

Join the Entrepreneurial Team

Leading Innovator in Investment Banking



Imperial Capital[®]

Join the Entrepreneurial Team

Imperial Capital's exceptional people are why we are one of the leading innovators in investment banking. We cultivate an entrepreneurial, team-oriented environment that rewards creativity, team work, and integrity. Every employee is unique, with a fresh perspective and outlook. Employees have direct involvement with senior members of the firm – some of the brightest minds in the business. The collaborative effort of our various disciplines is key to one of our distinct competitive advantages: the seamless integration of our investment banking, institutional sales and trading, and institutional research operations. Since the founding of Imperial Capital over a decade ago, we have built one of the most innovative full-service investment banks. We are distinguished by our expertise across the capital structure, uniquely integrated service offering, deep industry knowledge, and sophisticated trading capabilities. We owe our success and significant growth to our unique culture and outstanding employees.

“Imperial Capital provides a unique opportunity for its employees to play a meaningful role in the firm's overall success.”

Jason Reese, Chairman & CEO, Imperial Capital



Our Firm

Imperial Capital, founded in 1997, is a full-service investment banking firm with offices in Los Angeles, New York, San Francisco, Minneapolis, Houston and Boston. The firm currently employs over 170 professionals and offers a wide range of sophisticated capital markets, financial advisory, institutional sales and trading, and institutional research services. We provide middle market companies and financial sponsors with capital markets, M&A, and capital structure and restructuring advisory services. We provide institutional clients research and sales and trading of high yield and distressed debt securities, bank debt, convertible bonds, preferred stocks, and equities.

Services

- ▶ Investment Banking
 - ▶ Capital Markets
 - ▶ Mergers & Acquisitions
 - ▶ Restructuring Advisory
 - ▶ Valuations, Fairness and Solvency Options
- ▶ Institutional Sales and Trading
 - ▶ Fixed Income
 - ▶ Convertibles and Busted Convertibles
 - ▶ Equities
 - ▶ Preferred Securities
- ▶ Institutional Research
 - ▶ Capital Structure Analysis
 - ▶ Desk Analysis
 - ▶ Industry Analysis

Industry Expertise

- ▶ Aerospace and Defense
- ▶ Airlines and Transportation
- ▶ Business Services
- ▶ Clean Energy
- ▶ Consumer
- ▶ Energy
- ▶ Financial Services
- ▶ Gaming and Leisure
- ▶ General Industrials
- ▶ Healthcare
- ▶ Homebuilding and Real Estate
- ▶ Media and Telecommunications
- ▶ Security and Homeland Security
- ▶ Technology

Conferences

- ▶ Global Opportunities Conference
- ▶ Security Investor Conference
- ▶ Consumer Summit



Leading Innovator in Investment Banking

Imperial Capital is a leading innovator in investment banking, with superior advisory services, capital markets insight, investment ideas, and trade execution. We provide a unique platform of services to our clients through several distinct competitive advantages:

- ▶ Seamless integration of our investment banking, institutional sales and trading, and institutional research operations
- ▶ Expertise across the corporate and capital structure
- ▶ Deep industry sector knowledge
- ▶ Sophisticated trading and clearing capabilities

Imperial Capital has three principal businesses: Investment Banking, Institutional Sales and Trading and Institutional Research.



We bring in-depth experience to leverage our institutional sales and trading capabilities. Our investment banking team is dedicated to advising on and implementing creative, value enhancing solutions for our corporate and institutional investor clients.

- ▶ Highly specialized talent and services
- ▶ Key services: Debt and Equity Capital Markets, M&A Advisory, and Restructuring Advisory
- ▶ Broad expertise with middle market companies
- ▶ Ability to leverage sales and trading expertise into investment banking opportunities

Capital Markets Overview

- ▶ Ability to raise funds across the capital structure
- ▶ Significant experience in volatile markets
- ▶ Transactions ranging from \$10 million to \$500 million
- ▶ Experts at monetizing illiquid assets such as trade claims

M&A Overview

- ▶ Expertise in strategic acquisitions of companies through the purchase of their debt
- ▶ Strong buy-side, sell-side, and distressed situations experience
- ▶ Ability to provide/arrange acquisition financing for buyers, even in tough markets
- ▶ Transactions ranging from \$25 million to \$1 billion
- ▶ Board advisory/Strategic alternatives

Restructuring Advisory Overview

- ▶ In-and-out-of-court advisory engagements
- ▶ Relationships with lenders, creditors, financial sponsors and insolvency experts
- ▶ Extensive capital markets distribution capabilities, including DIP and rescue financings
- ▶ Experts in valuation and contested situations
- ▶ Post reorganization securities coverage
- ▶ Expert witness testimony
- ▶ Integration of valuation and monetization of trade claims



Institutional Sales and Trading

Our sales and trading professionals meet the demand for a new, integrated trading model. We specialize in understanding and transacting in all components of an issuer's capital structure. Our exceptional sales force markets opportunistic and real-time trading opportunities based on our proprietary research. Our goal is superior execution for our institutional investor clients, particularly where we can capitalize on market inefficiencies and other unique opportunities identified by our research.

- ▶ Superior execution through sophisticated trading capabilities
- ▶ Over 1,200 institutional accounts
- ▶ \$16 billion in debt traded in 2008
- ▶ 575 million shares traded in 2008
- ▶ Expertise in:
 - ▶ Trading across the corporate capital structure
 - ▶ Corporate debt repurchase advisory services
 - ▶ Illiquid issues
 - ▶ Micro cap, small cap and orphaned equities

Institutional Research

Imperial Capital has three distinct research operations: industry analysis, capital structure analysis, and desk analysis. Our goal is to identify overlooked or misunderstood situations. Our extensive experience in understanding complex capital structures and special situations allows us to be a valuable source of published debt and equity research and analysis, which we deliver to our clients on a real-time basis. We also provide insight into industry trends through our quarterly industry monitors.

- ▶ Focus on inefficiently priced securities across all levels of the capital structure
- ▶ Timely identification of arbitrage situations
- ▶ Deep sector expertise in many industries
- ▶ Special situations coverage of bankruptcies and restructuring situations

How to Apply

For further information on Imperial Capital, or to apply for one of our professional positions, visit us at www.imperialcapital.com/careers.

Analyst/Associate Program

At Imperial Capital, you will have a unique opportunity to work on a broad range of transactions across the capital structure and within various industry sectors.

Full Time Positions:

- » Investment Banking Analyst
- » Investment Banking Associate
- » Research Associate
- » Sales and Trading Assistant

Summer Internships:

- » Investment Banking
- » Institutional Research
- » Institutional Sales and Trading

Growth and Flexibility: You will be offered the flexibility to explore different practice and service areas within the firm, helping to determine what interests you the most.

Training: We provide training for new hires through a combination of classroom instruction and project experience.

Benefits: Imperial Capital believes our employees are entitled to good health and personal well-being. We offer the following employee benefits for full-time employees:

- ▶ Medical, Dental & Vision Plans
- ▶ Short Term & Long Term Disability Programs
- ▶ Employee & Dependent Life Insurance
- ▶ Flexible Health & Dependent Care Spending Accounts
- ▶ Transit / Commuter Checks Program
- ▶ Employer Match 401(k) Retirement Benefit
- ▶ Employee Recognition Programs
- ▶ Paid Time Off including Vacation, Sick and Personal Time
- ▶ Employee Assistance & Wellness Programs

Qualifications

Imperial Capital recruits motivated, bright and creative individuals with the following attributes:

- ▶ Self starter
- ▶ High level of intellectual curiosity
- ▶ Strong analytical skills
- ▶ Solid financial acumen
- ▶ Strong communication skills
- ▶ Team oriented
- ▶ High level of integrity

Recruiting Process

We recruit at select universities across the nation for full-time positions and summer internships. On-campus recruiting for full-time positions typically occurs in September and October, with follow-up interviews at our offices. Recruiting for summer internships typically occurs in January and February.

How to Apply

For further information on Imperial Capital and to apply for one of our programs, visit us at www.imperialcapital.com/careers.

Imperial Capital Locations

Los Angeles

2000 Avenue of the Stars
9th Floor, South Tower
Los Angeles, CA 90067
Office: (310) 246-3700

New York

485 Lexington Avenue
28th Floor
New York, NY 10017
Office: (212) 351-9700

San Francisco

55 2nd Street
Suite 1950
San Francisco, CA 94105
Office: (415) 615-4000

Minneapolis

60 South Sixth Street
Suite 3720
Minneapolis, MN 55402
Office: (612) 692-6900

Houston

1600 Smith Street
Suite 4250
Houston, TX 77002
Office: (713) 655-5000

Boston

101 Arch Street
Suite 1762
Boston, MA 02110
Office: (617) 478-7600

