the Private Client Services (“PCS”) business.

**Basis of Presentation**

The consolidated financial statements include the accounts of Piper Jaffray Companies, its wholly owned subsidiaries and other entities in which the Company has a controlling financial interest. All material intercompany balances have been eliminated. Certain financial information for prior periods has been reclassified to conform to the current period presentation.

The consolidated financial statements have been prepared in accordance with the rules and regulations of the Securities and Exchange Commission (“SEC”) with respect to Form 10-Q and reflect all adjustments that in the opinion of management are normal and recurring and that are necessary for a fair statement of the results for the interim periods presented. In accordance with these rules and regulations, certain disclosures that are normally included in annual financial statements have been omitted. The consolidated financial statements included in this Form 10-Q should be read in conjunction with the consolidated financial statements and notes thereto included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2008.

The consolidated financial statements are prepared in conformity with U.S. generally accepted accounting principles. These principles require management to make certain estimates and assumptions that may affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The nature of the Company’s business is such that the results of any interim period may not be indicative of the results to be expected for a full year.

Under the guidance of Financial Accounting Standards Board (“FASB”) Accounting Standards Codification Topic 855, “Subsequent Events” (“ASC 855”), subsequent events are defined as events or transactions that occur after the balance sheet date, but before the financial statements are issued. Recognized subsequent events are events or transactions that provide additional evidence about conditions that existed at the date of the balance sheet. Unrecognized subsequent events are events or transactions that provide evidence about conditions that did not exist at the date of the balance sheet, but arose before the financial statements are issued. Recognized subsequent events are recorded in the consolidated financial statements and unrecognized subsequent events are excluded from the consolidated financial statements but disclosed in the notes to the consolidated financial statements if their effect is material. In accordance with ASC 855, the Company evaluated subsequent events through November 6, 2009, the date the financial statements were issued.

**Note 2 Summary of Significant Accounting Policies**

Refer to the Company’s Annual Report on Form 10-K for the year ended December 31, 2008, for a full description of the Company’s significant accounting policies. Changes to the Company’s significant accounting policies are described below.



## Earnings Per Share

Effective January 1, 2009, FASB Accounting Standards Codification (“ASC”) Topic 260, “Earnings per Share,” clarified that unvested share-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and should be included in the earnings per share calculation under the two-class method. The Company grants restricted stock as part of its share-based compensation program, which entitle the recipients to receive nonforfeitable dividends or dividend equivalents during the vesting period. This change reduced earnings per diluted share by \$0.02 and \$0.04 for the three and nine months ended September 30, 2009.

Basic earnings per common share is computed by dividing net income/(loss) applicable to common shareholders by the weighted average number of common shares outstanding for the period. Net income/(loss) applicable to common shareholders represents net income/(loss) reduced by the allocation of earnings to participating securities. Losses are not allocated to participating securities. Diluted earnings per common share is calculated by adjusting the weighted average outstanding shares to assume conversion of all potentially dilutive stock options.

### *Note 3 Recent Accounting Pronouncements*

Effective for interim and annual reporting periods ending after September 15, 2009, the FASB Accounting Standards Codification (the “Codification”) became the single source of authoritative non-governmental generally accepted accounting principles, superseding existing FASB, American Institute of Certified Public Accountants, Emerging Issues Task Force and related accounting literature. Also included is relevant Securities and Exchange Commission guidance organized using the same topical structure in separate sections. The Codification impacted the Company’s financial statement disclosures since all references to authoritative accounting literature are now referenced in accordance with the Codification.

In June 2009, the FASB issued guidance that improves the relevance, representational faithfulness, and comparability of the information that a reporting entity provides in its financial statements about a transfer of financial assets; the effects of a transfer on its financial position, financial performance, and cash flows; and a transferor’s continuing involvement, if any, in transferred financial assets. Additionally, the new guidance eliminates the qualifying special-purpose entity (“QSPE”) concept. This change is effective for interim and annual reporting periods beginning after November 15, 2009. The recognition and measurement provisions are effective for prospective transfers with the exception of existing QSPEs which must be evaluated at the time of adoption. The disclosures required by the new guidance are applied to both retrospective and prospective transfers. The Company is evaluating the impact of the new guidance on its consolidated financial statements.

In June 2009, the FASB issued guidance that addresses the effects of eliminating the QSPE concept and constituent concerns over the transparency of enterprises’ involvement with variable interest entities (“VIE”). The guidance would require, among other things, a qualitative rather than quantitative analysis to determine the primary beneficiary (“PB”) of the VIE, continuous assessments of whether the entity is the PB of the VIE, and enhance disclosures about involvement with VIEs. This guidance is effective for interim and annual reporting periods beginning after November 15, 2009 and is applicable to all entities with which the enterprise has involvement, regardless of when that involvement arose. The Company is evaluating the impact of this guidance on its consolidated financial statements.

In August 2009, the FASB issued Accounting Standards Update No. 2009-05, “Measuring Liabilities at Fair Value” (“ASU 2009-05”). ASU 2009-05 amends FASB Accounting Standards Codification Topic 820, “Fair Value Measurements and Disclosures” (“ASC 820”), by providing additional guidance clarifying the measurement of liabilities at fair value. Among other things, the guidance clarifies how the price of a traded debt security (i.e., an asset value) should be considered in estimating the fair value of the issuer’s liability. It also provides clarifying guidance that the fair value measurement of a liability shall not include a separate input or adjustment to other inputs for the existence of a contractual restriction that prevents the transfer of the liability. ASU 2009-05 is effective for the first interim and annual reporting periods beginning after December 31, 2009. The adoption of ASU 2009-05 is not expected to have a material impact on the consolidated financial statements of the Company.

In September 2009, the FASB issued Accounting Standards Update No. 2009-12, “Investments in Certain Entities That Calculate Net Asset Value per Share (or its Equivalent)” (“ASU 2009-12”). ASU No. 2009-12 amends ASC 820 by permitting entities, as a practical expedient, to estimate the fair value of investments within its scope using the net asset value (“NAV”) per share of the investment as of the reporting entities’ measurement dates. It applies only to investments without readily determinable fair values in entities that calculate NAV consistent with the measurement principles of FASB Accounting Standards Codification Topic 946, “Financial Services – Investment Companies” (“ASC 946”). ASU No. 2009-12 is effective for the first reporting period, including interim periods, ending after December 15, 2009. The adoption of ASU 2009-12 is not expected to have a material impact on the consolidated financial statements of the Company.

**Note 4 Sale of PCS**

On August 11, 2006, the Company and UBS completed the sale of the Company's PCS branch network under a previously announced asset purchase agreement. The purchase price under the asset purchase agreement was approximately \$750 million, which included \$500 million for the branch network and approximately \$250 million for the net assets of the branch network, consisting principally of customer margin receivables.

In connection with the sale of the Company's PCS branch network, the Company initiated a plan in 2006 to significantly restructure the Company's support infrastructure. All restructuring costs related to the sale of the PCS branch network were included within discontinued operations in accordance with the requirements of FASB Accounting Standards Codification Topic 360, "Property, Plant and Equipment" ("ASC 360"), that discusses the accounting for the impairment or disposal of long-lived assets. See Note 14 for additional information regarding the Company's restructuring activities.

**Note 5 Financial Instruments and Other Inventory Positions Owned and Financial Instruments and Other Inventory Positions Sold, but Not Yet Purchased**

Financial instruments and other inventory positions owned and financial instruments and other inventory positions sold, but not yet purchased were as follows:

<i>(Dollars in thousands)</i>	<b>September 30, 2009</b>	<b>December 31, 2008</b>
<b>Financial instruments and other inventory positions owned (1):</b>		
Corporate securities:		
Equity securities	\$ 1,477	\$ 4,148
Convertible securities	52,414	7,088
Fixed income securities	107,892	72,571
Municipal securities	332,116	173,169
Asset-backed securities	72,085	52,385
U.S. government agency securities	37,123	59,341
U.S. government securities	20,846	67,631
Derivative contracts	28,682	56,502
	<b>\$ 652,635</b>	<b>\$ 492,835</b>
<b>Financial instruments and other inventory positions sold, but not yet purchased:</b>		
Corporate securities:		
Equity securities	\$ 19,832	\$ 6,335
Convertible securities	279	-
Fixed income securities	54,913	9,283
Municipal securities	-	23,250
Asset-backed securities	26,265	-
U.S. government agency securities	10,116	10,298
U.S. government securities	155,614	58,377
Derivative contracts	7,601	35,670
	<b>\$ 274,620</b>	<b>\$ 143,213</b>

(1) Excludes \$28.9 million and \$84.6 million in securitized municipal tender option bonds held in securitized trusts at September 30, 2009, and December 31, 2008, respectively. These financial instruments are included in securitized municipal tender option bonds on the consolidated statements of financial condition.

## Table of Contents

At September 30, 2009, and December 31, 2008, financial instruments and other inventory positions owned in the amount of \$71.7 million and \$112.0 million, respectively, had been pledged as collateral for the Company's repurchase agreements, secured borrowings and securities loaned.

Inventory positions sold, but not yet purchased represent obligations of the Company to deliver the specified security at the contracted price, thereby creating a liability to purchase the security in the market at prevailing prices. The Company is obligated to acquire the securities sold short at prevailing market prices, which may exceed the amount reflected on the consolidated statements of financial condition. The Company economically hedges changes in market value of its financial instruments and other inventory positions owned utilizing inventory positions sold, but not yet purchased, interest rate derivatives, futures and exchange-traded options.

### **Derivative Contract Financial Instruments**

The Company uses interest rate swaps, interest rate locks, and forward contracts to facilitate customer transactions and as a means to manage risk in certain inventory positions. Interest rate swaps are also used to manage interest rate exposure associated with the Company's securitized municipal tender option bonds. The following describes the Company's derivatives by the type of transaction or security the instruments are economically hedging.

*Customer matched-book derivatives:* The Company enters into interest rate derivative contracts in a principal capacity as a dealer to satisfy the financial needs of its customers. The Company simultaneously enters into an interest rate derivative contract with a third party for the same notional amount to hedge the interest rate risk of the initial client interest rate derivative contract. The instruments use interest rates based upon either the London Inter-bank Offer Rate ("LIBOR") index or the Securities Industry and Financial Markets Association ("SIFMA") index.

*Trading securities derivatives:* The Company enters into interest rate derivative contracts to hedge interest rate and market value risks associated with its fixed income securities. The instruments use interest rates based upon either the Municipal Market Data ("MMD") index or the SIFMA index.

*Securitization transaction derivatives:* The Company enters into interest rate derivative contracts to manage the interest rate exposure associated with the Company's securitized municipal tender option bonds. The instruments used are based upon the SIFMA index.

The following table presents the total absolute notional contract amount associated with the Company's outstanding derivative instruments:

(Dollars in thousands)

<b>Derivative Instrument</b>	<b>Derivative Category</b>	<b>Sept. 30, 2009</b>	<b>December 31, 2008</b>
Customer matched-book	Interest rate derivative contract	\$ 6,861,726	\$ 6,834,402
Trading securities	Interest rate derivative contract	264,500	114,500
Securitization transactions	Interest rate derivative contract	28,740	144,400
		<u>\$ 7,154,966</u>	<u>\$ 7,093,302</u>

The Company's interest rate derivative contracts do not qualify for hedge accounting under the requirements of FASB Accounting Standards Codification Topic 815 "Derivatives and Hedging" ("ASC 815"), therefore, unrealized gains and losses are recorded on the consolidated statements of operations. The following table presents the Company's gains/(losses) on derivative instruments:

(Dollars in thousands)

<b>Derivative Category</b>	<b>Revenue Category</b>	<b>Three Months Ended</b>		<b>Nine Months Ended</b>	
		<b>Sept. 30, 2009</b>	<b>Sept. 30, 2008</b>	<b>Sept. 30, 2009</b>	<b>Sept. 30, 2008</b>
Interest rate					
derivative contract	Institutional brokerage	\$ (7,274)	\$ 4,297	\$ 4,308	\$ 12,832

## [Table of Contents](#)

The gross fair market value of all derivative instruments and their location on the Company's consolidated statements of financial condition prior to counterparty netting are shown below by asset or liability position (1):

<i>(Dollars in thousands)</i> Derivative Category	Financial Condition Location	Asset Value at Sept. 30, 2009	Financial Condition Location	Liability Value at Sept. 30, 2009
Interest rate derivative contract	Financial instruments and other inventory positions owned	\$ 427,664	Financial instruments and other inventory positions sold, but not yet purchased	\$ 396,888

(1) Amounts are disclosed at gross fair value in accordance with the requirement of ASC 815.

The Company's derivative contracts are recorded at fair value. These derivatives are valued using pricing models based on the present value of estimated future cash flows. The valuation models used require inputs including contractual terms, market prices, yield curves, credit curves and measures of volatility. Derivatives are reported on a net-by-counterparty basis when legal right of offset exists, and on a net-by-cross product basis when applicable provisions are stated in master netting agreements. Cash collateral received or paid is netted on a counterparty basis, provided a legal right of offset exists.

Credit risk associated with the Company's derivatives is the risk that a derivative counterparty will not perform in accordance with the terms of the applicable derivative contract. Credit exposure associated with the Company's derivatives is driven by uncollateralized market movements in the fair value of the contracts with counterparties and is monitored regularly by its market and credit risk committee. The majority of the Company's derivative contracts are substantially collateralized by its counterparties, which are major financial institutions. The Company has a limited number of counterparties (notional contract amount of \$271.6 million at September 30, 2009) who are not required to post collateral. Based on market movements, the uncollateralized amounts representing the fair value of the derivative contract can become material, exposing the Company to the credit risk of these counterparties. As of September 30, 2009, the Company had \$22.0 million of credit exposure with these counterparties, including \$12.0 million of credit exposure with one counterparty.

### **Note 6 Fair Value of Financial Instruments**

The Company records financial instruments and other inventory positions owned, financial instruments and other inventory positions sold, but not yet purchased, and securitized municipal tender option bonds at fair value on the consolidated statements of financial condition with unrealized gains and losses reflected in the consolidated statements of operations.

The degree of judgment used in measuring the fair value of financial instruments generally correlates to the level of pricing observability. Pricing observability is impacted by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established and other characteristics specific to the instrument. Financial instruments with readily available active quoted prices for which fair value can be measured from actively quoted prices generally will have a higher degree of pricing observability and a lesser degree of judgment used in measuring fair value. Conversely, financial instruments rarely traded or not quoted will generally have less, or no, pricing observability and a higher degree of judgment used in measuring fair value.

The following is a description of the valuation techniques used to measure fair value.

#### *Cash Equivalents*

Cash equivalents include highly liquid investments with original maturities of 90 days or less. Actively traded money market funds are measured at their net asset value and classified as Level I.

#### *Cash Instruments (Trading Securities)*

When available, the fair value of cash instruments is based on quoted prices in active markets and reported in Level I. Level I cash instruments include highly liquid instruments with quoted prices such as certain U.S. treasury bonds, and equities listed in active markets.

If quoted prices are not available, fair values are obtained from pricing services, broker quotes, or other model-based valuation techniques with observable inputs such as the present value of estimated cash flows and reported as Level II. The nature of these cash instruments include instruments for which quoted prices are available but traded less frequently, instruments whose fair value have been derived using a model where inputs to the model are directly observable in the market, or can be derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed. Level II cash instruments generally include certain U.S. treasury bonds and U.S. government agency securities, certain corporate bonds, certain municipal bonds, certain asset-backed securities, convertible securities and securitized municipal tender option bonds.

## [Table of Contents](#)

Level III cash instruments have little to no pricing observability as of the report date. These cash instruments do not have active two-way markets and are measured using management's best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation. The Company has identified Level III cash instruments to include certain asset-backed securities, principally collateralized by aircraft, that have experienced low volumes of executed transactions; auction-rate municipal securities for which the market has been dislocated and largely ceased to function; and certain corporate bonds where there was less frequent or nominal market activity. The Company's Level III asset-backed securities are valued using cash flow models that utilize unobservable inputs including airplane lease rates, utilization rates, trust costs, aircraft residual values and assumptions on timing of sales. Auction-rate securities are valued based upon the Company's expectations of issuer refunding plans and using internal models. Level III corporate bonds are valued using prices from comparable securities.

### *Derivatives*

Derivatives are valued using pricing models based on the net present value of estimated future cash flows. The valuation models used require market observable inputs including contractual terms, market prices, yield curves, credit curves and measures of volatility. These measurements are classified as Level II within the fair value hierarchy and are used to value interest rate swaps, interest rate locks, and forward contracts.

### *Investments*

Investments in public companies are valued based on quoted prices on active markets and reported in Level I. Investments in certain illiquid municipal bonds that the Company is holding for investment are reported as Level III assets.

[Table of Contents](#)

The following table summarizes the valuation of our financial instruments by pricing observability levels defined in ASC 820 as of September 30, 2009:

<i>(Dollars in thousands)</i>	<u>Level I</u>	<u>Level II</u>	<u>Level III</u>	<u>Counterparty Collateral Netting (1)</u>	<u>Total</u>
<b>Assets:</b>					
Financial instruments and other inventory positions owned:					
Corporate securities:					
Equity securities	\$ 1,477	\$ -	\$ -	\$ -	\$ 1,477
Convertible securities	-	52,414	-	-	52,414
Fixed income securities	-	100,415	7,477	-	107,892
Municipal securities	-	314,818	17,298	-	332,116
Asset-backed securities	-	13,284	58,801	-	72,085
U.S. government agency securities	-	37,123	-	-	37,123
U.S. government securities	11,479	9,367	-	-	20,846
Derivative instruments	-	64,442	-	(35,760)	28,682
Total financial instruments and other inventory positions owned:	12,956	591,863	83,576	(35,760)	652,635
Securitized municipal tender option bonds	-	28,892	-	-	28,892
Cash equivalents	6,823	-	-	-	6,823
Investments	1,837	-	2,109	-	3,946
Total assets	<u>\$ 21,616</u>	<u>\$ 620,755</u>	<u>\$ 85,685</u>	<u>\$ (35,760)</u>	<u>\$ 692,296</u>
<b>Liabilities:</b>					
Financial instruments and other inventory positions sold, but not yet purchased:					
Corporate securities:					
Equity securities	\$ 19,832	\$ -	\$ -	\$ -	\$ 19,832
Convertible securities	-	279	-	-	279
Fixed income securities	-	54,913	-	-	54,913
Asset-backed securities	-	25,185	1,080	-	26,265
U.S. government agency securities	-	10,116	-	-	10,116
U.S. government securities	49,438	106,176	-	-	155,614
Derivative instruments	-	33,666	-	(26,065)	7,601
Total financial instruments and other inventory positions sold, but not yet purchased:	69,270	230,335	1,080	(26,065)	274,620
Investments	-	-	19	-	19
Total liabilities	<u>\$ 69,270</u>	<u>\$ 230,335</u>	<u>\$ 1,099</u>	<u>\$ (26,065)</u>	<u>\$ 274,639</u>

(1) Represents cash collateral and the impact of netting on a counterparty basis. The Company had no securities posted as collateral to its counterparties.

[Table of Contents](#)

The following table summarizes the valuation of our financial instruments by pricing observability levels defined in ASC 820 as of December 31, 2008:

<i>(Dollars in thousands)</i>	<u>Level I</u>	<u>Level II</u>	<u>Level III</u>	<u>Counterparty Collateral Netting (1)</u>	<u>Total</u>
<b>Assets:</b>					
Financial instruments and other inventory positions owned:					
Corporate securities:					
Equity securities	\$ 4,148	\$ -	\$ -	\$ -	\$ 4,148
Convertible securities	-	3,417	3,671	-	7,088
Fixed income securities	-	70,433	2,138	-	72,571
Municipal securities	-	155,419	17,750	-	173,169
Asset-backed securities	-	29,825	22,560	-	52,385
U.S. government agency securities	-	59,335	6	-	59,341
U.S. government securities	61,224	6,407	-	-	67,631
Derivative instruments	-	84,502	-	(28,000)	56,502
Total financial instruments and other inventory positions owned:	65,372	409,338	46,125	(28,000)	492,835
Securitized municipal tender option bonds	-	84,586	-	-	84,586
Cash equivalents	31,595	-	-	-	31,595
Investments	1,741	-	433	-	2,174
Total assets	<u>\$ 98,708</u>	<u>\$ 493,924</u>	<u>\$ 46,558</u>	<u>\$ (28,000)</u>	<u>\$ 611,190</u>
<b>Liabilities:</b>					
Financial instruments and other inventory positions sold, but not yet purchased:					
Corporate securities:					
Equity securities	\$ 6,335	\$ -	\$ -	\$ -	\$ 6,335
Fixed income securities	-	9,283	-	-	9,283
Municipal securities	-	23,250	-	-	23,250
U.S. government agency securities	-	10,298	-	-	10,298
U.S. government securities	14,424	43,953	-	-	58,377
Derivative instruments	-	63,670	-	(28,000)	35,670
Total financial instruments and other inventory positions sold, but not yet purchased:	20,759	150,454	-	(28,000)	143,213
Investments	-	-	366	-	366
Total liabilities	<u>\$ 20,759</u>	<u>\$ 150,454</u>	<u>\$ 366</u>	<u>\$ (28,000)</u>	<u>\$ 143,579</u>

(1) Represents cash collateral and the impact of netting on a counterparty basis. Additionally, the Company had \$56.8 million of securities posted as collateral to its counterparties.

The Company's Level III assets were \$85.7 million and \$46.6 million, or 12.4 percent and 7.6 percent of financial instruments measured at fair value at September 30, 2009, and December 31, 2008, respectively.



[Table of Contents](#)

The following tables summarize the changes in fair value associated with Level III financial instruments during the nine months ended September 30, 2009 and 2008:

<i>(Dollars in thousands)</i>	<b>Balance at December 31, 2008</b>	Purchases/ (sales), net	Net transfers in/(out)	Realized gains/ (losses) (1)	Unrealized gains/ (losses) (1)	<b>Balance at September 30, 2009</b>
<b>Assets:</b>						
Financial instruments and other inventory positions owned:						
Corporate securities:						
Convertible securities	\$ 3,671	\$ -	\$ (3,671)	\$ -	\$ -	\$ -
Fixed income securities	2,138	4,451	610	(27)	305	7,477
Municipal securities	17,750	175	(100)	-	(527)	17,298
Asset-backed securities	22,560	19,041	12,877	3,025	1,298	58,801
U.S. government agency securities	6	(1)	(5)	-	-	-
Total financial instruments and other inventory positions owned:	<b>46,125</b>	23,666	9,711	2,998	1,076	<b>83,576</b>
Investments	433	(9)	27	-	1,658	2,109
Total assets	<b>\$ 46,558</b>	\$ 23,657	\$ 9,738	\$ 2,998	\$ 2,734	<b>\$ 85,685</b>
<b>Liabilities:</b>						
Financial instruments and other inventory positions sold, but not yet purchased:						
Asset-backed securities	\$ -	\$ 1,341	\$ (268)	\$ 39	\$ (32)	\$ 1,080
Total financial instruments and other inventory positions sold, but not yet purchased:	-	1,341	(268)	39	(32)	1,080
Investments	366	-	-	-	(347)	19
Total liabilities	<b>\$ 366</b>	\$ 1,341	\$ (268)	\$ 39	\$ (379)	<b>\$ 1,099</b>

<i>(Dollars in thousands)</i>	<b>Balance at December 31, 2007</b>	Purchases/ (sales), net	Net transfers in/(out)	Realized gains/ (losses) (1)	Unrealized gains/ (losses) (1)	<b>Balance at September 30, 2008</b>
<b>Assets:</b>						
Financial instruments and other inventory positions owned:						
Corporate securities:						
Convertible securities	\$ -	\$ 2,842	\$ 74	\$ (168)	\$ (277)	\$ 2,471
Fixed income securities	-	(162)	2,554	5	(792)	1,605
Municipal securities	202,500	(152,275)	3,976	-	-	54,201
Asset-backed securities	14,282	12,905	17,385	(425)	(7,309)	36,838
U.S. government securities	-	4,711	372	(1)	(19)	5,063
Other	13,921	35	-	(13,256)	(700)	-
Total financial instruments and other inventory positions owned:	<b>230,703</b>	(131,944)	24,361	(13,845)	(9,097)	<b>100,178</b>
Investments	6,016	(2,681)	(2,543)	1,661	(1,865)	588
Total assets	<b>\$ 236,719</b>	\$ (134,625)	\$ 21,818	\$ (12,184)	\$ (10,962)	<b>\$ 100,766</b>
<b>Liabilities:</b>						
Financial instruments and other inventory positions sold, but not yet purchased:						
Corporate securities:						
Fixed income securities	\$ -	\$ 2,984	\$ 98	\$ (48)	\$ (129)	\$ 2,905
Total financial instruments and other inventory positions sold, but not yet purchased:	-	2,984	98	(48)	(129)	2,905
Investments	1,260	(1,163)	-	913	(489)	521
Total liabilities	<b>\$ 1,260</b>	\$ 1,821	\$ 98	\$ 865	\$ (618)	<b>\$ 3,426</b>

(1) Realized and unrealized gains/(losses) related to financial instruments are reported in institutional brokerage on the consolidated statements of operations. Realized and unrealized gains/(losses) related to investments are reported in other income/(loss) on the consolidated statements of operations.



**Note 7** *Securitized Trusts*

Historically, the Company operated a tender option bond securitization program, which the Company discontinued in October of 2008. Under this program, the Company sold highly rated municipal bonds into securitization vehicles (“Securitized Trust”) that were funded by the sale of variable rate certificates to institutional customers seeking variable rate tax-free investment products. The Company had one Securitized Trust outstanding as of September 30, 2009, and seven outstanding as of December 31, 2008. The variable rate certificates repriced weekly and the Company receives a fee to remarket the variable rate certificates. Securitization transactions meeting certain criteria of FASB Accounting Standards Codification Topic 860, “Transfers and Servicing” (“ASC 860”), are treated as sales, with the resulting gain included in institutional brokerage revenue on the consolidated statements of operations. If a securitization does not meet the asset sale criteria of ASC 860, the transaction is recorded as a borrowing.

At September 30, 2009, the Company maintained one Securitized Trust that did not meet the asset sale criteria of ASC 860, causing the Company to account for this transaction as a borrowing. The Company consolidated the assets and liabilities of the trust onto the Company’s consolidated statement of financial condition. Accordingly, the Company recorded an asset for the underlying bonds of \$28.9 million (par value \$28.7 million) as of September 30, 2009, in securitized municipal tender option bonds and a liability for the certificates sold by the trust for \$28.7 million as of September 30, 2009, in tender option bond trust certificates on the consolidated statement of financial condition. At December 31, 2008, the Company had seven Securitized Trusts that did not meet the asset sale requirements of ASC 860, causing the Company to consolidate these trusts. Accordingly, the Company recorded an asset for the underlying bonds of \$84.6 million (par value \$113.6 million) as of December 31, 2008, in securitized municipal tender option bonds and a liability for the certificates sold by the trusts for \$88.0 million as of December 31, 2008, in tender option bond trust certificates on the consolidated statement of financial condition.

The Company has contracted with a major third-party financial institution to act as the liquidity provider for the Company’s tender option bond Securitized Trust through December 30, 2009. The Company has agreed to reimburse this party for any losses associated with providing liquidity to the trust. The maximum exposure to loss at September 30, 2009, was \$28.7 million representing the outstanding amount of all trust certificates. This exposure to loss is mitigated, however, by the underlying bonds in the trust and derivative hedges the Company has in place. The underlying bonds had a market value of approximately \$28.9 million at September 30, 2009.

The Company has entered into interest rate swap agreements to manage interest rate exposure associated with its Securitized Trust, which have been recorded at fair value. See further discussion of interest rate swap agreements in Note 5 to our unaudited consolidated financial statements.

**Note 8** *Variable Interest Entities*

In the normal course of business, the Company periodically creates or transacts with entities that may be variable interest entities (“VIEs”). The determination as to whether an entity is a VIE is based on the amount and nature of the Company’s equity investment in the entity. The Company also considers other characteristics such as the ability to influence the decision making about the entity’s activities and how the entity is financed. The Company’s involvement with VIEs is limited to entities used as either securitization vehicles or investment vehicles. See Note 7 for a discussion of the Company’s securitization vehicles.

The Company has investments in and/or acts as the managing partner or member to approximately 20 partnerships and limited liability companies (“LLCs”). These entities were established for the purpose of investing in equity and debt securities of public and private investments and were initially financed through the capital commitments of the members. At September 30, 2009, the Company’s aggregate net investment in these partnerships and LLCs totaled \$12.8 million. The Company’s remaining capital commitment to these partnerships and LLCs was \$3.7 million at September 30, 2009.

The Company has identified one partnership and two LLCs described above as VIEs. The Company is required to consolidate all VIEs for which it is considered to be the primary beneficiary. The determination as to whether the Company is considered to be the primary beneficiary is based on whether the Company will absorb a majority of the VIE’s expected losses, receive a majority of the VIE’s expected residual returns, or both. It was determined that the Company is not the primary beneficiary of these VIEs, even though, the Company owns a significant variable interest in them. These VIEs had assets approximating \$160.7 million at September 30, 2009. The Company’s exposure to loss from these entities is \$4.5 million, which is the value of its capital contributions recorded in other assets on the consolidated statement of financial condition at September 30, 2009. The Company had no liabilities related to these entities at September 30, 2009.

[Table of Contents](#)

The Company has not provided financial or other support to the VIEs that it was not previously contractually required to provide as of September 30, 2009.

**Note 9** *Receivables from and Payables to Brokers, Dealers and Clearing Organizations*

Amounts receivable from brokers, dealers and clearing organizations at September 30, 2009, and December 31, 2008, included:

<i>(Dollars in thousands)</i>	<b>September 30, 2009</b>	December 31, 2008
Receivable arising from unsettled securities transactions, net	\$ -	\$ 79,370
Deposits paid for securities borrowed	103,865	18,475
Receivable from clearing organizations	15,645	17,661
Securities failed to deliver	3,578	2,282
Other	6,036	4,332
	<u>\$ 129,124</u>	<u>\$ 122,120</u>

Amounts payable to brokers, dealers and clearing organizations at September 30, 2009, and December 31, 2008, included:

<i>(Dollars in thousands)</i>	<b>September 30, 2009</b>	December 31, 2008
Payable arising from unsettled securities transactions, net	\$ 42,541	\$ -
Deposits received for securities loaned	5,099	-
Payable to clearing organizations	17,773	8,482
Securities failed to receive	9,968	1,565
Other	124	2
	<u>\$ 75,505</u>	<u>\$ 10,049</u>

Deposits paid for securities borrowed and deposits received for securities loaned approximate the market value of the securities. Securities failed to deliver and receive represent the contract value of securities that have not been delivered or received by the Company on settlement date.

**Note 10** *Other Assets*

Other assets included investments in public companies, investments in private equity partnerships that are valued using the equity method of accounting, investments in private companies and bridge-loans valued at cost, net deferred tax assets, income tax receivables and prepaid expenses.

Other assets at September 30, 2009, and December 31, 2008, included:

<i>(Dollars in thousands)</i>	<b>September 30, 2009</b>	December 31, 2008
Investments at fair value	\$ 3,946	\$ 2,174
Investments at cost	37,324	33,988
Investments valued using equity method	15,669	19,817
Deferred income tax assets	79,642	87,420
Income tax receivables	427	35,268
Prepaid expenses	7,042	5,779
Other	3,413	1,292
Total other assets	<u>\$ 147,463</u>	<u>\$ 185,738</u>

**Note 11 Goodwill and Intangible Assets**

The following table presents the changes in the carrying value of goodwill and intangible assets for the nine months ended September 30, 2009:

*(Dollars in thousands)*

<b>Goodwill</b>	
<b>Balance at December 31, 2008</b>	\$ 160,582
Goodwill acquired	-
Impairment losses	-
FAMCO goodwill adjustment	(146)
<b>Balance at September 30, 2009</b>	<u>\$ 160,436</u>

*(Dollars in thousands)*

<b>Intangible assets</b>	
<b>Balance at December 31, 2008</b>	\$ 14,523
Intangible assets acquired	-
Amortization of intangible assets	(1,842)
Impairment losses	-
<b>Balance at September 30, 2009</b>	<u>\$ 12,681</u>

**Note 12 Financing**

The Company has committed short-term financing available on a secured basis and uncommitted short-term financing available on both a secured and unsecured basis. The availability of the Company's uncommitted lines are subject to approval by individual banks each time an advance is requested and may be denied. In addition, the Company has established arrangements to obtain financing by another broker dealer at the end of each business day related specifically to its convertible inventory. Repurchase agreements are also used as a source of funding.

During 2008, the Company entered into a \$250 million committed revolving credit facility with U.S. Bank, N.A., which was renewed in September 2009. The Company uses this credit facility in the ordinary course of business to fund a portion of its daily operations, and the amount borrowed under the facility varies daily based on the Company's funding needs. Advances under this facility are secured by certain marketable securities. The facility includes a covenant that requires Piper Jaffray to maintain a minimum net capital of \$150 million, and the unpaid principal amount of all advances under this facility will be due on September 30, 2010. The Company pays a nonrefundable commitment fee on the unused portion of the facility on a quarterly basis. At September 30, 2009, the Company had no advances against this line of credit.

The Company's short-term financing bears interest at rates based on the federal funds rate or LIBOR. For the nine months ended September 30, 2009 and 2008, the weighted average interest rate on borrowings was 1.26 percent and 2.86 percent, respectively. At September 30, 2009, and December 31, 2008, no formal compensating balance agreements existed, and the Company was in compliance with all debt covenants related to its financing facilities.

**Note 13 Legal Contingencies**

The Company has been named as a defendant in various legal proceedings arising primarily from securities brokerage and investment banking activities, including certain class actions that primarily allege violations of securities laws and seek unspecified damages, which could be substantial. Also, the Company is involved from time to time in investigations and proceedings by governmental agencies and self-regulatory organizations.

The Company has established reserves for potential losses that are probable and reasonably estimable that may result from pending and potential complaints, legal actions, investigations and proceedings. The Company's reserves totaled \$1.9 million and \$17.0 million at September 30, 2009, and December 31, 2008, respectively, which is included within other liabilities and accrued expenses on the consolidated statements of financial condition. A significant portion of the Company's reserves at December 31, 2008 was offset by an insurance receivable, which was recorded within other receivables on the consolidated statement of financial condition.

As part of the asset purchase agreement between UBS and the Company for the sale of the PCS branch network, the Company retained liabilities arising from regulatory matters and certain litigation relating to the PCS business prior to the sale. The amount of exposure for PCS litigation matters deemed to be probable and reasonably estimable are included in the Company's established reserves. Adjustments to litigation reserves for matters pertaining to the PCS business would be included within discontinued operations on the consolidated statements of operations.

Given uncertainties regarding the timing, scope, volume and outcome of pending and potential litigation, arbitration and regulatory proceedings and other factors, the amounts of reserves are difficult to determine and of necessity subject to future revision. Subject to the foregoing, management of the Company believes, based on its current knowledge, after consultation with outside legal counsel and taking into account its established reserves, that pending legal actions, investigations and proceedings will be resolved with no material adverse effect on the consolidated financial condition of the Company. However, if during any period a potential adverse contingency should become probable or resolved for an amount in excess of the established reserves, the results of operations in that period could be materially adversely affected.

#### Note 14 Restructuring

In 2006, the Company implemented a specific restructuring plan to reorganize the Company's support infrastructure as a result of the PCS branch network sale to UBS. In 2008 and early 2009, the Company implemented certain expense reduction measures as a means to better align its cost infrastructure with its revenues. The following table presents a summary of activity with respect to the restructuring-related liabilities included in other liabilities and accrued expenses on the consolidated statements of financial condition:

	<b>Other Restructuring</b>	<b>PCS Restructuring</b>
<i>(Dollars in thousands)</i>		
<b>Balance at December 31, 2008</b>	<b>\$ 8,529</b>	<b>\$ 9,928</b>
Provision charged to continuing operations	3,196	376
Recovery of provision charged to operations	(463)	-
Cash outlays	(8,053)	(2,258)
Non-cash write-downs	(268)	-
<b>Balance at September 30, 2009</b>	<b>\$ 2,941</b>	<b>\$ 8,046</b>

#### Note 15 Shareholders' Equity

##### Share Repurchase Program

In the second quarter of 2008, the Company's board of directors authorized the repurchase of up to \$100 million in common shares through June 30, 2010. During the nine months ended September 30, 2009, the Company repurchased 175,273 shares of the Company's common stock at an average price of \$45.90 per share for an aggregate purchase price of \$8.0 million. The Company has \$77.0 million remaining under this authorization.

##### Issuance of Shares

During the nine months ended September 30, 2009, the Company issued 134,700 common shares out of treasury stock in fulfillment of \$3.8 million in obligations under the Piper Jaffray Companies Retirement Plan and issued 323,487 common shares out of treasury stock as a result of vesting and exercise transactions under the Piper Jaffray Companies Amended and Restated 2003 Annual and Long-Term Incentive Plan.

#### Note 16 Earnings Per Share

Effective January 1, 2009, FASB Accounting Standards Codification Topic 260, "Earning per Share," clarified that unvested share-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and should be included in the earnings per share calculation under the two-class method. The Company grants restricted stock as part of its share-based compensation program, which entitles the recipients to receive nonforfeitable dividends or dividend equivalents during the vesting period.

[Table of Contents](#)

Basic earnings per common share is computed by dividing net income/(loss) applicable to common shareholders by the weighted average number of common shares outstanding for the period. Net income/(loss) applicable to common shareholders represents net income/(loss) reduced by the allocation of earnings to participating securities. Losses are not allocated to participating securities. Diluted earnings per common share is calculated by adjusting the weighted average outstanding shares to assume conversion of all potentially dilutive stock options. The computation of earnings per share is as follows:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2009	2008	2009	2008
<i>(Amounts in thousands, except per share data)</i>				
Net income/(loss)	\$ 9,266	\$ (28,189)	\$ 18,117	\$ (29,657)
Earnings allocated to participating stock awards	(1,690)	-	(3,254)	-
Net income/(loss) applicable to common shareholders (2)	\$ 7,576	\$ (28,189)	\$ 14,863	\$ (29,657)
Shares for basic and diluted calculations:				
Average shares used in basic computation	16,031	15,772	16,001	15,891
Stock options	100	11	38	33
Restricted stock	- (3)	2,374	- (3)	2,317
Average shares used in diluted computation	16,131	18,157	16,039	18,241
Earnings per share:				
Basic	\$ 0.47	\$ (1.79)	\$ 0.93	\$ (1.87)
Diluted	\$ 0.47	\$ (1.79) (1)	\$ 0.93	\$ (1.87) (1)

- (1) In accordance with ASC 260, earnings per diluted common share is calculated using the basic weighted average number of common shares outstanding in periods a loss is incurred.
- (2) Net income applicable to common shareholders for diluted and basic EPS may differ under the two-class method as a result of adding the effect of the assumed exercise of stock options to dilutive shares outstanding, which alters the ratio used to allocate earnings to common shareholders and participating securities for purposes of calculating diluted and basic EPS.
- (3) Participating securities were included in the calculation of diluted EPS using the two-class method, as this computation was more dilutive than the calculation using the treasury-stock method.

The anti-dilutive effects from stock options were immaterial for the periods ended September 30, 2009 and 2008.

**Note 17 Stock-Based Compensation**

The Company maintains one stock-based compensation plan, the Piper Jaffray Companies Amended and Restated 2003 Annual and Long-Term Incentive Plan. The plan permits the grant of equity awards, including restricted stock and non-qualified stock options, to the Company's employees and directors for up to 7.0 million shares of common stock. As of September 30, 2009, 1.8 million shares of common stock from this 7.0 million share authorization were available for equity award grants. The Company periodically grants shares of restricted stock to employees and grants shares of Piper Jaffray Companies common stock to its non-employee directors. The Company also previously granted options to purchase Piper Jaffray Companies common stock to employees and non-employee directors. The Company believes that such awards help align the interests of employees and directors with those of shareholders and serve as an employee retention tool. The awards granted to employees have the following vesting periods: approximately 80 percent of the awards have three-year cliff vesting periods, approximately 10 percent of the awards vest ratably from 2010 through 2013 on the annual grant date anniversary, and approximately 10 percent of the awards cliff vest upon meeting a specific performance-based metric prior to May 2013. The director awards are fully vested upon grant. The maximum term of the stock options granted to employees and directors is ten years. The plan provides for accelerated vesting of option and restricted stock awards if there is a change in control of the Company (as defined in the plan), in the event of a participant's death, and at the discretion of the compensation committee of the Company's board of directors.

Prior to January 1, 2006, the Company accounted for stock-based compensation under the fair value method of accounting as prescribed by Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation", as amended by Statement of Financial Accounting Standards No. 148, "Accounting for Stock-Based Compensation – Transition and Disclosure". As such, the Company recorded stock-based compensation expense in the consolidated statements of operations at fair value, net of estimated forfeitures.

Effective January 1, 2006, the Company adopted the modified prospective transition method as defined by FASB Accounting Standards Codification Topic 718, "Compensation – Stock Compensation," ("ASC 718"). The modified prospective transition method requires all share-based payments to employees, including grants of employee stock options, to be recognized in the statements of operations at fair value over the service period of the award, net of estimated forfeitures.

## [Table of Contents](#)

Employee and director stock options granted prior to January 1, 2006, were expensed by the Company on a straight-line basis over the option vesting period, based on the estimated fair value of the award on the date of grant using a Black-Scholes option-pricing model. Employee and director stock options granted after January 1, 2006, are expensed by the Company on a straight-line basis over the required service period, based on the estimated fair value of the award on the date of grant using a Black-Scholes option-pricing model. ASC 718 required the Company to change the expensing period from the vesting period to the required service period, which shortened the period over which options are expensed for employees who are retiree-eligible on the date of grant or become retiree-eligible during the vesting period. The number of employees that fell within this category at January 1, 2006, was not material. In accordance with SEC guidelines, the Company did not alter the expense recorded in connection with prior option grants for the change in the expensing period.

Restricted stock grants are valued at the market price of the Company's common stock on the date of grant. Restricted stock granted prior to January 1, 2006, was amortized on a straight-line basis over the vesting period. Restricted stock grants after January 1, 2006, are amortized over the service period. The majority of the Company's restricted stock grants provide for continued vesting after termination, so long as the employee does not violate certain post-termination restrictions. These post-termination restrictions do not meet the criteria for an in-substance service condition as defined by ASC 718. Accordingly, such restricted stock grants are expensed in the period in which those awards are deemed to be earned, which is generally the calendar year preceding the February grant date each year.

Performance-based restricted stock awards granted in 2008 were valued at the market price of the Company's common stock on the date of grant. The restricted shares are amortized on a straight-line basis over the period the Company expects the performance target to be met. The performance condition must be met for the awards to vest and total compensation cost will be recognized only if the performance condition is satisfied. The probability that the performance conditions will be achieved and that the awards will vest is reevaluated each reporting period with changes in actual or estimated outcomes accounted for using a cumulative effect adjustment.

The Company recorded compensation expense, net of estimated forfeitures, of \$11.6 million and \$13.2 million for the three months ended September 30, 2009 and 2008, respectively, and \$31.4 million and \$27.7 million for the nine months ended September 30, 2009 and 2008, respectively, related to employee restricted stock and stock option grants. The tax benefit related to the total compensation cost for stock-based compensation arrangements totaled \$4.5 million and \$5.1 million for the three months ended September 30, 2009 and 2008, respectively, and \$12.2 million and \$10.6 million for the nine months ended September 30, 2009 and 2008, respectively.

Equity awards cancelled as a result of recipients violating the post-termination restrictions prior to award vesting result in the Company recording other income on the consolidated statement of operations at the lower of the fair value of the award at grant date or the fair value of the award at the date of cancellation. The amount the Company recorded to other income from cancellations for the nine months ended September 30, 2009 and 2008, was not significant.

The fair value of each stock option is estimated on the date of grant using the Black-Scholes option-pricing model, which is based on assumptions such as the risk-free interest rate, the dividend yield, the expected volatility and the expected life of the option. The risk-free interest rate assumption is derived from the U.S. treasury bill rate with a maturity equal to the expected life of the option. The dividend yield assumption is derived from the assumed dividend payout over the expected life of the option. The expected volatility assumption for 2008 grants was derived from a combination of Company historical data and industry comparisons. The Company has only been a publicly traded company since the beginning of 2004 and does not have sufficient historical data to determine an appropriate expected volatility solely from the Company's own historical data. The expected life assumption is based on an average of the following two factors: 1) industry comparisons; and 2) the guidance provided by the SEC in Staff Accounting Bulletin No. 110, ("SAB 110"). SAB 110 allows the use of an "acceptable" methodology under which the Company can take the midpoint of the vesting date and the full contractual term. The following table provides a summary of the valuation assumptions used by the Company to determine the estimated value of stock option grants in Piper Jaffray Companies common stock for the nine months ended September 30, 2008:

	<u>2008</u>
Weighted average assumptions in option valuation:	
Risk-free interest rates	3.03%
Dividend yield	0.00%
Stock volatility factor	33.61%
Expected life of options (in years)	6.00
Weighted average fair value of options granted	\$ 15.73



[Table of Contents](#)

The Company did not grant stock options during the nine months ended September 30, 2009.

The following table summarizes the changes in the Company's outstanding stock options for the nine months ended September 30, 2009:

	Options Outstanding	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term (Years)	Aggregate Intrinsic Value
<b>December 31, 2008</b>	571,067	\$ 44.25	6.7	\$ 322,749
Granted	—	—		
Exercised	(23,946)	39.71		
Canceled	(2,050)	39.89		
<b>September 30, 2009</b>	545,071	\$ 44.47	6.0	\$ 2,885,182
<b>Options exercisable at September 30, 2009</b>	395,428	\$ 43.33	5.1	\$ 2,111,700

As of September 30, 2009, there was no unrecognized compensation cost related to stock options expected to be recognized over future years.

Cash received from option exercise for the nine months ended September 30, 2009 was \$1.0 million. The tax benefit realized for the tax deduction from option exercises totaled \$0.4 million. Cash received from option exercises for the nine months ended September 30, 2008, was not significant. The tax benefit realized for the tax deduction from option exercises was immaterial for the nine months ended September 30, 2008.

The following table summarizes the changes in the Company's non-vested restricted stock for the nine months ended September 30, 2009:

	Non-Vested Restricted Stock	Weighted Average Grant Date Fair Value
<b>December 31, 2008</b>	3,177,945	\$ 46.87
Granted	895,178	26.97
Vested	(473,341)	47.80
Canceled	(35,780)	48.17
<b>September 30, 2009</b>	3,564,002	\$ 40.61

As of September 30, 2009, there was \$30.2 million of total unrecognized compensation cost related to restricted stock expected to be recognized over a weighted average period of 2.76 years.

**Note 18 Geographic Areas**

The following table presents net revenues and long-lived assets by geographic region:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2009	2008	2009	2008
<i>(Dollars in thousands)</i>				
Net revenues:				
United States	\$ 111,551	\$ 62,736	\$ 313,162	\$ 231,176
Europe	4,860	5,920	12,501	20,892
Asia	3,258	4,863	10,178	14,919
Consolidated	\$ 119,669	\$ 73,519	\$ 335,841	\$ 266,987

	September 30, 2009	December 31, 2008
<i>(Dollars in thousands)</i>		
Long-lived assets:		
United States	\$ 256,901	\$ 269,862
Europe	1,076	1,290
Asia	11,890	11,408
Consolidated	\$ 269,867	\$ 282,560

**Note 19** *Net Capital Requirements and Other Regulatory Matters*

Piper Jaffray is registered as a securities broker dealer and an investment advisor with the SEC and is a member of various self regulatory organizations (“SROs”) and securities exchanges. The Financial Industry Regulatory Authority (“FINRA”) serves as Piper Jaffray’s primary SRO. Piper Jaffray is subject to the uniform net capital rule of the SEC and the net capital rule of FINRA. Piper Jaffray has elected to use the alternative method permitted by the SEC rule, which requires that it maintain minimum net capital of the greater of \$1.0 million or 2 percent of aggregate debit balances arising from customer transactions, as such term is defined in the SEC rule. Under its rules, FINRA may prohibit a member firm from expanding its business or paying dividends if resulting net capital would be less than 5 percent of aggregate debit balances. Advances to affiliates, repayment of subordinated debt, dividend payments and other equity withdrawals by Piper Jaffray are subject to certain notification and other provisions of the SEC and FINRA rules. In addition, Piper Jaffray is subject to certain notification requirements related to withdrawals of excess net capital.

At September 30, 2009, net capital calculated under the SEC rule was \$306.3 million, and exceeded the minimum net capital required under the SEC rule by \$305.3 million.

Piper Jaffray Ltd., which is a registered United Kingdom broker dealer, is subject to the capital requirements of the U.K. Financial Services Authority (“FSA”). As of September 30, 2009, Piper Jaffray Ltd. was in compliance with the capital requirements of the FSA.

Piper Jaffray Asia Holdings Limited operates three entities licensed by the Hong Kong Securities and Futures Commission, which are subject to the liquid capital requirements of the Securities and Futures (Financial Resources) Rules promulgated under the Securities and Futures Ordinance. As of September 30, 2009, Piper Jaffray Asia regulated entities were in compliance with the liquid capital requirements of the Hong Kong Securities and Futures Ordinance.



## **ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following information should be read in conjunction with the accompanying unaudited consolidated financial statements and related notes and exhibits included elsewhere in this report. Certain statements in this report may be considered forward-looking. Statements that are not historical or current facts, including statements about beliefs and expectations, are forward-looking statements. These forward-looking statements include, among other things, statements other than historical information or statements of current condition and may relate to our future plans and objectives and results, and also may include our belief regarding the effect of various legal proceedings, as set forth under "Legal Proceedings" in Part I, Item 3 of our Annual Report on Form 10-K for the year ended December 31, 2008 and in our subsequent reports filed with the SEC. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated, including those factors discussed below under "External Factors Impacting Our Business" as well as the factors identified under "Risk Factors" in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2008, as updated in our subsequent reports filed with the SEC. These reports are available at our web site at [www.piperjaffray.com](http://www.piperjaffray.com) and at the SEC web site at [www.sec.gov](http://www.sec.gov). Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update them in light of new information or future events.

### **Executive Overview**

Our business principally consists of providing investment banking, institutional brokerage, asset management and related financial services to middle-market companies, private equity groups, public entities, non-profit entities and institutional investors in the United States, Europe and Asia. We generate revenues primarily through the receipt of advisory and financing fees earned on investment banking activities, commissions and sales credits earned on equity and fixed income institutional sales and trading activities, net interest earned on securities inventories, profits and losses from trading activities related to these securities inventories and asset management fees.

The securities business is a human capital business. Accordingly, compensation and benefits comprise the largest component of our expenses, and our performance is dependent upon our ability to attract, develop and retain highly skilled employees who are motivated and committed to providing the highest quality of service and guidance to our clients.

During the third quarter of 2009, all of our businesses contributed to our solid performance. The positive fixed income institutional brokerage results we experienced in the first half of 2009 continued into the third quarter driven by incremental trading revenues and solid client activity, although below the robust levels of the second quarter. Additionally, we had a reasonably good equity financing quarter and we were able to complete several equity financing transactions across our focus sectors. Equity financing conditions have improved from the beginning of the year, but activity in this area remains well below historical levels.

### **RESULTS FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2009**

For the three months ended September 30, 2009, we recorded net income of \$9.3 million from continuing operations, or \$0.47 per diluted share, compared with a net loss from continuing operations of \$27.5 million for the corresponding period in the prior year. Net revenues for the third quarter of 2009 were \$119.7 million, an increase of 62.8 percent from \$73.5 million reported in the year-ago period that was driven by a substantial increase in fixed income institutional brokerage revenues. The third quarter of 2008 included a \$21.7 million loss in fixed income institutional brokerage revenues related to our now discontinued tender option bond program.

For the nine months ended September 30, 2009, net income from continuing operations was \$18.1 million, or \$0.93 per diluted share, compared with a net loss from continuing operations of \$30.4 million, or \$1.92 per diluted share, for the prior-year period. Net revenues for the nine months of 2009 increased 25.8 percent from the prior-year period to \$335.8 million, driven by higher fixed income institutional brokerage revenues.

## **EXTERNAL FACTORS IMPACTING OUR BUSINESS**

Performance in the financial services industry in which we operate is highly correlated to the overall strength of economic conditions and financial market activity. Overall market conditions are a product of many factors, which are beyond our control and mostly unpredictable. These factors may affect the financial decisions made by investors, including their level of participation in the financial markets. In turn, these decisions may affect our business results. With respect to financial market activity, our profitability is sensitive to a variety of factors, including the demand for investment banking services as reflected by the number and size of equity and debt financings and merger and acquisition transactions, the volatility of the equity and fixed income markets, changes in interest rates (especially rapid and extreme changes), the level and shape of various yield curves, the volume and value of trading in securities, and the demand for asset management services as reflected by the amount of assets under management.

Factors that differentiate our business within the financial services industry also may affect our financial results. For example, our business focuses on a middle-market clientele in specific industry sectors. If the business environment for our focus sectors impacts one or more sectors disproportionately as compared to the economy as a whole or does not recover on pace with other sectors of the economy, our business and results of operations will be negatively impacted. In addition, our business could be affected differently than overall market trends. Given the variability of the capital markets and securities businesses, our earnings may fluctuate significantly from period to period, and results for any individual period should not be considered indicative of future results.

As a participant in the financial services industry, we are subject to complex and extensive regulation of our business. In light of recent conditions in the global financial markets and the global economy, regulators have increased their focus on the regulation of the financial services industry. Changes in the regulatory environment in which we operate could have an adverse effect on our business.

## **OUTLOOK FOR THE REMAINDER OF 2009**

Equity financing conditions have improved from the beginning of the year; however, activity in this area remains well below historical levels. In the first nine months of 2009, we completed several equity financing and advisory transactions across all our focus sectors. If markets remain conducive to equity financing, as we experienced in the second and third quarters, we believe equity financing activity in our focus sectors will continue. Our public finance business performed well in the second and third quarters and we anticipate this business may improve further if the non-investment grade portion of the tax-exempt markets begins to function. We believe advisory activity will be challenged through the remainder of the year, as buyers remain cautious. We believe the very favorable fixed income institutional brokerage results we experienced in the first nine months of 2009 will decline as trading spreads compress and customer activity slows.

For the nine months ended September 30, 2009, non-compensation expenses were \$96.8 million, down 20 percent compared to the first nine months of 2008. This decline was a result of a decrease in restructuring-related expenses as well as cost reduction actions taken in 2008 and continued expense discipline. All non-compensation expense categories reflected a decline compared with the year-ago period. We anticipate that our non-compensation expense run-rate will be in the range of approximately \$32 million to \$33 million in the fourth quarter of 2009.

## Results of Operations

### FINANCIAL SUMMARY FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2009 AND SEPTEMBER 30, 2008

The following table provides a summary of the results of our operations and the results of our operations as a percentage of net revenues for the periods indicated.

(Dollars in thousands)	For the Three Months Ended September 30,			As a Percentage of Net Revenues For the Three Months Ended September 30,	
	2009	2008	2009 v2008	2009	2008
<b>Revenues:</b>					
Investment banking	\$ 48,115	\$ 48,313	(0.4) %	40.2 %	65.7 %
Institutional brokerage	59,576	12,834	364.2	49.8	17.5
Interest	10,398	10,509	(1.1)	8.7	14.3
Asset management	3,568	4,314	(17.3)	3.0	5.9
Other income	3,340	697	379.2	2.8	0.9
<b>Total revenues</b>	<b>124,997</b>	<b>76,667</b>	<b>63.0</b>	<b>104.5</b>	<b>104.3</b>
Interest expense	5,328	3,148	69.3	4.5	4.3
<b>Net revenues</b>	<b>119,669</b>	<b>73,519</b>	<b>62.8</b>	<b>100.0</b>	<b>100.0</b>
<b>Non-interest expenses:</b>					
Compensation and benefits	71,802	80,421	(10.7)	60.0	109.4
Occupancy and equipment	7,703	8,092	(4.8)	6.4	11.0
Communications	5,474	6,597	(17.0)	4.6	9.0
Floor brokerage and clearance	2,974	3,342	(11.0)	2.5	4.5
Marketing and business development	5,498	6,099	(9.9)	4.6	8.3
Outside services	6,234	9,270	(32.8)	5.2	12.6
Restructuring-related expenses	-	4,570	(100.0)	-	6.2
Other operating expenses	4,402	1,830	140.5	3.7	2.5
<b>Total non-interest expenses</b>	<b>104,087</b>	<b>120,221</b>	<b>(13.4) %</b>	<b>87.0</b>	<b>163.5</b>
<b>Income/(loss) before income tax expense/(benefit)</b>	<b>15,582</b>	<b>(46,702)</b>	<b>N/M</b>	<b>13.0</b>	<b>(63.5)</b>
Income tax expense/(benefit)	6,316	(19,166)	N/M	5.3	(26.0)
<b>Net income/(loss) from continuing operations</b>	<b>9,266</b>	<b>(27,536)</b>	<b>N/M</b>	<b>7.7</b>	<b>(37.5)</b>
<b>Discontinued operations:</b>					
Loss from discontinued operations, net of tax	-	(653)	N/M	-	(0.8)
<b>Net income/(loss)</b>	<b>\$ 9,266</b>	<b>\$ (28,189)</b>	<b>N/M</b>	<b>7.7 %</b>	<b>(38.3) %</b>
<b>Net income applicable to common shareholders</b>	<b>\$ 7,576</b>	<b>N/A</b>	<b>N/M</b>	<b>6.3 %</b>	<b>N/A</b>

N/M - Not meaningful

N/A - Not applicable as no allocation of income was made due to loss position

Effective January 1, 2009, the FASB in ASC 260, "Earnings per Share," clarified that invested stock-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and should be included in the earnings per share calculation under the two-class method. Our consolidated results of operations for the three months ended September 30, 2009 and September 30, 2008 include the effect of ASC 260. For further discussion of our earnings per share, see Note 16, "Earnings Per Share," in our unaudited consolidated financial statements.

For the three months ended September 30, 2009, we recorded net income of \$9.3 million with net revenues of \$119.7 million. Revenues increased 62.8 percent from the year-ago period. For the third quarter of 2009, investment banking revenues were essentially flat at \$48.1 million, compared with revenue of \$48.3 million in the prior-year period as lower advisory service revenues were offset by increases in equity and debt financing activity. Institutional brokerage revenues in the third quarter of 2009 increased significantly to \$59.6 million, compared with \$12.8 million in the corresponding period in the prior year as a result of higher fixed income sales and trading revenues. In the third quarter of 2008, we recorded a \$21.7 million loss related to our now discontinued tender option bond program. In the third quarter of 2009, net interest income decreased to \$5.1 million, compared with \$7.4 million in the third quarter of 2008. Asset management fees for the three months ended September 30, 2009, were \$3.6 million, compared with \$4.3 million in the prior-year period, driven by lower assets under management resulting from declining asset valuations. Other income increased to \$3.3 million in the third quarter of 2009 from \$0.1 million in the prior-year period due to gains recorded on our principal investments. Non-interest expenses decreased to \$104.1 million for the three months ended September 30, 2009, from \$120.2 million in the corresponding period in the prior year, primarily as a result of decreased compensation and benefits expenses and restructuring costs recorded in the year-ago period.

## NON-INTEREST EXPENSES

**Compensation and Benefits** - Compensation and benefits expenses, which are the largest component of our expenses, include salaries, bonuses, benefits, stock-based compensation, employment taxes and other employee costs. A portion of compensation expense is comprised of variable incentive arrangements, including discretionary bonuses, the amount of which fluctuates in proportion to the level of business activity, increasing with higher revenues and operating profits. Other compensation costs, primarily base salaries and benefits, are more fixed in nature. The timing of bonus payments, which generally occur in February, have a greater impact on our cash position and liquidity than is reflected in our statements of operations.

For the three months ended September 30, 2009, compensation and benefits expenses decreased 10.7 percent to \$71.8 million from \$80.4 million in the third quarter of 2008. This decrease was due to a more variable compensation model in 2009 as well as cost savings associated with restructuring-related activities that occurred in 2008 and the first half of 2009. Compensation and benefits expenses as a percentage of net revenues were 60.0 percent for the third quarter of 2009, compared with 109.4 percent for the third quarter of 2008. The elevated compensation and benefits ratio in the third quarter of 2008 was attributable to losses incurred on our now discontinued tender option bond program.

**Occupancy and Equipment** - Occupancy and equipment expenses in the third quarter of 2009 were \$7.7 million, compared with \$8.1 million for the corresponding period in 2008. The decrease was attributable to prior investments in technology and equipment becoming fully depreciated and a decrease in base rent as a result of cost saving initiatives in 2008.

**Communications** - Communication expenses include costs for telecommunication and data communication, primarily consisting of expenses for obtaining third-party market data information. For the three months ended September 30, 2009, communications expenses were \$5.5 million, compared with \$6.6 million for the prior-year period. The decrease was attributable to reduced data communication expenses as a result of cost saving initiatives in 2008 and early 2009.

**Floor Brokerage and Clearance** - Floor brokerage and clearance expenses were \$3.0 million for the three months ended September 30, 2009, compared with \$3.3 million for the three months ended September 30, 2008.

**Marketing and Business Development** - Marketing and business development expenses include travel and entertainment and promotional and advertising costs. In the third quarter of 2009, marketing and business development expenses decreased 9.9 percent to \$5.5 million, compared with \$6.1 million in the third quarter of 2008. This decrease was due to cost saving actions taken in late 2008 as well as a decline in travel expenses.

**Outside Services** - Outside services expenses include securities processing expenses, outsourced technology functions, outside legal fees and other professional fees. Outside services expenses decreased 32.8 percent to \$6.2 million in the third quarter of 2009, compared with \$9.3 million for the prior-year period, due to reductions in legal fees and consulting costs. Additionally, in 2009 we changed vendors for some of our outsourced technology functions, which resulted in a decline in expenses associated with those functions.

**Restructuring-Related Expense** - During the third quarter of 2008, we implemented certain expense reduction measures, which resulted in a pre-tax restructuring charge of \$4.6 million, consisting of \$2.2 million in severance benefits and \$2.4 million for the reduction of office space.

**Other Operating Expenses** - Other operating expenses include insurance costs, license and registration fees, expenses related to our charitable giving program, amortization of intangible assets and litigation-related expenses, which consist of the amounts we reserve and/or pay out related to legal and regulatory matters. In the third quarter of 2009, other operating expenses increased to \$4.4 million, compared with \$1.8 million in the third quarter of 2008, primarily due to increased litigation-related expenses. In the third quarter of 2008, we had a favorable resolution of a trading-related litigation matter which decreased litigation-related expenses.

**Income Taxes** - For the three months ended September 30, 2009, our provision for income taxes was \$6.3 million, equating to an effective tax rate of 40.5 percent. For the three months ended September 30, 2008, income taxes from continuing operations was a benefit of \$19.2 million, equating to an effective tax rate of 41.0 percent.

**NET REVENUES FROM OPERATIONS (DETAIL)**

	<b>For the Three Months Ended September 30,</b>		2009 v2008
	<b>2009</b>	2008	
<i>(Dollars in thousands)</i>			
Net revenues:			
Investment banking			
Financing			
Equities	\$ 17,769	\$ 11,397	55.9 %
Debt	20,493	17,771	15.3
Advisory services	10,138	21,358	(52.5)
Total investment banking	48,400	50,526	(4.2)
Institutional brokerage			
Equities	31,438	35,302	(10.9)
Fixed income	32,101	(17,280)	N/M
Total institutional brokerage	63,539	18,022	252.6
Asset management	3,568	4,314	(17.3)
Other income	4,162	657	533.5
Total net revenues	\$ 119,669	\$ 73,519	62.8 %

N/M - Not meaningful

Investment banking revenues comprise all the revenues generated through financing and advisory services activities including derivative activities that relate to debt financing. To assess the profitability of investment banking, we aggregate investment banking fees with the net interest income or expense associated with these activities.

Investment banking revenues decreased 4.2 percent to \$48.4 million in the third quarter of 2009, compared with \$50.5 million in the corresponding period in 2008. For the three months ended September 30, 2009, equity financing revenues increased to \$17.8 million, compared with \$11.4 million in the prior-year period due to increased activity. Equity capital markets activity was depressed in the third quarter of 2008 due to difficult market conditions, which continued through the first quarter of 2009. Although the third quarter of 2009 was an improvement from 2008, equity financing revenues remain below our historical quarterly average. In the third quarter of 2009, we completed 24 equity financings raising \$4.5 billion in capital for our clients. In the third quarter of 2008, we completed 13 equity financings raising \$2.4 billion in capital for our clients. Debt financing revenues in the third quarter of 2009 increased 15.3 percent to \$20.5 million due to higher public finance underwriting revenues attributable to an increased number of transactions completed. For the third quarter of 2009, we underwrote 150 public finance issues with a par value of \$2.4 billion, compared with 93 public finance issues with a par value of \$2.0 billion for the prior-year period. For the three months ended September 30, 2009, advisory services revenues decreased 52.5 percent to \$10.1 million, compared with \$21.4 million in the prior year period. The decrease was a result of a decline in both the number of completed transactions and average revenue per transaction. We completed 6 advisory transactions with an aggregate transaction value of \$0.5 billion during the third quarter of 2009, compared with 13 advisory transactions with an aggregate transaction value of \$7.3 billion in the third quarter of 2008.

Institutional brokerage revenues comprise all the revenues generated through trading activities, which consist primarily of facilitating customer trades. To assess the profitability of institutional brokerage activities, we aggregate institutional brokerage revenues with the net interest income or expense associated with financing, economically hedging and holding long or short inventory positions. Our results may vary from quarter to quarter as a result of changes in trading margins, trading gains and losses, net interest spreads, trading volumes and the timing of transactions based on market opportunities.

For the three months ended September 30, 2009, institutional brokerage revenues increased significantly to \$63.5 million, compared with \$18.0 million in the prior-year period, as strong fixed income brokerage revenues more than offset the decline in equity sales and trading revenues. Equity institutional brokerage revenues decreased 10.9 percent to \$31.4 million in the third quarter of 2009, compared with \$35.3 million in the prior-year period due to lower U.S. high touch equities sales and trading revenues resulting from a decline in trading volume. Fixed income institutional brokerage revenues were \$32.1 million in the third quarter of 2009, compared with a loss of \$17.3 million in the prior-year period. In the third quarter of 2009, all fixed income products produced strong revenues as the client flow business was solid across both tax exempt and taxable products. In the third quarter of 2008, the loss was primarily driven by a \$21.7 million loss related to our now discontinued tender option bond program.

For the three months ended September 30, 2009, asset management fees decreased to \$3.6 million, compared with \$4.3 million in the prior-year period, due to a decline in assets under management resulting from a decline in asset valuations. As of September 30, 2009, we had \$6.7 billion in assets under management compared with \$8.1 billion at September 30, 2008.

Other income/loss includes gains and losses from our investments in private equity and venture capital funds, other firm investments and income associated with the forfeiture of equity awards. In the third quarter of 2009, we recorded income of \$4.2 million, compared with \$0.7 million of income in the prior year period as we recorded higher income associated with the valuation of our principal investments.

#### **DISCONTINUED OPERATIONS**

Discontinued operations include the resolution of certain legal matters and revisions to restructuring estimates related to our Private Client Services (“PCS”) business, which we sold to UBS on August 11, 2006.

In the third quarter of 2008, discontinued operations recorded a net loss of \$0.7 million, related to changes in estimates on office space leased.

**FINANCIAL SUMMARY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 AND SEPTEMBER 30, 2008**

The following table provides a summary of the results of our operations and the results of our operations as a percentage of net revenues for the periods indicated.

<i>(Dollars in thousands)</i>	For the Nine Months Ended September 30,			As a Percentage of Net Revenues For the Nine Months Ended September 30,	
	2009	2008	2009 v2008	2009	2008
<b>Revenues:</b>					
Investment banking	\$ 134,615	\$ 135,762	(0.8) %	40.1 %	50.8 %
Institutional brokerage	175,455	93,842	87.0	52.3	35.1
Interest	26,659	38,782	(31.3)	7.9	14.5
Asset management	9,817	12,984	(24.4)	2.9	4.9
Other income/(loss)	(1,209)	1,469	N/M	(0.4)	0.6
<b>Total revenues</b>	<b>345,337</b>	<b>282,839</b>	<b>22.1</b>	<b>102.8</b>	<b>105.9</b>
Interest expense	9,496	15,852	(40.1)	2.8	5.9
<b>Net revenues</b>	<b>335,841</b>	<b>266,987</b>	<b>25.8</b>	<b>100.0</b>	<b>100.0</b>
<b>Non-interest expenses:</b>					
Compensation and benefits	201,503	200,785	0.4	60.0	75.2
Occupancy and equipment	21,901	24,335	(10.0)	6.5	9.1
Communications	17,003	19,205	(11.5)	5.0	7.2
Floor brokerage and clearance	9,088	9,895	(8.2)	2.7	3.7
Marketing and business development	13,362	19,576	(31.7)	4.0	7.3
Outside services	21,168	29,220	(27.6)	6.3	10.9
Restructuring-related expenses	3,572	8,153	(56.2)	1.1	3.1
Other operating expenses	10,700	10,898	(1.8)	3.2	4.1
<b>Total non-interest expenses</b>	<b>298,297</b>	<b>322,067</b>	<b>(7.4) %</b>	<b>88.8</b>	<b>120.6</b>
<b>Income/(loss) before income tax expense/(benefit)</b>	<b>37,544</b>	<b>(55,080)</b>	<b>N/M</b>	<b>11.2</b>	<b>(20.6)</b>
Income tax expense/(benefit)	19,427	(24,637)	N/M	5.8	(9.2)
<b>Net income/(loss) from continuing operations</b>	<b>18,117</b>	<b>(30,443)</b>	<b>N/M</b>	<b>5.4</b>	<b>(11.4)</b>
<b>Discontinued operations:</b>					
Income from discontinued operations, net of tax	-	786	N/M	-	0.3
<b>Net income/(loss)</b>	<b>\$ 18,117</b>	<b>\$ (29,657)</b>	<b>N/M</b>	<b>5.4 %</b>	<b>(11.1) %</b>
<b>Net income applicable to common shareholders</b>	<b>\$ 14,863</b>	<b>N/A</b>	<b>N/M</b>	<b>4.4 %</b>	<b>N/A</b>

N/M - Not meaningful

N/A - Not applicable as no allocation of income was made due to loss position

Effective January 1, 2009, the FASB in ASC 260, "Earnings per Share," clarified that unvested stock-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and should be included in the earnings per share calculation under the two-class method. Our consolidated results of operations for the nine months ended September 30, 2009 and September 30, 2008 include the effect of ASC 260. For further discussion of our earnings per share, see Note 16, "Earnings Per Share," in our unaudited consolidated financial statements.



Except as discussed below, the description of non-interest expenses, net revenues from continuing operations, and discontinued operations, as well as the underlying reasons for variances to prior year, are substantially the same as the comparative quarterly discussion.

For the nine months ended September 30, 2009, net income from continuing operations totaled \$18.1 million, compared with a net loss from continuing operations of \$30.4 million in the corresponding period in 2008. Net revenues from continuing operations were \$335.8 million for the nine months ended September 30, 2009, an increase of 25.8 percent from the year-ago period. For the nine months ended September 30, 2009, investment banking revenues were \$134.6 million, essentially flat compared with the first nine months of 2008. Institutional brokerage revenues increased 87.0 percent to \$175.5 million, compared with revenues of \$93.8 million in the prior-year period driven by higher fixed income sales and trading revenues. Net interest income for the first nine months of 2009 decreased to \$17.2 million, down from \$22.9 million for the first nine months of 2008. The decrease was primarily the result of a decline in net interest income earned on net inventory balances as we significantly reduced our balance sheet exposure in late 2008 and early 2009. For the first nine months of 2009, asset management fees were \$9.8 million, compared with \$13.0 million in the prior-year period, due to lower assets under management resulting from declining asset valuations. Other income for the nine months ended September 30, 2009, was a loss of \$1.2 million, compared with income of \$1.5 million for the corresponding period in 2008. The change in other income was attributable to higher income on forfeitures of equity awards in the first nine months of 2008 offset in part by lower losses recorded on our principal investments in the first nine months of 2009.

#### **NON-INTEREST EXPENSES**

For the nine months ended September 30, 2009, non-interest expenses decreased 7.4 percent to \$298.3 million, compared with \$322.1 million for the prior year period.

**Compensation and Benefits** - For the nine months ended September 30, 2009, compensation and benefits expenses was essentially flat at \$201.5 million, compared with the corresponding period in 2008. Compensation and benefits expenses as a percentage of net revenues was 60.0 percent for the first nine months of 2009, compared with 75.2 percent for the first nine months of 2008. The unusually high compensation ratio in 2008 was attributable to the loss on our now discontinued tender option bond program recorded in the third quarter of 2008, and a less variable compensation model.

**Other Operating Expenses** - For the first nine months of 2009, other operating expenses were flat at \$10.7 million, compared with the prior-year period.

**Income Taxes** – For the nine months ended September 30, 2009, our provision for income taxes was \$19.4 million, equating to an effective tax rate of 51.7 percent. For the nine months ended September 30, 2008, income taxes from continuing operations was a benefit of \$24.6 million, equating to an effective tax rate of 44.7 percent. The effective tax rate of 51.7 percent for the nine months of 2009 included \$2.7 million of one-time items that increased tax expense. Additionally, in the first nine months of 2009, we did not record a tax benefit related to certain foreign subsidiary net operating loss carryforward deductions.



**NET REVENUES FROM CONTINUING OPERATIONS (DETAIL)**

	For the Nine Months Ended September 30,		2009 v2008
	2009	2008	
<i>(Dollars in thousands)</i>			
Net revenues:			
Investment banking			
Financing			
Equities	\$ 45,126	\$ 36,620	23.2 %
Debt	53,007	52,438	1.1
Advisory services	38,527	57,939	(33.5)
<i>Total investment banking</i>	<u>136,660</u>	<u>146,997</u>	<u>(7.0)</u>
Institutional brokerage			
Equities	92,484	101,827	(9.2)
Fixed income	95,072	5,863	N/M
<i>Total institutional brokerage</i>	<u>187,556</u>	<u>107,690</u>	<u>74.2</u>
<i>Asset management</i>	9,817	12,984	(24.4)
<i>Other income/(loss)</i>	<u>1,808</u>	<u>(684)</u>	<u>N/M</u>
Total net revenues	<u>\$ 335,841</u>	<u>\$ 266,987</u>	<u>25.8 %</u>

N/M - Not meaningful

Investment banking revenues for the nine months ended September 30, 2009, decreased 7.0 percent to \$136.7 million, compared with \$147.0 million in the prior-year period. Equity financing revenues increased to \$45.1 million in the first nine months of 2009, compared with \$36.6 million in the corresponding period in the prior year. During the nine months ended September 30, 2009, we completed 66 equity financings, raising \$15.8 billion in capital for our clients. During the nine months ended September 30, 2008, we completed 37 equity financings, raising \$6.1 billion in capital for our clients, excluding the \$19.7 billion of capital raised from the VISA initial public offering, on which we were a co-lead manager. In the first nine months of 2009, debt financing revenues remained essentially flat from the prior-year period at \$53.0 million, as higher public finance revenue was offset by lower corporate debt and derivative financing revenues. Advisory services revenues for the first nine months of 2009 declined 33.5 percent to \$38.5 million due to a decline in activity. For the nine months ended September 30, 2009, we completed 23 advisory transactions, compared with 39 advisory transactions in the first nine months of 2008.

Institutional brokerage revenues for the nine months ended September 30, 2009, increased 74.2 percent to \$187.6 million, compared with the prior-year period. Equity institutional brokerage revenue decreased 9.2 percent to \$92.5 million in the first nine months of 2009, compared with \$101.8 million in the first nine months of 2008. Revenues associated with the U.S. high touch equities business were lower due to a decline in net commissions earned and lower volumes. Fixed income institutional brokerage revenues increased significantly to \$95.1 million for the nine months ended September 30, 2009, compared with \$5.9 million for the corresponding period in 2008, driven by strong performance across tax exempt and taxable products. Additionally, in the first nine months of 2008, we recorded losses in high yield and structured products from lower commissions and trading losses, and losses in our discontinued tender option bond program. Market conditions for high yield corporate bonds and structured products were especially difficult in the first nine months of 2008.

For the nine months ended September 30, 2009, other income/loss recorded income of \$1.8 million, compared with a net loss of \$0.7 million in the corresponding period in 2008. In the first nine months of 2009, we recorded higher income associated with the valuation of our principal investments.

## **DISCONTINUED OPERATIONS**

For the nine months ended September 30, 2008, discontinued operations recorded net income of \$0.8 million, which primarily related to a PCS legal settlement recorded in the second quarter of 2008 offset by changes in estimates on leased office space recorded in the third quarter of 2008.

## **Recent Accounting Pronouncements**

Recent accounting pronouncements are set forth in Note 3 to our unaudited consolidated financial statements, and are incorporated herein by reference.

## **Critical Accounting Policies**

Our accounting and reporting policies comply with generally accepted accounting principles (“GAAP”) and conform to practices within the securities industry. The preparation of financial statements in compliance with GAAP and industry practices requires us to make estimates and assumptions that could materially affect amounts reported in our consolidated financial statements. Critical accounting policies are those policies that we believe to be the most important to the portrayal of our financial condition and results of operations and that require us to make estimates that are difficult, subjective or complex. Most accounting policies are not considered by us to be critical accounting policies. Several factors are considered in determining whether or not a policy is critical, including whether the estimates are significant to the consolidated financial statements taken as a whole, the nature of the estimates, the ability to readily validate the estimates with other information (e.g., third-party or independent sources), the sensitivity of the estimates to changes in economic conditions and whether alternative accounting methods may be used under GAAP.

For a full description of our significant accounting policies, see Note 2 to our consolidated financial statements included in our Annual Report on Form 10-K for the year-ended December 31, 2008. We believe that of our significant accounting policies, the following are our critical accounting policies.

## **VALUATION OF FINANCIAL INSTRUMENTS**

Financial instruments and other inventory positions owned, financial instruments and other inventory positions owned and pledged as collateral, financial instruments and other inventory positions sold, but not yet purchased, and securitized municipal tender option bonds on our consolidated statements of financial condition consist of financial instruments recorded at fair value. Unrealized gains and losses related to these financial instruments are reflected on our consolidated statements of operations.

The fair value of a financial instrument is the amount at which the instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale. When available, we use observable market prices, observable market parameters, or broker or dealer prices (bid and ask prices) to derive the fair value of the instrument. In the case of financial instruments transacted on recognized exchanges, the observable market prices represent quotations for completed transactions from the exchange on which the financial instrument is principally traded. Bid prices represent the highest price a buyer is willing to pay for a financial instrument at a particular time. Ask prices represent the lowest price a seller is willing to accept for a financial instrument at a particular time.

A substantial percentage of the fair value of our financial instruments and other inventory positions owned, financial instruments and other inventory positions owned and pledged as collateral, and financial instruments and other inventory positions sold, but not yet purchased, are based on observable market prices, observable market parameters, or derived from broker or dealer prices. The availability of observable market prices and pricing parameters can vary from product to product. Where available, observable market prices and pricing or market parameters in a product may be used to derive a price without requiring significant judgment. In certain markets, observable market prices or market parameters are not available for all products, and fair value is determined using techniques appropriate for each particular product. These techniques involve some degree of judgment.

For investments in illiquid securities that do not have readily determinable fair values, the determination of fair value requires us to estimate the value of the securities using the best information available. Among the factors considered by us in determining the fair value of such financial instruments are the cost, terms and liquidity of the investment, the financial condition and operating results of the issuer, the quoted market price of publicly traded securities with similar quality and yield, and other factors generally pertinent to the valuation of investments. In instances where a security is subject to transfer restrictions, the value of the security is based primarily on the quoted price of a similar security without restriction but may be reduced by an amount estimated to reflect such restrictions. Even where the value of a security is derived from an independent source, certain assumptions may be required to determine the security’s fair value. For example, we assume that the size of positions that we hold would not be large enough to affect the quoted price of the securities if we sell them, and that any such sale would happen in an orderly manner. The actual value realized upon disposition could be different from the current estimated fair value.

Derivatives are valued using pricing models based on the net present value of estimated future cash flows. Management deemed the net present value of estimated future cash flows model to be the best estimate of fair value as most of our derivative products are interest rate products. The valuation models used require inputs including contractual terms, market prices, yield curves, credit curves and measures of volatility. The valuation models are monitored over the life of the derivative product. If there are any changes in the underlying inputs, the model is updated for those new inputs.

Financial instruments carried at contract amounts have short-term maturities (one year or less), are repriced frequently or bear market interest rates and, accordingly, those contracts are carried at amounts approximating fair value. Financial instruments carried at contract amounts on our consolidated statements of financial condition include receivables from and payables to brokers, dealers and clearing organizations, securities purchased under agreements to resell, securities sold under agreements to repurchase, receivables from and payables to customers and short-term financing.

FASB Accounting Standards Topic 820, "Fair Value Measurements and Disclosures," establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The objective of a fair value measurement is to determine the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (the exit price). The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level I measurements) and the lowest priority to unobservable inputs (Level III measurements). Assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement.

Instruments that trade infrequently and therefore have little or no price transparency are classified within Level III based on the results of our price verification process. The Company's Level III assets were \$85.7 million and \$46.6 million as of September 30, 2009 and December 31, 2008, respectively, and represented approximately 12.4 percent and 7.6 percent of financial instruments measured at fair value. At September 30, 2009, this balance primarily consisted of asset-backed securities, principally collateralized by aircraft, that have experienced low volumes of executed transactions, such that unobservable inputs had to be utilized for the fair value measurements; corporate bonds where there was less frequent or nominal market activity; and auction-rate securities for which the market has been dislocated and largely ceased to function. Asset-backed securities are valued using cash flow models that utilize unobservable inputs that include airplane lease rates, utilization rates, trust costs, aircraft residual values and assumptions on timing of costs. Corporate bonds are valued using prices from comparable securities. Our auction-rate securities are valued based upon our expectations of issuer refunding plans and using internal models. We could experience reductions in the value of these inventory positions, which would have a negative impact on our business and results of operations.

During the first nine months of 2009, we recorded net purchases of \$23.7 million of Level III assets, primarily consisting of asset-backed securities and corporate bonds. We had net transfers of \$3.8 million of assets from Level III to Level II in the first nine months of 2009 and \$13.5 million of net transfers of assets from Level II to Level III. Transfers of assets from Level III to Level II were primarily related to convertible securities transaction activity as liquidity increased and external prices became more observable. Transfers of assets from Level II to Level III primarily consisted of asset-backed securities, principally collateralized by aircraft, that experienced low volume of executed transactions, such that unobservable inputs had to be utilized for the fair value measurement. Our valuation adjustments (realized and unrealized) increased Level III assets by \$5.7 million.

During the first nine months of 2009, we recorded net purchases of \$1.3 million of Level III asset-backed liabilities. We had \$0.3 million of liabilities transfer from Level III to Level II, related to asset-backed securities. Our valuation adjustments (realized and unrealized) decreased Level III liabilities by \$0.3 million.

## **GOODWILL AND INTANGIBLE ASSETS**

We record all assets and liabilities acquired in purchase acquisitions, including goodwill and other intangible assets, at fair value. Determining the fair value of assets and liabilities acquired requires certain management estimates. At September 30, 2009, we had goodwill of \$160.4 million. Of this goodwill balance, \$105.5 million is a result of the 1998 acquisition by U.S. Bancorp of our predecessor, Piper Jaffray Companies Inc., and its subsidiaries.

Under FASB Accounting Standards Codification Topic 350, “Intangibles – Goodwill and Other,” we are required to perform impairment tests of our goodwill and indefinite-lived intangible assets annually and on an interim basis when certain events or circumstances exist. We have elected to test for goodwill impairment in the fourth quarter of each calendar year. The goodwill impairment test is a two-step process, which requires management to make judgments in determining what assumptions to use in the calculation. The first step of the process consists of estimating the fair value of our two principal reporting units (capital markets and asset management) based on the following factors: our market capitalization, a discounted cash flow model using revenue and profit forecasts, public market comparables and multiples of recent mergers and acquisitions of similar businesses. Valuation multiples may be based on revenues, price-to-earnings and tangible capital ratios of comparable public companies and business segments. These multiples may be adjusted to consider competitive differences including size, operating leverage and other factors. The estimated fair values of our reporting units are compared with their carrying values, which includes the allocated goodwill. If the estimated fair value is less than the carrying values, a second step is performed to compute the amount of the impairment by determining an “implied fair value” of goodwill. The determination of a reporting unit’s “implied fair value” of goodwill requires us to allocate the estimated fair value of the reporting unit to the assets and liabilities of the reporting unit. Any unallocated fair value represents the “implied fair value” of goodwill, which is compared to its corresponding carrying value.

As noted above, the initial recognition of goodwill and other intangible assets and the subsequent impairment analysis requires management to make subjective judgments concerning estimates of how the acquired assets or businesses will perform in the future using valuation methods including discounted cash flow analysis. Our estimated cash flows typically extend for five years and, by their nature, are difficult to determine over an extended time period. Events and factors that may significantly affect the estimates include, among others, competitive forces and changes in revenue growth trends, cost structures, technology, discount rates and market conditions. To assess the reasonableness of cash flow estimates and validate assumptions used in our estimates, we review historical performance of the underlying assets or similar assets. In assessing the fair value of our reporting units, the volatile nature of the securities markets and our industry requires us to consider the business and market cycle and assess the stage of the cycle in estimating the timing and extent of future cash flows.

We completed our annual goodwill impairment testing as of November 30, 2008, which resulted in a non-cash goodwill impairment charge of \$130.5 million. This charge related to our capital markets reporting unit and primarily pertained to goodwill created from the 1998 acquisition of our predecessor, Piper Jaffray Companies Inc., and its subsidiaries by U.S. Bancorp, which was retained by us when we spun-off from U.S. Bancorp on December 31, 2003. The factors used by us in estimating our capital markets reporting unit fair value included the following factors: our market capitalization, a discounted cash flow model, public market comparables and multiples of recent mergers and acquisitions. Our market capitalization was measured based on the average closing price for Piper Jaffray Companies common stock over the month of November 2008 and was adjusted to include an estimate for a control premium. Our discounted cash flow model was based on our five-year plan and included an estimated terminal value based upon historical transaction valuations. Public market industry peers were valued based on revenues and tangible common equity. Recent mergers and acquisitions were not a significant factor in the 2008 goodwill evaluation. The impairment charge resulted from deteriorating economic and market conditions in 2008, which led to reduced valuations in the factors discussed above.

Our annual goodwill impairment testing as of November 30, 2008, resulted in no impairment associated with our asset management reporting unit, principally comprised of FAMCO. In addition, we tested the definite-lived intangible assets acquired as part of the FAMCO acquisition and concluded there was no impairment.

Our 2009 goodwill impairment testing will be completed in the fourth quarter of 2009. Impairment charges, if any, resulting from this valuation analysis could materially adversely affect our results of operations.

## **STOCK-BASED COMPENSATION**

As part of our compensation to employees and directors, we use stock-based compensation, consisting of restricted stock and stock options. Prior to January 1, 2006, we elected to account for stock-based employee compensation on a prospective basis under the fair value method, as prescribed by Statement of Financial Accounting Standards No. 123, “Accounting and Disclosure of Stock-Based Compensation,” and as amended by Statement of Financial Accounting Standards No. 148, “Accounting for Stock-Based Compensation — Transition and Disclosure.” The fair value method required stock based compensation to be expensed in the consolidated statement of operations at their fair value, net of estimated forfeitures.

Effective January 1, 2006, the Company adopted the modified prospective transition method as defined by FASB Accounting Standards Codification Topic 718, "Compensation – Stock Compensation," ("ASC 718"). The modified prospective transition method requires all share-based payments to employees, including grants of employee stock options, to be recognized in the statements of operations at fair value over the service period of the award, net of estimated forfeitures.

Compensation paid to employees in the form of restricted stock or stock options is generally accrued or amortized on a straight-line basis over the required service period of the award and is included in our results of operations as compensation expense. The majority of these awards have a three-year cliff vesting schedule. The majority of our restricted stock and option grants provide for continued vesting after termination, so long as the employee does not violate certain post-termination restrictions as set forth in the award agreements or any agreements entered into upon termination. These post-termination restrictions do not meet the criteria for an in-substance service condition as defined by ASC 718. Accordingly, such restricted stock and option grants are expensed in the period in which those awards are deemed to be earned, which is generally the calendar year preceding our annual February equity grant. If any of these awards are cancelled, the lower of the fair value at grant date or the fair value at the date of cancellation is recorded within other income in the consolidated statements of operations.

In 2008, we granted performance-based restricted stock awards. These restricted shares are amortized on a straight-line basis over the period we expect the performance target to be met. The performance condition must be met for the awards to vest and total compensation cost will be recognized only if the performance condition is satisfied. The probability that the performance conditions will be achieved and that the awards will vest is reevaluated each reporting period with changes in actual or estimated compensation expense accounted for using a cumulative effect adjustment.

Stock-based compensation granted to our non-employee directors is in the form of unrestricted common shares of Piper Jaffray Companies stock. Stock-based compensation paid to directors is immediately expensed and is included in our results of operations as outside services expense as of the date of grant.

In determining the estimated fair value of stock options, we use the Black-Scholes option-pricing model. This model requires management to exercise judgment with respect to certain assumptions, including the expected dividend yield, the expected volatility, and the expected life of the options. The expected dividend yield assumption is derived from the assumed dividend payout over the expected life of the option. The expected volatility assumption for grants subsequent to December 31, 2006 is derived from a combination of our historical data and industry comparisons, as we have limited information on which to base our volatility estimates because we have only been a public company since the beginning of 2004. The expected volatility assumption for grants prior to December 31, 2006 were based solely on industry comparisons. The expected life of options assumption is derived from the average of the following two factors: industry comparisons and the guidance provided by the SEC in Staff Accounting Bulletin No. 110 ("SAB 110"). SAB 110 allows the use of an "acceptable" methodology under which we can take the midpoint of the vesting date and the full contractual term. We believe our approach for calculating an expected life to be an appropriate method in light of the limited historical data regarding employee exercise behavior or employee post-termination behavior. Additional information regarding assumptions used in the Black-Scholes pricing model can be found in Note 17 to our unaudited consolidated financial statements.

## CONTINGENCIES

We are involved in various pending and potential legal proceedings related to our business, including litigation, arbitration and regulatory proceedings. Some of these matters involve claims for substantial amounts, including claims for punitive and other special damages. We have, after consultation with outside legal counsel and consideration of facts currently known by management, recorded estimated losses in accordance with FASB Accounting Standards Codification Topic 450, "Contingencies," to the extent that claims are probable of loss and the amount of the loss can be reasonably estimated. The determination of these reserve amounts requires significant judgment on the part of management. In making these determinations, we consider many factors, including, but not limited to, the loss and damages sought by the plaintiff or claimant, the basis and validity of the claim, the likelihood of a successful defense against the claim, and the potential for, and magnitude of, damages or settlements from such pending and potential litigation and arbitration proceedings, and fines and penalties or orders from regulatory agencies.

As part of the asset purchase agreement for the sale of our PCS branch network to UBS that closed in August 2006, we retained liabilities arising from regulatory matters and certain PCS litigation arising prior to the sale. Adjustments to litigation reserves for matters pertaining to the PCS business are included within discontinued operations on the consolidated statements of operations.

Given the uncertainties regarding timing, size, volume and outcome of pending and potential legal proceedings and other factors, the amounts of reserves are difficult to determine and of necessity subject to future revision. Subject to the foregoing, we believe, based on our current knowledge, after appropriate consultation with outside legal counsel and after taking into account our established reserves, that pending litigation, arbitration and regulatory proceedings will be resolved with no material adverse effect on our financial condition. However, if, during any period, a potential adverse contingency should become probable or resolved for an amount in excess of the established reserves and indemnification available to us, the results of operations in that period could be materially adversely affected.



## INCOME TAXES

We file a consolidated U.S. federal income tax return, which includes all of our qualifying subsidiaries. We also are subject to income tax in various states and municipalities and those foreign jurisdictions in which we operate. Amounts provided for income taxes are based on income reported for financial statement purposes and do not necessarily represent amounts currently payable. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and for tax loss carry-forwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Deferred income taxes are provided for temporary differences in reporting certain items, principally, amortization of share-based compensation. The realization of deferred tax assets is assessed and a valuation allowance is recorded to the extent that it is more likely than not that any portion of the deferred tax asset will not be realized. We believe that our future taxable profits will be sufficient to recognize our U.S. deferred tax assets. If however, our projections of future taxable profits do not materialize, we may conclude that a valuation allowance is needed.

We record deferred tax benefits for future tax deductions expected upon the vesting of share-based compensation. If deductions reported on our tax return for share-based compensation (i.e., the value of the share-based compensation at the time of vesting) exceed the cumulative cost of those instruments recognized for financial reporting (i.e., the grant date fair value of the compensation computed in accordance with ASC 718), we record the excess tax benefit as additional paid-in capital. Conversely, if deductions reported on our tax return for share-based compensation are less than the cumulative cost of those instruments recognized for financial reporting, we offset the deficiency first to any previously recognized excess tax benefits recorded as additional paid-in capital and any remaining deficiency is recorded as income tax expense. As of September 30, 2009, we do not have any available excess tax benefits within additional paid-in capital. Based on our share price as of September 30, 2009, we estimate that the value of approximately 500,000 shares vesting in the first quarter of 2010 will be less than the grant date fair value resulting in \$4.4 million in income tax expense in the first quarter of 2010. The amount of any additional income tax expense is directly correlated to Piper Jaffray Companies share price at the date of vesting.

We establish reserves for uncertain income tax positions in accordance with FASB Accounting Standards Codification Topic 740, "Income Taxes" when, it is not more likely than not that a certain position or component of a position will be ultimately upheld by the relevant taxing authorities. Significant judgment is required in evaluating uncertain tax positions. Our tax provision and related accruals include the impact of estimates for uncertain tax positions and changes to the reserves that are considered appropriate. To the extent the probable tax outcome of these matters changes, such change in estimate will impact the income tax provision in the period of change.

## Liquidity, Funding and Capital Resources

Liquidity is of critical importance to us given the nature of our business. Insufficient liquidity resulting from adverse circumstances contributes to, and may be the cause of, financial institution failure. Accordingly, we regularly monitor our liquidity position, including our cash and net capital positions, and we have implemented a liquidity strategy designed to enable our business to continue to operate even under adverse circumstances, although there can be no assurance that our strategy will be successful under all circumstances.

The majority of our tangible assets consist of assets readily convertible into cash. Financial instruments and other inventory positions owned are stated at fair value and are generally readily marketable in most market conditions. Receivables and payables with customers and brokers and dealers usually settle within a few days. As part of our liquidity strategy, we emphasize diversification of funding sources to the extent possible and maximize our lower-cost financing alternatives. Our assets are financed by our cash flows from operations, equity capital, proceeds from securities sold under agreements to repurchase and bank lines of credit. The fluctuations in cash flows from operating and financing activities are directly related to daily operating activities from our various businesses.

Certain market conditions can impact the liquidity of our inventory positions requiring us to hold larger inventory positions for longer than expected or requiring us to take other actions that may adversely impact our results.

## [Table of Contents](#)

A significant component of our employees' compensation is paid in an annual discretionary bonus. The timing of these bonus payments, which generally are paid in February, has a significant impact on our cash position and liquidity when paid.

We currently do not pay cash dividends on our common stock.

On April 16, 2008, we announced that our board of directors had authorized the repurchase of up to \$100 million in shares of our common stock, which expires on June 30, 2010. In the third quarter of 2009, we repurchased \$8 million, or 175,273 shares, of our common stock. As a result of this repurchase and prior repurchases, \$77 million of our authorization remains as of September 30, 2009.

## **FUNDING SOURCES**

Short-term funding is obtained primarily through the use of repurchase agreements and bank loans and are typically collateralized by the firm's securities inventory. Short-term funding is generally obtained at rates based upon the federal funds rate and/or the London Interbank Offer Rate. We have available both committed and uncommitted short-term financing with a diverse group of banks.

**Uncommitted Lines** - We use uncommitted lines in the ordinary course of business to fund a portion of our daily operations, and the amount borrowed under our uncommitted lines varies daily based on our funding needs. Our uncommitted secured lines total \$285 million with four banks and are dependent on having appropriate collateral, as determined by the bank agreement, to secure an advance under the line. Collateral limitations could reduce the amount of funding available under these secured lines. We also have a \$100 million uncommitted unsecured facility with one of these banks. These uncommitted lines are discretionary and are not a commitment by the bank to provide an advance under the line. These lines are subject to approval by the respective bank each time an advance is requested and advances may be denied. We manage our relationships with the banks that provide these uncommitted facilities in order to have appropriate levels of funding for our business.

**Committed Lines** - Our committed line is a \$250 million revolving secured credit facility, which was renewed in September 2009. We use this credit facility in the ordinary course of business to fund a portion of our daily operations, and the amount borrowed under the facility varies daily based on our funding needs. Advances under this facility are secured by certain marketable securities. The facility includes a covenant that requires our U.S. broker dealer subsidiary to maintain a minimum net capital of \$150 million, and the unpaid principal amount of all advances under the facility will be due on September 30, 2010. On September 30, 2009, we had no advances against this line.

To finance customer and trade-related receivables we utilized an average of \$21 million in short-term bank loans during the third quarter of 2009. This compares to an average of \$62 million in short-term bank loans during the third quarter of 2008. Average net repurchase agreements (excluding repurchase agreements used to facilitate economic hedges) of \$30 million and \$98 million during the third quarter of 2009 and 2008, respectively, were primarily used to finance inventory. The decrease in average financing agreements in the third quarter of 2009 was primarily a result of lower inventory balances and increased cash flow. Growth in our securities inventory is generally financed through a combination of repurchase agreements and bank financing.

We currently do not have a credit rating, which may adversely affect our liquidity and increase our borrowing costs by limiting access to sources of liquidity that require a credit rating as a condition to providing funds.

## **CONTRACTUAL OBLIGATIONS**

Our contractual obligations have not materially changed from those reported in our Annual Report to Shareholders on Form 10-K for the year ended December 31, 2008.

## **CAPITAL REQUIREMENTS**

As a registered broker dealer and member firm of FINRA, our U.S. broker dealer subsidiary is subject to the uniform net capital rule of the SEC and the net capital rule of FINRA. We have elected to use the alternative method permitted by the uniform net capital rule, which requires that we maintain minimum net capital of the greater of \$1.0 million or 2 percent of aggregate debit balances arising from customer transactions, as this is defined in the rule. FINRA may prohibit a member firm from expanding its business or paying dividends if resulting net capital would be less than 5 percent of aggregate debit balances. Advances to affiliates, repayment of subordinated liabilities, dividend payments and other equity withdrawals are subject to certain notification and other provisions of the uniform net capital rule and the net capital rule of FINRA. We expect that these provisions will not impact our ability to meet current and future obligations. We also are subject to certain notification requirements related to withdrawals of excess net capital from our broker dealer subsidiary. At September 30, 2009, our net capital under the SEC's Uniform Net Capital Rule was \$306.3 million, and exceeded the minimum net capital required under the SEC rule by \$305.3 million.

## [Table of Contents](#)

Although we operate with a level of net capital substantially greater than the minimum thresholds established by FINRA and the SEC, a substantial reduction of our capital would curtail many of our revenue producing activities.

Piper Jaffray Ltd., our broker dealer subsidiary registered in the United Kingdom, is subject to the capital requirements of the U.K. Financial Services Authority. Each of our Piper Jaffray Asia entities licensed by the Hong Kong Securities and Futures Commission is subject to the liquid capital requirements of the Securities and Futures (Financial Resources) Rule promulgated under the Securities and Futures Ordinance.

## Off-Balance Sheet Arrangements

In the ordinary course of business we enter into various types of off-balance sheet arrangements. The following table summarizes our off-balance-sheet arrangements at September 30, 2009 and December 31, 2008:

Expiration Per Period at September 30, 2009 (Dollars in thousands)	2009	2010	2011- 2012	2013- 2014	Later	Total Contractual Amount	
						September 30, 2009	December 31, 2008
Customer matched-book derivative contracts (1)(2)	\$38,550	\$—	\$—	\$ 75,430	\$ 6,747,746	\$ 6,861,726	\$ 6,834,402
Trading securities derivative contracts (2)	—	—	—	—	264,500	264,500	114,500
Securitization transactions derivative contracts (2)	—	—	—	28,740	—	28,740	144,400
Loan commitment (3)	—	—	—	—	—	5,000	—
Private equity and other principal investments (4)	—	—	—	—	—	3,669	3,694

- (1) Consists of interest rate swaps. We have minimal market risk related to these matched-book derivative contracts; however, we do have counterparty risk with one major financial institution, which is mitigated by collateral deposits. In addition, we have a limited number of counterparties (contractual amount of \$271.6 million at September 30, 2009) who are not required to post collateral. Based on market movements, the uncollateralized amounts representing the fair value of the derivative contract can become material, exposing us to the credit risk of these counterparties. As of September 30, 2009, we had \$22.0 million of credit exposure with these counterparties, including \$12.0 million of credit exposure with one counterparty.
- (2) We believe the fair value of these derivative contracts is a more relevant measure of the obligations because we believe the notional or contract amount overstates the expected payout. At September 30, 2009 and December 31, 2008, the net fair value of these derivative contracts approximated \$30.8 million and \$21.8 million, respectively.
- (3) The loan commitment has no specified funding dates. The commitment expires March 2014.
- (4) The fund commitments have no specified call dates. The timing of capital calls is based on market conditions and investment opportunities.

## DERIVATIVES

Derivatives' notional contract amounts are not reflected as assets or liabilities on our consolidated statements of financial condition. Rather, the market, or fair value, of the derivative transactions are reported on the consolidated statements of financial condition as assets or liabilities in financial instruments and other inventory positions owned and financial instruments and other inventory positions sold, but not yet purchased, as applicable. Derivatives are presented on a net-by-counterparty basis when a legal right of offset exists and on a net-by-cross product basis when applicable provisions are stated in a master netting agreement.

We enter into derivative contracts in a principal capacity as a dealer to satisfy the financial needs of clients. We also use derivative products to hedge the interest rate and market value risks associated with our security positions. Our interest rate hedging strategies may not work in all market environments and as a result may not be effective in mitigating interest rate risk. For a complete discussion of our activities related to derivative products, see Note 5, "Financial Instruments and Other Inventory Positions Owned and Financial Instruments and Other Inventory Positions Sold, but Not Yet Purchased," in the notes to our unaudited consolidated financial statements.



## **SPECIAL PURPOSE ENTITIES**

We enter into arrangements with various special-purpose entities (“SPEs”). SPEs may be corporations, trusts or partnerships that are established for a limited purpose. There are two types of SPEs — qualified SPEs (“QSPEs”) and variable interest entities (“VIEs”). A QSPE generally can be described as an entity whose permitted activities are limited to passively holding financial assets and distributing cash flows to investors based on pre-set terms. SPEs that do not meet the QSPE criteria because their permitted activities are not limited sufficiently or control remains with one of the owners are referred to as VIEs. Under FASB Accounting Standards Codification Topic 810, “Consolidation,” we consolidate a VIE if we are the primary beneficiary of the entity. The primary beneficiary is the party that either (i) absorbs a majority of the VIEs expected losses; (ii) receives a majority of the VIEs expected residual returns; or (iii) both.

At September 30, 2009, we had one securitization transaction in which highly rated fixed rate municipal bonds were sold into an SPE trust, whereby control remained with us and we are the primary beneficiary of the VIE. Accordingly, we have recorded an asset for the underlying bonds of \$28.9 million (par value \$28.7 million). The trust was funded by the sale of variable rate certificates to institutional customers seeking variable rate tax-free investment products. These variable rate certificates reprice weekly. We have recorded a liability for the certificates sold by the trust for \$28.7 million as of September 30, 2009. We have contracted with a major third-party financial institution to act as the liquidity provider for this trust, and we have agreed to reimburse the liquidity provider for any losses associated with providing liquidity to the trust. See Note 7, “Securitizations,” in the notes to our unaudited consolidated financial statements for a complete discussion of our securitization activities.

In addition, we have investments in various entities, typically partnerships or limited liability companies, established for the purpose of investing in private or public equity securities and various partnership entities. We commit capital or act as the managing partner or member of these entities. Some of these entities are deemed to be VIEs. For a complete discussion of our activities related to these types of entities, see Note 8, “Variable Interest Entities,” to our unaudited consolidated financial statements.

## **LOAN COMMITMENTS**

We may commit to short-term bridge-loan financing for our clients or make commitments to underwrite corporate debt. We had one loan commitment outstanding at September 30, 2009 for \$5.0 million, which expires March 27, 2014. There were no advances against this line at September 30, 2009.

## **PRIVATE EQUITY AND OTHER PRINCIPAL INVESTMENTS**

We have committed capital to certain non-consolidated private-equity funds. We also may advance amounts to a non-consolidated entity that acts as the general partner of these private equity funds to account for timing differences between commitments made and investments received.

## **OTHER OFF-BALANCE SHEET EXPOSURE**

Our other types of off-balance-sheet arrangements include contractual commitments. For a discussion of our activities related to these off-balance sheet arrangements, see Note 16, “Contingencies, Commitments and Guarantees,” to our consolidated financial statements included in our Annual Report to Shareholders on Form 10-K for the year ended December 31, 2008.

## **Enterprise Risk Management**

Risk is an inherent part of our business. In the course of conducting business operations, we are exposed to a variety of risks. Market risk, liquidity risk, credit risk, operational risk, legal, regulatory and compliance risk, and reputational risk are the principal risks we face in operating our business. We seek to identify, assess and monitor each risk in accordance with defined policies and procedures. The extent to which we properly identify and effectively manage each of these risks is critical to our financial condition and profitability.

With respect to market risk and credit risk, the cornerstone of our risk management process is daily communication among traders, trading department management and senior management concerning our inventory positions and overall risk profile. Our risk management functions supplement this communication process by providing their independent perspectives on our market and credit risk profile on a daily basis. The broader goals of our risk management functions are to understand the risk profile of each trading area, to consolidate risk monitoring company-wide, to assist in implementing effective hedging strategies, to articulate large trading or position risks to senior management, and to ensure accurate fair value pricing.

In addition to supporting daily risk management processes on the trading desks, our risk management functions support our market and credit risk committee. This committee oversees risk management practices, including defining acceptable risk tolerances and approving risk management policies.

## MARKET RISK

Market risk represents the risk of financial volatility that may result from the change in value of a financial instrument due to fluctuations in its market price. Our exposure to market risk is directly related to our role as a financial intermediary for our clients, to our market-making activities and our proprietary activities. Market risks are inherent to both cash and derivative financial instruments. The scope of our market risk management policies and procedures includes all market-sensitive financial instruments.

Our different types of market risk include:

**Interest Rate Risk** — Interest rate risk represents the potential volatility from changes in market interest rates. We are exposed to interest rate risk arising from changes in the level and volatility of interest rates, changes in the shape of the yield curve, changes in credit spreads, and the rate of prepayments. Interest rate risk is managed through the use of appropriate hedging in U.S. government securities, agency securities, mortgage-backed securities, corporate debt securities, interest rate swaps, options, futures and forward contracts. We utilize interest rate swap contracts to hedge a portion of our fixed income inventory, to hedge residual cash flows from our tender option bond program, and to hedge rate lock agreements and forward bond purchase agreements we may enter into with our public finance customers. Our interest rate hedging strategies may not work in all market environments and as a result may not be effective in mitigating interest rate risk. These interest rate swap contracts are recorded at fair value with the changes in fair value recognized in earnings.

**Equity Price Risk** — Equity price risk represents the potential loss in value due to adverse changes in the level or volatility of equity prices. We are exposed to equity price risk through our trading activities in the U.S. and European markets on both listed and over-the-counter equity markets. We attempt to reduce the risk of loss inherent in our market-making and in our inventory of equity securities by establishing limits on the notional level of our inventory and by managing net position levels with those limits.

**Currency Risk** — Currency risk arises from the possibility that fluctuations in foreign exchange rates will impact the value of financial instruments. A portion of our business is conducted in currencies other than the U.S. dollar, and changes in foreign exchange rates relative to the U.S. dollar can therefore affect the value of non-U.S. dollar net assets, revenues and expenses. A change in the foreign currency rates could create either a foreign currency transaction gain/loss (recorded in our consolidated statements of operations) or a foreign currency translation adjustment to the shareholders' equity section of our consolidated statements of financial condition.

## VALUE-AT-RISK

Value-at-Risk ("VaR") is the potential loss in value of our trading positions due to adverse market movements over a defined time horizon with a specified confidence level. We perform a daily VaR analysis on substantially all of our trading positions, including fixed income, equities, convertible bonds, exchange traded options, and all associated economic hedges. These positions encompass both customer-related activities and proprietary investments. We use a VaR model because it provides a common metric for assessing market risk across business lines and products. Changes in VaR between reporting periods are generally due to changes in levels of risk exposure, volatilities and/or correlations among asset classes and individual securities.

We use a Monte Carlo simulation methodology for VaR calculations. We believe this methodology provides VaR results that properly reflect the risk profile of all our instruments, including those that contain optionality and accurately models correlation movements among all of our asset classes. In addition, it provides improved tail results as there are no assumptions of distribution, and can add additional insight for scenario shock analysis.

Model-based VaR derived from simulation has inherent limitations including: reliance on historical data to predict future market risk; VaR calculated using a one-day time horizon does not fully capture the market risk of positions that cannot be liquidated or offset with hedges within one day; and published VaR results reflect past trading positions while future risk depends on future positions.

## [Table of Contents](#)

The modeling of the market risk characteristics of our trading positions involves a number of assumptions and approximations. While we believe that these assumptions and approximations are reasonable, different assumptions and approximations could produce materially different VaR estimates.

The following table quantifies the model-based VaR simulated for each component of market risk for the periods presented computed using the past 250 days of historical data. When calculating VaR we use a 95 percent confidence level and a one-day time horizon. This means that, over time, there is a 1 in 20 chance that daily trading net revenues will fall below the expected daily trading net revenues by an amount at least as large as the reported VaR. Shortfalls on a single day can exceed reported VaR by significant amounts. Shortfalls can also accumulate over a longer time horizon, such as a number of consecutive trading days. Therefore, there can be no assurance that actual losses occurring on any given day arising from changes in market conditions will not exceed the VaR amounts shown below or that such losses will not occur more than once in a 20-day trading period.

<i>(Dollars in thousands)</i>	September 30, 2009	December 31, 2008
Interest Rate Risk	\$ 2,199	\$2,494
Equity Price Risk	201	334
Diversification Effect (1)	(269)	(416)
Total Value-at-Risk	\$ 2,131	\$2,412

(1) Equals the difference between total VaR and the sum of the VaRs for the two risk categories. This effect arises because the two market risk categories are not perfectly correlated.

We view average VaR over a period of time as more representative of trends in the business than VaR at any single point in time. The table below illustrates the daily high, low and average value-at-risk calculated for each component of market risk during the nine months ended September 30, 2009 and the year ended December 31, 2008.

### For the Nine Months Ended September 30, 2009

<i>(Dollars in thousands)</i>	High	Low	Average
Interest Rate Risk	\$ 2,268	\$ 554	\$ 1,337
Equity Price Risk	462	52	196
Diversification Effect (1)			(228)
Total Value-at-Risk	2,231	513	1,305

### For the Year Ended December 31, 2008

<i>(Dollars in thousands)</i>	High	Low	Average
Interest Rate Risk	\$ 4,357	\$ 554	\$ 1,956
Equity Price Risk	1,836	78	489
Diversification Effect (1)			(602)
Total Value-at-Risk	3,704	584	1,843

(1) Equals the difference between total VaR and the sum of the VaRs for the two risk categories. This effect arises because the two market risk categories are not perfectly correlated. Because high and low VaR numbers for these risk categories may have occurred on different days, high and low numbers for diversification benefit would not be meaningful.

Trading losses incurred on a single day exceeded our 95% one-day VaR on five occasions during the first nine months of 2009.

The aggregate VaR as of September 30, 2009 was slightly lower compared to levels reported as of December 31, 2008. Reductions in our tender option bond and high yield inventories were partially offset by increases in our fixed income trading inventories in response to increased market activity.

In addition to VaR, we also employ additional measures to monitor and manage market risk exposure including the following: net market position, duration exposure, option sensitivities, and inventory turnover. All metrics are aggregated by asset concentration and are used for monitoring limits and exception approvals.

## LIQUIDITY RISK

Market risk can be exacerbated in times of trading illiquidity when market participants refrain from transacting in normal quantities and/or at normal bid-offer spreads. Depending on the specific security, the structure of the financial product, and/or overall market conditions, we may be forced to hold onto a security for substantially longer than we had planned. Our inventory positions subject us to potential financial losses from the reduction in value of illiquid positions.

We are also exposed to liquidity risk in our day-to-day funding activities. We have a relatively low leverage ratio of 1.9 as of September 30, 2009 and net capital of \$306.3 million in our U.S. broker dealer as of September 30, 2009. We manage liquidity risk by diversifying our funding sources across products and among individual counterparties within those products. For example, our treasury department actively manages the use of repurchase agreements and secured and unsecured bank borrowings each day depending on pricing, availability of funding, available collateral and lending parameters from any one of these sources. We also added a committed bank line to our funding sources during 2008 to further manage liquidity risk, which we renewed in September 2009.

In addition to managing our capital and funding, the treasury department oversees the management of net interest income risk and the overall use of our capital, funding, and balance sheet.

We currently act as the remarketing agent for approximately \$6.8 billion of variable rate demand notes, all of which have a financial institution providing a liquidity guarantee. As remarketing agent for our clients' variable rate demand notes, we are the first source of liquidity for sellers of these instruments. At certain times, demand from buyers of variable rate demand notes is less than the supply generated by sellers of these instruments. In times of supply and demand imbalance we may (but are not obligated to) facilitate liquidity by purchasing variable rate demand notes from sellers for our own account. Our liquidity risk related to variable rate demand notes is ultimately mitigated by our ability to tender these securities back to the financial institution providing the liquidity guarantee.

## **CREDIT RISK**

Credit risk in our business arises from potential non-performance by counterparties, customers, borrowers or issuers of securities we hold in our trading inventory. The global credit crisis also has created increased credit risk, particularly counterparty risk, as the interconnectedness of the financial markets has caused market participants to be impacted by systemic pressure, or contagion, that results from the failure or expected failure of large market participants.

We have concentrated counterparty credit exposure with six non-publicly rated entities totaling \$22.0 million at September 30, 2009. This counterparty credit exposure is part of our matched-book derivative program, consisting primarily of interest rate swaps. One derivative counterparty represents 54.5 percent, or \$12.0 million, of this credit exposure. Credit exposure associated with our derivative counterparties is driven by uncollateralized market movements in the fair value of the interest rate swap contracts and is monitored regularly by our market and credit risk committee.

We are exposed to credit risk in our role as a trading counterparty to dealers and customers, as a holder of securities and as a member of exchanges and clearing organizations. Our client activities involve the execution, settlement and financing of various transactions. Client activities are transacted on a delivery versus payment, cash or margin basis. Our credit exposure to institutional client business is mitigated by the use of industry-standard delivery versus payment through depositories and clearing banks.

Credit exposure associated with our customer margin accounts in the U.S. and Hong Kong is monitored daily. Our risk management functions have created credit risk policies establishing appropriate credit limits and collateralization thresholds for our customers utilizing margin lending.

Credit exposure associated with our bridge-loan financings is monitored regularly by our market and credit risk committee. Bridge-loan financings that have been funded are recorded in other assets at amortized cost on the consolidated statement of financial condition. At September 30, 2009 we had two bridge-loan financings funded totaling \$16.2 million.

Our risk management functions review risk associated with institutional counterparties with whom we hold repurchase and resale agreement facilities, stock borrow or loan facilities, derivatives, TBAs and other documented institutional counterparty agreements that may give rise to credit exposure. Counterparty levels are established relative to the level of counterparty ratings and potential levels of activity.

We are subject to credit concentration risk if we hold large individual securities positions, execute large transactions with individual counterparties or groups of related counterparties, extend large loans to individual borrowers or make substantial underwriting commitments. Concentration risk can occur by industry, geographic area or type of client. Potential credit concentration risk is carefully monitored and is managed through the use of policies and limits.

We also are exposed to the risk of loss related to changes in the credit spreads of debt instruments. Credit spread risk arises from potential changes in an issuer's credit rating or the market's perception of the issuer's credit worthiness.

## **OPERATIONAL RISK**

Operational risk refers to the risk of direct or indirect loss resulting from inadequate or failed internal processes, personnel and systems or from external events. We rely on the ability of our employees, our internal systems and processes and systems at computer centers operated by third parties to process a large number of transactions. In the event of a breakdown or improper operation of our systems or processes or improper action by our employees or third-party vendors, we could suffer financial loss, regulatory sanctions and damage to our reputation. We have business continuity plans in place that we believe will cover critical processes on a company-wide basis, and redundancies are built into our systems as we have deemed appropriate. These control mechanisms attempt to ensure that operations policies and procedures are being followed and that our various businesses are operating within established corporate policies and limits.

## **LEGAL, REGULATORY AND COMPLIANCE RISK**

Legal, regulatory and compliance risk includes the risk of non-compliance with applicable legal and regulatory requirements and the risk that a counterparty's performance obligations will be unenforceable. We are subject to extensive regulation in the various jurisdictions in which we conduct our business. We have established procedures that are designed to ensure compliance with applicable statutory and regulatory requirements, including, but not limited to, those related to regulatory net capital requirements, sales and trading practices, use and safekeeping of customer funds and securities, credit extension, money-laundering, privacy and recordkeeping.

We have established internal policies relating to ethics and business conduct, and compliance with applicable legal and regulatory requirements, as well as training and other procedures designed to ensure that these policies are followed.

## **REPUTATION AND OTHER RISK**

We recognize that maintaining our reputation among clients, investors, regulators and the general public is critical. Maintaining our reputation depends on a large number of factors, including the conduct of our business activities and the types of clients and counterparties with whom we conduct business. We seek to maintain our reputation by conducting our business activities in accordance with high ethical standards and performing appropriate reviews of clients and counterparties.

## **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

The information under the caption "Enterprise Risk Management" in Item 2, "Management's Discussion and Analysis of Financial Condition and Results of Operations," in this Form 10-Q is incorporated herein by reference.

## **ITEM 4. CONTROLS AND PROCEDURES**

As of the end of the period covered by this report, we conducted an evaluation, under the supervision and with the participation of our principal executive officer and principal financial officer, of our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934). Based on this evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures are effective to ensure that information required to be disclosed by us in reports that we file or submit under the Exchange Act is (a) recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms and (b) accumulated and communicated to our management, including our principal executive officer and principal financial officer to allow timely decisions regarding disclosure. During the third quarter of our fiscal year ended December 31, 2009, there was no change in our system of internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934) that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

## PART II. OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS

The discussion of our business and operations should be read together with the legal proceedings contained in Part I, Item 3 “Legal Proceedings” in our Annual Report on Form 10-K for the fiscal year ended December 31, 2008, as updated by our Quarterly Report on Form 10-Q for the quarter ended June 30, 2009.

### ITEM 1A. RISK FACTORS

The discussion of our business and operations should be read together with the risk factors contained in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2008 filed with the SEC, as updated in our subsequent reports on Form 10-Q filed with the SEC. These risk factors describe various risks and uncertainties to which we are or may become subject. These risks and uncertainties have the potential to affect our business, financial condition, results of operations, cash flows, strategies or prospects in a material and adverse manner.

### ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The table below sets forth the information with respect to purchases made by or on behalf of Piper Jaffray Companies or any “affiliated purchaser” (as defined in Rule 10b-18(a)(3) under the Securities Exchange Act of 1934), of our common stock during the quarter ended September 30, 2009.

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Approximate Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs(1)
Month #1 (July 1, 2009 to July 31, 2009)	20,941 (2)	\$ 46.28	20,800	\$84 million
Month #2 (August 1, 2009 to August 31, 2009)	154,594 (3)	\$ 45.85	149,965	\$77 million
Month #3 (September 1, 2009 to September 30, 2009)	6,424 (4)	\$ 47.03	4,508	\$77 million
Total	<u>181,959</u>	\$ 45.94	<u>175,273</u>	\$77 million

(1) On April 16, 2008, we announced that our board of directors had authorized the repurchase of up to \$100 million of common stock through June 30, 2010.

(2) Consists of 20,800 shares of common stock repurchased on the open market pursuant to a 10b5-1 plan established with an independent agent at an average price per share of \$46.30, and 141 shares of common stock withheld from recipients of restricted stock to pay taxes upon the vesting of the restricted stock at an average price per share of \$43.89.

(3) Consists of 149,965 shares of common stock repurchased on the open market pursuant to a 10b5-1 plan established with an independent agent at an average price per share of \$45.82, and 4,629 shares of common stock withheld from recipients of restricted stock to pay taxes upon the vesting of the restricted stock at an average price per share of \$46.72.

(4) Consists of 4,508 shares of common stock repurchased on the open market pursuant to a 10b5-1 plan established with an independent agent at an average price per share of \$46.50, and 1,916 shares of common stock withheld from recipients of restricted stock to pay taxes upon the vesting of the restricted stock at an average price per share of \$48.27.

In addition, a third-party trustee makes open-market purchases of our common stock from time to time pursuant to the Piper Jaffray Companies Retirement Plan, under which participating employees may allocate assets to a company stock fund.

### ITEM 6. EXHIBITS

Exhibit Number	Description	Method of Filing
31.1	Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer.	Filed herewith
31.2	Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer.	Filed herewith
32.1	Certifications furnished pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.	Filed herewith



**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized on November 6, 2009.

PIPER JAFFRAY COMPANIES

By /s/ Andrew S. Duff  
Its Chairman and Chief Executive Officer

By /s/ Debra L. Schoneman  
Its Chief Financial Officer



**Exhibit Index**

<b>Exhibit Number</b>	<b>Description</b>	<b>Method of Filing</b>
31.1	Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer.	Filed herewith
31.2	Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer.	Filed herewith
32.1	Certifications furnished pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.	Filed herewith

## CERTIFICATIONS

I, Andrew S. Duff, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Piper Jaffray Companies;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 6, 2009

/s/ Andrew S. Duff  
Andrew S. Duff  
Chairman and Chief Executive Officer

## CERTIFICATIONS

I, Debra L. Schoneman, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Piper Jaffray Companies;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 6, 2009

/s/ Debra L. Schoneman  
Debra L. Schoneman  
Chief Financial Officer

**Certification Under Section 906 of the Sarbanes-Oxley Act of 2002**

Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, each of the undersigned certifies that this periodic report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that information contained in this periodic report fairly presents, in all material respects, the financial condition and results of operations of Piper Jaffray Companies.

Dated: November 6, 2009

/s/ Andrew S. Duff

Andrew S. Duff

Chairman and Chief Executive Officer

/s/ Debra L. Schoneman

Debra L. Schoneman

Chief Financial Officer

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