

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|----------------------------------|-------------------------|-------------------|--------------------------|-------------------------------|
| 12/17 | Business Development Corp. | Private Placement | Senior Debt | \$150,000 | Placement Agent |
| 12/17 | Kingstone Companies Inc. | Public Offering | Senior Debt | \$30,000 | Book Manager |
| 12/17 | Alliegance Bank | Private Placement | Subordinated Debt | \$40,000 | Co-Placement Agent |
| 12/17 | First Paragould Bankshares, Inc. | Private Placement | Subordinated Debt | \$35,000 | Placement Agent |
| 12/17 | Luther Burbank Corp. | Initial Public Offering | Common Stock | \$150,204 | Book Manager |
| 12/17 | Webster Financial Corp. | Public Offering | Preferred Stock | \$150,000 | Co-Manager |
| 12/17 | Peapack-Gladstone Financial | Public Offering | Subordinated Debt | \$35,000 | Book Manager |
| 11/17 | Independent Bk Group Inc. | Public Offering | Common Stock | \$150,301 | Co-Manager |
| 11/17 | Narragansett Financial Corp. | Private Placement | Subordinated Debt | \$35,000 | Placement Agent |
| 11/17 | Sterling Bancorp Inc. | Initial Public Offering | Common Stock | \$207,000 | Book Manager |
| 11/17 | Financial Institutions Inc. | Public Offering | Common Stock | \$9,015 | Selling Agent |
| 11/17 | MB Financial Inc. | Public Offering | Preferred Stock | \$200,000 | Book Manager |
| 11/17 | MB Financial Bank NA | Public Offering | Subordinated Debt | \$175,000 | Book Manager |
| 11/17 | Cadence Bancorp. | Public Offering | Common Stock | \$240,350 | Co-Manager |
| 11/17 | CBTX Inc. | Initial Public Offering | Common Stock | \$71,760 | Co-Manager |
| 11/17 | Meridian Bank | Initial Public Offering | Common Stock | \$46,000 | Book Manager |
| 10/17 | Preferred Bank | Public Offering | Common Stock | \$32,800 | Selling Agent |
| 10/17 | Merchants Bancorp | Initial Public Offering | Common Stock | \$115,000 | Book Manager |
| 10/17 | Synovus Financial Corp. | Public Offering | Senior Debt | \$300,000 | Co-Manager |
| 10/17 | First Community Holdings | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 10/17 | Sotherly Hotels Inc. | Public Offering | Preferred Stock | \$32,500 | Book Manager |
| 9/17 | First Mid-Illinois Bancshares | Public Offering | Common Stock | \$3,342 | Selling Agent |
| 9/17 | Terreno Realty Corp. | Public Offering | Common Stock | \$79,082 | Selling Agent |
| 9/17 | Ion Financial MHC | Private Placement | Subordinated Debt | \$15,000 | Placement Agent |
| 9/17 | Northpointe Bancshares, Inc. | Private Placement | Subordinated Debt | \$8,800 | Placement Agent |
| 9/17 | FSB Financial Services, Inc. | Private Placement | Subordinated Debt | \$10,000 | Placement Agent |
| 9/17 | NexBank Capital, Inc. | Private Placement | Subordinated Debt | \$54,000 | Placement Agent |
| 9/17 | Financial Institutions Inc. | Public Offering | Common Stock | \$13,500 | Selling Agent |
| 8/17 | Ellington Financial LLC | Private Placement | Senior Debt | \$86,000 | Book Manager |
| 8/17 | Sterling Bancorp, Inc. | Private Placement | Subordinated Debt | \$15,000 | Placement Agent |
| 8/17 | Live Oak Bancshares Inc. | Public Offering | Common Stock | \$119,025 | Co-Manager |
| 8/17 | Regions Financial Corp. | Public Offering | Senior Debt | \$1,000,000 | Co-Manager |
| 7/17 | Bank of Princeton | Public Offering | Common Stock | \$55,200 | Book Manager |
| 7/17 | Assabet Valley Bancorp | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 7/17 | CoastalSouth Bancshares Inc. | Private Placement | Preferred Stock | \$61,900 | Placement Agent |
| 7/17 | Triumph Bancorp Inc. | Public Offering | Common Stock | \$69,575 | Co-Manager |
| 7/17 | RBB Bancorp | Initial Public Offering | Common Stock | \$86,250 | Book Manager |
| 7/17 | Annaly Capital Mgmt Inc. | Public Offering | Preferred Stock | \$720,000 | Co-Manager |
| 7/17 | Community Healthcare Trust Inc | Public Offering | Common Stock | \$114,612 | Book Manager |
| 7/17 | Annaly Capital Mgmt Inc. | Public Offering | Common Stock | \$804,540 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|------|-----------------------------------|-------------------------|-------------------|--------------------------|-------------------------------|
| 7/17 | Avidbank Holdings Inc. | Private Placement | Common Stock | \$20,000 | Placement Agent |
| 7/17 | TowneBank | Public Offering | Subordinated Debt | \$250,000 | Book Manager |
| 7/17 | Bridgewater Bancshares, Inc. | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 7/17 | John Marshall Bancorp Inc. | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 6/17 | Financial Institutions Inc. | Public Offering | Common Stock | \$17,485 | Selling Agent |
| 6/17 | First Foundation Inc. | Public Offering | Common Stock | \$10,715 | Selling Agent |
| 6/17 | Byline Bancorp Inc. | Initial Public Offering | Common Stock | \$124,545 | Co-Manager |
| 6/17 | Landmark Bancshares, Inc. | Private Placement | Subordinated Debt | \$13,000 | Placement Agent |
| 6/17 | Customers Bancorp Inc | Public Offering | Senior Debt | \$100,000 | Book Manager |
| 6/17 | Radius Bancorp, Inc. | Private Placement | Subordinated Debt | \$15,300 | Placement Agent |
| 6/17 | Esquire Financial Holdings Inc | Initial Public Offering | Common Stock | \$38,058 | Book Manager |
| 6/17 | SAR Holdings, Inc. | Private Placement | Senior Debt | \$10,000 | Placement Agent |
| 6/17 | Sussex Bancorp | Public Offering | Common Stock | \$30,000 | Co-Manager |
| 6/17 | ReadyCap Holdings, LLC | Private Placement | Senior Debt | \$65,000 | Book Manager |
| 6/17 | Kemper Corp. | Public Offering | Senior Debt | \$200,000 | Co-Manager |
| 6/17 | MidSouth Bancorp Inc. | Public Offering | Common Stock | \$61,200 | Book Manager |
| 6/17 | Dime Community Bancshares Inc. | Public Offering | Subordinated Debt | \$115,000 | Book Manager |
| 6/17 | Athene Holding Ltd. | Public Offering | Common Stock | \$912,870 | Book Manager |
| 6/17 | Astoria Financial Corp. | Public Offering | Senior Debt | \$200,000 | Book Manager |
| 5/17 | FB Financial Corp. | Private Placement | Common Stock | \$158,621 | Placement Agent |
| 5/17 | Springleaf Finance Corp. | Public Offering | Senior Debt | \$500,000 | Co-Manager |
| 5/17 | First Resource Bk | Private Placement | Common Stock | \$4,105 | Placement Agent |
| 5/17 | First Bank | Public Offering | Common Stock | \$40,000 | Book Manager |
| 5/17 | Heritage Commerce Corp | Public Offering | Subordinated Debt | \$40,000 | Book Manager |
| 5/17 | TS Contarian Bancshares, Inc. | Private Placement | Subordinated Debt | \$13,500 | Placement Agent |
| 5/17 | Berkshire Hills Bancorp Inc. | Public Offering | Common Stock | \$160,000 | Book Manager |
| 5/17 | First Busey Corp. | Public Offering | Subordinated Debt | \$60,000 | Book Manager |
| 5/17 | First Busey Corp. | Public Offering | Senior Debt | \$40,000 | Book Manager |
| 5/17 | First National Bancshares, Inc. | Private Placement | Subordinated Debt | \$5,000 | Placement Agent |
| 5/17 | Springleaf Finance Corp. | Public Offering | Senior Debt | \$500,000 | Co-Manager |
| 5/17 | Guaranty Bancshares Inc. | Public Offering | Common Stock | \$62,100 | Book Manager |
| 5/17 | Quontic Bank Holdings Corporation | Private Placement | Subordinated Debt | \$5,000 | Placement Agent |
| 4/17 | Brookline Bancorp Inc. | Public Offering | Common Stock | \$86,293 | Co-Manager |
| 4/17 | Southern First Bancshares Inc | Public Offering | Common Stock | \$26,364 | Book Manager |
| 4/17 | Elmira Savings Bank | Private Placement | Common Stock | \$9,460 | Placement Agent |
| 4/17 | Atlas Financial Holdings Inc. | Public Offering | Senior Debt | \$25,000 | Book Manager |
| 4/17 | PCSB Financial Corp. | Public Offering | Common Stock | \$178,264 | Book Manager |
| 4/17 | Private Bancorp of America Inc | Private Placement | Common Stock | \$17,000 | Placement Agent |
| 4/17 | Cadence Bancorp. | Initial Public Offering | Common Stock | \$172,500 | Book Manager |
| 4/17 | Stewardship Financial Corp. | Public Offering | Common Stock | \$20,700 | Book Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|--------------------------------|-------------------|-------------------|--------------------------|-------------------------------|
| 3/17 | Home BancShares Inc. | Public Offering | Subordinated Debt | \$300,000 | Book Manager |
| 3/17 | Athene Holding Ltd. | Public Offering | Common Stock | \$1,533,813 | Book Manager |
| 3/17 | Investar Holding Corp. | Public Offering | Subordinated Debt | \$18,600 | Book Manager |
| 3/17 | Investar Holding Corp. | Public Offering | Common Stock | \$34,500 | Book Manager |
| 3/17 | Hanmi Financial Corp. | Public Offering | Subordinated Debt | \$100,000 | Book Manager |
| 3/17 | USAmeriBancorp, Inc. | Private Placement | Subordinated Debt | \$15,000 | Placement Agent |
| 3/17 | New York Community Bancorp | Public Offering | Preferred Stock | \$515,000 | Book Manager |
| 3/17 | Cullen/Frost Bankers Inc. | Public Offering | Subordinated Debt | \$100,000 | Co-Manager |
| 3/17 | Metropolitan Bank Holding Corp | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 3/17 | Ameris Bancorp | Public Offering | Subordinated Debt | \$75,000 | Co-Manager |
| 3/17 | Huntington National Bank | Public Offering | Senior Debt | \$700,000 | Co-Manager |
| 3/17 | Huntington National Bank | Public Offering | Senior Debt | \$300,000 | Co-Manager |
| 3/17 | IBERIABANK Corp. | Public Offering | Common Stock | \$506,300 | Non-book Lead Manager |
| 2/17 | Capital Funding Bancorp, Inc. | Private Placement | Subordinated Debt | \$35,000 | Placement Agent |
| 2/17 | Civista Bancshares Inc. | Public Offering | Common Stock | \$35,018 | Book Manager |
| 2/17 | Opus Bank | Private Placement | Common Stock | \$53,000 | Placement Agent |
| 2/17 | Seacoast Banking Corp. of FL | Public Offering | Common Stock | \$198,303 | Book Manager |
| 2/17 | NexBank Capital, Inc. | Private Placement | Senior Debt | \$80,000 | Placement Agent |
| 2/17 | Northpointe Bancshares, Inc. | Private Placement | Subordinated Debt | \$8,500 | Placement Agent |
| 2/17 | ReadyCap Holdings, LLC | Private Placement | Senior Debt | \$75,000 | Book Manager |
| 2/17 | Houlihan Lokey Inc. | Public Offering | Common Stock | \$269,100 | Co-Manager |
| 2/17 | Malvern Bancorp Inc | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 1/17 | Virtus Investment Ptnrs Inc. | Public Offering | Common Stock | \$115,115 | Co-Manager |
| 1/17 | Kingstone Companies Inc. | Public Offering | Common Stock | \$40,710 | Book Manager |
| 1/17 | Evans Bancorp Inc. | Public Offering | Common Stock | \$15,400 | Book Manager |
| 1/17 | HV Bancorp Inc. | Public Offering | Common Stock | \$21,821 | Selling Agent |
| 1/17 | Jeff Davis Bancshares Inc. | Private Placement | Subordinated Debt | \$17,500 | Placement Agent |
| 12/16 | Veritex Holdings Inc. | Public Offering | Common Stock | \$100,000 | Co-Manager |
| 12/16 | Congressional Bancshares Inc. | Private Placement | Subordinated Debt | \$24,000 | Placement Agent |
| 12/16 | Renasant Corp. | Public Offering | Common Stock | \$78,900 | Book Manager |
| 12/16 | Green Bancorp Inc. | Private Placement | Subordinated Debt | \$35,000 | Book Manager |
| 12/16 | Athene Holding Ltd. | Public Offering | Common Stock | \$1,242,000 | Co-Manager |
| 12/16 | Flushing Financial Corp. | Public Offering | Subordinated Debt | \$75,000 | Book Manager |
| 12/16 | IBERIABANK Corp. | Public Offering | Common Stock | \$292,900 | Co-Manager |
| 11/16 | First BanCorp. | Public Offering | Common Stock | \$115,900 | Book Manager |
| 11/16 | Union Bkshs Corp | Public Offering | Subordinated Debt | \$150,000 | Book Manager |
| 11/16 | Bridge Bancorp Inc. | Public Offering | Common Stock | \$50,000 | Book Manager |
| 11/16 | THL Credit Inc. | Public Offering | Senior Debt | \$25,000 | Non-book Lead Manager |
| 10/16 | Marquis Bancorp Inc. | Private Placement | Subordinated Debt | \$10,000 | Placement Agent |
| 10/16 | Enterprise Financial Services | Public Offering | Subordinated Debt | \$50,000 | Book Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|--------------------------------|-------------------|-------------------|--------------------------|-------------------------------|
| 10/16 | Carolina Trust BancShares Inc. | Private Placement | Subordinated Debt | \$10,000 | Placement Agent |
| 10/16 | Ashford Hospitality Trust | Public Offering | Preferred Stock | \$155,000 | Co-Manager |
| 10/16 | Ottawa Bancorp Inc. | Public Offering | Common Stock | \$23,800 | Selling Agent |
| 9/16 | Preferred Bank | Private Placement | Subordinated Debt | \$27,500 | Placement Agent |
| 9/16 | Triumph Bancorp Inc. | Public Offering | Subordinated Debt | \$50,000 | Book Manager |
| 9/16 | Lakeland Bancorp | Public Offering | Subordinated Debt | \$75,000 | Co-Manager |
| 9/16 | First Internet Bancorp | Public Offering | Subordinated Debt | \$25,000 | Book Manager |
| 9/16 | First Midwest Bancorp Inc. | Public Offering | Subordinated Debt | \$150,000 | Book Manager |
| 9/16 | CapStar Financial Hlgs Inc. | Public Offering | Common Stock | \$44,600 | Book Manager |
| 9/16 | Virtu Financial Inc. | Public Offering | Common Stock | \$17,400 | Book Manager |
| 9/16 | OceanFirst Financial Corp. | Public Offering | Subordinated Debt | \$35,000 | Book Manager |
| 9/16 | FB Financial Corp | Public Offering | Common Stock | \$128,500 | Co-Manager |
| 9/16 | LegacyTexas Finl Group Inc | Public Offering | Subordinated Debt | \$50,000 | Book Manager |
| 9/16 | Southside Bancshares Inc. | Public Offering | Subordinated Debt | \$100,000 | Book Manager |
| 9/16 | Associated Banc-Corp | Public Offering | Preferred Stock | \$100,000 | Co-Manager |
| 8/16 | Renasant Corp. | Public Offering | Subordinated Debt | \$40,000 | Book Manager |
| 8/16 | Renasant Corp. | Public Offering | Subordinated Debt | \$60,000 | Book Manager |
| 8/16 | Sotherly Hotels Inc. | Public Offering | Preferred Stock | \$40,300 | Book Manager |
| 8/16 | Old Line Bancshares Inc | Private Placement | Subordinated Debt | \$35,000 | Book Manager |
| 8/16 | Meta Financial Group Inc. | Public Offering | Subordinated Debt | \$75,000 | Book Manager |
| 8/16 | Great Southern Bancorp Inc. | Public Offering | Subordinated Debt | \$75,000 | Book Manager |
| 8/16 | Huntington Bancshares Inc. | Public Offering | Senior Debt | \$1,000,000 | Co-Manager |
| 8/16 | Metropolitan BancGroup Inc. | Private Placement | Subordinated Debt | \$15,000 | Placement Agent |
| 8/16 | Independent Bk Group Inc. | Public Offering | Common Stock | \$8,300 | Book Manager |
| 7/16 | Narragansett Financial Corp. | Private Placement | Subordinated Debt | \$19,750 | Placement Agent |
| 7/16 | BNC Bancorp | Public Offering | Common Stock | \$63,300 | Non-book Lead Manager |
| 7/16 | Eagle Bancorp Inc | Public Offering | Subordinated Debt | \$150,000 | Book Manager |
| 7/16 | FSB Bancorp Inc. | Public Offering | Common Stock | \$10,300 | Agent |
| 7/16 | Preferred Bank | Private Placement | Subordinated Debt | \$10,000 | Placement Agent |
| 6/16 | First Bank | Private Placement | Common Stock | \$13,700 | Placement Agent |
| 6/16 | First Internet Bancorp | Public Offering | Common Stock | \$1,300 | Book Manager |
| 6/16 | HarborOne Bancorp Inc (MHC) | Public Offering | Common Stock | \$144,500 | Marketing Agent |
| 6/16 | Northeast Bancorp | Private Placement | Subordinated Debt | \$15,100 | Placement Agent |
| 6/16 | Flagstar Bancorp Inc. | Private Placement | Senior Debt | \$250,000 | Book Manager |
| 6/16 | Lincoln Park Bancorp (MHC) | Private Placement | Subordinated Debt | \$5,000 | Placement Agent |
| 6/16 | Opus Bank | Public Offering | Subordinated Debt | \$135,000 | Book Manager |
| 6/16 | Independent Bk Group Inc. | Public Offering | Subordinated Debt | \$45,000 | Book Manager |
| 6/16 | Pacific Continental Corp. | Public Offering | Subordinated Debt | \$35,000 | Book Manager |
| 6/16 | FVCBancorp Inc. | Private Placement | Subordinated Debt | \$25,000 | Placement Agent |
| 6/16 | Bank of the Ozarks Inc. | Public Offering | Subordinated Debt | \$225,000 | Book Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|--------------------------------|-------------------------|-------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 6/16 | Paragon Commercial Corp. | Public Offering | Common Stock | \$28,800 | Co-Manager |
| 6/16 | Preferred Bank | Private Placement | Subordinated Debt | \$62,500 | Placement Agent |
| 6/16 | Peapack-Gladstone Financial | Public Offering | Subordinated Debt | \$50,000 | Book Manager |
| 6/16 | WSFS Financial Corp. | Public Offering | Senior Debt | \$100,000 | Book Manager |
| 5/16 | BGC Partners Inc. | Private Placement | Senior Debt | \$300,000 | Co-Manager |
| 5/16 | First Internet Bancorp | Public Offering | Common Stock | \$21,500 | Book Manager |
| 5/16 | Midland States Bancorp Inc. | Public Offering | Common Stock | \$92,100 | Book Manager |
| 5/16 | First Internet Bancorp | Public Offering | Common Stock | \$3,200 | Selling Agent |
| 5/16 | W. R. Berkley Corp. | Public Offering | Subordinated Debt | \$290,000 | Co-Manager |
| 5/16 | HomeStreet Inc. | Private Placement | Senior Debt | \$65,000 | Book Manager |
| 5/16 | First of Long Island Corp. | Public Offering | Common Stock | \$37,700 | Book Manager |
| 4/16 | Hercules Capital Inc. | Public Offering | Senior Debt | \$72,900 | Non-book Lead Manager |
| 4/16 | Kingstone Companies Inc. | Private Placement | Common Stock | \$5,000 | Agent |
| 4/16 | Bats Global Markets Inc. | Public Offering | Common Stock | \$290,600 | Co-Manager |
| 4/16 | Medallion Financial Corp. | Public Offering | Senior Debt | \$33,600 | Book Manager |
| 4/16 | Spirit Realty Capital Inc. | Public Offering | Common Stock | \$384,700 | Co-Manager |
| 4/16 | Community Healthcare Trust Inc | Public Offering | Common Stock | \$91,900 | Book Manager |
| 3/16 | USAmeriBancorp Inc. | Private Placement | Subordinated Debt | \$45,000 | Placement Agent |
| 3/16 | Banc of California Inc. | Public Offering | Common Stock | \$80,900 | Book Manager |
| 2/16 | American International Group | Public Offering | Senior Debt | \$1,500,000 | Co-Manager |
| 2/16 | Banc of California Inc. | Public Offering | Preferred Stock | \$125,000 | Co-Manager |
| 2/16 | American Campus Communities | Public Offering | Common Stock | \$740,000 | Co-Manager |
| 1/16 | Citigroup Inc. | Public Offering | Preferred Stock | \$1,035,000 | Co-Manager |
| 12/15 | First Guaranty Bancshares Inc. | Private Placement | Subordinated Debt | \$15,000 | Sole Placement Agent |
| 12/15 | HomeTown Bankshares Corp. | Private Placement | Subordinated Debt | \$7,500 | Sole Placement Agent |
| 12/15 | Alerus Financial Corp. | Private Placement | Subordinated Debt | \$50,000 | Lead Placement Agent |
| 12/15 | Empire Bancorp Inc. | Private Placement | Subordinated Debt | \$15,250 | Sole Placement Agent |
| 12/15 | Wellesley Bancorp | Private Placement | Subordinated Debt | \$10,000 | Sole Placement Agent |
| 12/15 | Medley Capital Corp. | Public Offering | Senior Debt | \$70,763 | Joint Book-Running Manager |
| 12/15 | Salisbury Bancorp Inc. | Private Placement | Subordinated Debt | \$10,000 | Sole Placement Agent |
| 12/15 | Codorus Valley Bancorp Inc. | Public Offering | Common Stock | \$34,500 | Joint Book-Running Manager |
| 12/15 | Carolina Financial Corp. | Public Offering | Common Stock | \$34,500 | Co-Manager |
| 12/15 | Synovus Financial Corp. | Public Offering | Subordinated Debt | \$250,000 | Sole Book-Running Manager |
| 11/15 | Blue Ridge Bankshares Inc. | Private Placement | Subordinated Debt | \$10,000 | Sole Placement Agent |
| 11/15 | North State Bancorp | Private Placement | Subordinated Debt | \$18,000 | Sole Placement Agent |
| 11/15 | LegacyTexas Finl Group Inc | Public Offering | Subordinated Debt | \$75,000 | Sole Book-Running Manager |
| 11/15 | Opus Bank | Public Offering | Common Stock | \$225,871 | Joint Book-Running Manager |
| 11/15 | Avidbank Holdings Inc. | Private Placement | Subordinated Debt | \$12,000 | Sole Placement Agent |
| 11/15 | Equity Bancshares Inc. | Initial Public Offering | Common Stock | \$50,198 | Co-Manager |
| 11/15 | First Guaranty Bancshares Inc. | Public Offering | Common Stock | \$11,591 | Sole Book-Running Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|--------------------------------|-------------------------|-------------------|--------------------------|------------------------------------|
| 10/15 | BCB Bancorp Inc. | Public Offering | Common Stock | \$27,600 | Sole Book-Running Manager |
| 10/15 | CIFC Corp. | Private Placement | Senior Debt | \$40,000 | Initial Purchaser and Sole Manager |
| 10/15 | FCB Bancorp Inc. | Private Placement | Subordinated Debt | \$10,400 | Sole Placement Agent |
| 10/15 | Camden National Corp. | Private Placement | Subordinated Debt | \$15,000 | Sole Placement Agent |
| 10/15 | Alliance Bancshares Inc. | Initial Public Offering | Common Stock | \$62,790 | Co-Manager |
| 10/15 | WashingtonFirst Bankshares Inc | Private Placement | Subordinated Debt | \$25,000 | Joint Placement Agent |
| 9/15 | F.N.B. Corp. | Public Offering | Subordinated Debt | \$100,000 | Joint Book-Running Manager |
| 9/15 | Bridge Bancorp Inc. | Public Offering | Subordinated Debt | \$40,000 | Sole Book-Running Manager |
| 9/15 | Bridge Bancorp Inc. | Public Offering | Subordinated Debt | \$40,000 | Sole Book-Running Manager |
| 8/15 | Stewardship Financial Corp. | Private Placement | Subordinated Debt | \$16,600 | Sole Placement Agent |
| 8/15 | Huntington National Bank | Public Offering | Senior Debt | \$500,000 | Co-Manager |
| 8/15 | Houlihan Lokey Inc. | Initial Public Offering | Common Stock | \$253,575 | Co-Manager |
| 8/15 | Conifer Holdings Inc. | Initial Public Offering | Common Stock | \$34,650 | Co-Manager |
| 8/15 | American Equity Investment | Public Offering | Common Stock | \$249,723 | Co-Manager |
| 8/15 | Bryn Mawr Bank Corp. | Private Placement | Subordinated Debt | \$30,000 | Sole Placement Agent |
| 8/15 | First Foundation Inc. | Public Offering | Common Stock | \$138,000 | Joint Lead Book-Running Manager |
| 7/15 | Happy Bancshares | Private Placement | Subordinated Debt | \$65,000 | Lead Placement Agent |
| 7/15 | Great Western Bancorp | Private Placement | Subordinated Debt | \$35,000 | Sole Placement Agent |
| 7/15 | Citizens Financial Group Inc. | Public Offering | Common Stock | \$2,571,400 | Co-Manager |
| 7/15 | Great Western Bancorp | Public Offering | Common Stock | \$324,761 | Co-Manager |
| 7/15 | Live Oak Bancshares Inc. | Initial Public Offering | Common Stock | \$93,500 | Joint Lead Book-Running Manager |
| 7/15 | JPMorgan Chase & Co. | Public Offering | Preferred Stock | \$1,150,000 | Co-Manager |
| 6/15 | SoTHERLY Hotels Inc. | Public Offering | Common Stock | \$24,423 | Joint Book-Running Manager |
| 6/15 | Business Development Corp. | Private Placement | Senior Debt | \$100,000 | Lead Book-Running Manager |
| 6/15 | MidWestOne Financial Grp Inc. | Private Placement | Common Stock | \$8,400 | Placement Agent |
| 6/15 | OM Asset Management plc | Public Offering | Common Stock | \$267,663 | Co-Manager |
| 6/15 | Valley National Bancorp | Public Offering | Preferred Stock | \$115,000 | Lead Book-Running Manager |
| 6/15 | Valley National Bancorp | Public Offering | Subordinated Debt | \$100,000 | Lead Book-Running Manager |
| 6/15 | People's Utah Bancorp | Initial Public Offering | Common Stock | \$41,688 | Co-Manager |
| 6/15 | Fulton Financial Corp. | Public Offering | Subordinated Debt | \$150,000 | Lead Book-Running Manager |
| 6/15 | AerCap Holdings N.V. | Public Offering | Common Stock | \$3,488,050 | Co-Manager |
| 6/15 | Associated Banc-Corp | Public Offering | Preferred Stock | \$65,000 | Co-Manager |
| 5/15 | JPMorgan Chase & Co. | Public Offering | Preferred Stock | \$1,425,000 | Co-Manager |
| 5/15 | CommunityHealthcare Trust Inc | Initial Public Offering | Common Stock | \$136,563 | Joint Book-Running Manager |
| 4/15 | Great Western Bancorp | Public Offering | Common Stock | \$494,500 | Co-Manager |
| 4/15 | First Bank | Private Placement | Subordinated Debt | \$22,000 | Sole Placement Agent |
| 4/15 | Eastern Virginia Bankshares | Private Placement | Subordinated Debt | \$20,000 | Sole Placement Agent |
| 4/15 | Virtu Financial Inc. | Initial Public Offering | Common Stock | \$361,230 | Joint Lead Book-Running Manager |
| 4/15 | Financial Institutions Inc. | Public Offering | Subordinated Debt | \$40,000 | Co-Manager |
| 4/15 | Capitala Finance Corp. | Public Offering | Common Stock | \$64,120 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|--------------------------------|-------------------------|-------------------|--------------------------|---------------------------------|
| 4/15 | Hilltop Holdings Inc. | Private Placement | Senior Debt | \$150,000 | Joint Book-Running Manager |
| 3/15 | Banc of California Inc. | Public Offering | Preferred Stock | \$115,000 | Co-Manager |
| 3/15 | Centrue Financial Corporation | Private Placement | Common Stock | \$76,000 | Sole Placement Agent |
| 3/15 | Banc of California Inc. | Public Offering | Senior Debt | \$175,000 | Joint Book-Running Manager |
| 3/15 | Citizens Financial Group Inc. | Public Offering | Common Stock | \$3,687,188 | Co-Manager |
| 3/15 | Meta Financial Group Inc. | Public Offering | Common Stock | \$26,000 | Sole Selling Agent |
| 3/15 | Eagle Bancorp Inc | Public Offering | Common Stock | \$100,000 | Sole Book-Running Manager |
| 2/15 | Kemper Corp. | Public Offering | Senior Debt | \$250,000 | Co-Manager |
| 2/15 | First NBC Bank Holding Co. | Private Placement | Subordinated Debt | \$60,000 | Lead Placement Agent |
| 2/15 | Avenue Financial Holdings Inc. | Initial Public Offering | Common Stock | \$31,625 | Co-Manager |
| 2/15 | JPMorgan Chase & Co. | Public Offering | Preferred Stock | \$1,380,000 | Co-Manager |
| 1/15 | Ameris Bancorp | Private Placement | Common Stock | \$119,700 | Sole Placement Agent |
| 1/15 | SVB Financial Group | Public Offering | Senior Debt | \$350,000 | Co-Manager |
| 1/15 | Peapack-Gladstone Financial | At-The-Market | Common Stock | \$50,000 | Sole Selling Agent |
| 1/15 | General Motors Financial Co. | Public Offering | Senior Debt | \$1,000,000 | Co-Manager |
| 1/15 | General Motors Financial Co. | Public Offering | Senior Debt | \$1,000,000 | Co-Manager |
| 1/15 | General Motors Financial Co. | Public Offering | Senior Debt | \$250,000 | Co-Manager |
| 1/15 | Blue Ridge Bankshares Inc. | Private Placement | Common Stock | \$4,620 | Sole Placement Agent |
| 12/14 | Empire Bancorp Inc | Private Placement | Common Stock | \$10,750 | Sole Placement Agent |
| 12/14 | Empire Bancorp Inc | Private Placement | Preferred Stock | \$9,250 | Sole Placement Agent |
| 12/14 | Heartland Financial USA Inc. | Private Placement | Subordinated Debt | \$75,000 | Lead Initial Purchaser |
| 11/14 | Independent Bank Corp. | Private Placement | Subordinated Debt | \$35,000 | Joint Lead Placement Agent |
| 11/14 | California Repub Bancorp | Private Placement | Subordinated Debt | \$25,000 | Sole Placement Agent |
| 11/14 | Fulton Financial Corp. | Public Offering | Subordinated Debt | \$100,000 | Co-Manager |
| 11/14 | Triumph Bancorp Inc. | Initial Public Offering | Common Stock | \$92,460 | Joint Lead Book-Running Manager |
| 11/14 | Southern First Bancshares Inc | Public Offering | Common Stock | \$19,872 | Sole Book-Running Manager |
| 11/14 | Associated Banc-Corp | Public Offering | Subordinated Debt | \$250,000 | Co-Manager |
| 11/14 | Associated Banc-Corp | Public Offering | Senior Debt | \$250,000 | Co-Manager |
| 10/14 | Presidio Bank | Private Placement | Subordinated Debt | \$10,000 | Sole Placement Agent |
| 10/14 | Anchor Bancorp Wisconsin Inc. | Public Offering | Common stock | \$11,122 | Sole Book-Running Manager |
| 10/14 | Great Western Bancorp | Initial Public Offering | Common stock | \$331,200 | Co-Manager |
| 10/14 | Veritex Holdings Inc. | Initial Public Offering | Common stock | \$40,365 | Joint Lead Book-Running Manager |
| 9/14 | BNC Bancorp | Public Offering | Subordinated Debt | \$60,000 | Sole Book-Running Manager |
| 9/14 | Citizens Financial Group Inc. | Initial Public Offering | Common stock | \$3,461,500 | Co-Manager |
| 9/14 | General Motors Financial Co. | Public Offering | Senior Debt | \$750,000 | Co-Manager |
| 9/14 | General Motors Financial Co. | Public Offering | Senior Debt | \$1,250,000 | Co-Manager |
| 9/14 | United Financial Bancorp | Public Offering | Subordinated Debt | \$75,000 | Sole Book-Running Manager |
| 9/14 | Brookline Bancorp Inc. | Public Offering | Subordinated Debt | \$75,000 | Joint Book-Running Manager |
| 9/14 | National Penn Bancshares Inc. | Public Offering | Senior Debt | \$125,000 | Joint Book-Running Manager |
| 8/14 | First Business Finl. Svcs. Inc | Private Placement | Subordinated Debt | \$15,000 | Sole Placement Agent |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|-------------------------------|-------------------------|-------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 8/14 | C1 Financial Inc. | Initial Public Offering | Common Stock | \$44,700 | Co-Manager |
| 8/14 | Old National Bancorp | Public Offering | Senior Debt | \$175,000 | Sole underwriter |
| 8/14 | Green Bancorp Inc. | Initial Public Offering | Common Stock | \$70,300 | Joint Lead Book-Running Manager |
| 7/14 | Eagle Bancorp Inc | Public Offering | Subordinated Debt | \$70,000 | Sole underwriter |
| 7/14 | Comerica Inc. | Public Offering | Subordinated Debt | \$250,000 | Co-Manager |
| 7/14 | Independent Bk Group Inc. | Public Offering | Subordinated Debt | \$65,000 | Joint Book-Running Manager |
| 6/14 | Investar Holding Corp. | Initial Public Offering | Common Stock | \$46,000 | Sole Book-Running Manager |
| 6/14 | Popular Inc. | Public Offering | Senior Debt | \$450,000 | Co-Manager |
| 6/14 | Chemical Financial Corp. | Public Offering | Common Stock | \$80,500 | Co-Manager |
| 6/14 | JPMorgan Chase & Co. | Public Offering | Preferred Stock | \$880,000 | Co-Manager |
| 5/14 | CommunityOne Bancorp | Public Offering | Common Stock | \$10,200 | Joint Book-Running Manager |
| 5/14 | Shore Bancshares Inc. | Public Offering | Common Stock | \$34,200 | Sole Book-Running Manager |
| 5/14 | Comerica Inc. | Public Offering | Senior Debt | \$350,000 | Co-Manager |
| 5/14 | Banc of California Inc. | Public Offering | Common Stock | \$57,900 | Non-Book-Running Lead Manager |
| 5/14 | Liquid Holdings Group Inc. | Public Offering | Common Stock | \$43,700 | Co-Manager |
| 5/14 | Bankwell Financial Group Inc. | Public Offering | Common Stock | \$48,600 | Joint Book-Running Manager |
| 5/14 | SVB Financial Group | Public Offering | Common Stock | \$453,000 | Co-Manager |
| 5/14 | ServisFirst Bancshares Inc. | Initial Public Offering | Common Stock | \$56,900 | Sole Book-Running Manager |
| 4/14 | Regions Financial Corp. | Public Offering | Preferred Stock | \$500,000 | Co-Manager |
| 4/14 | Capital One Financial Corp. | Public Offering | Senior Debt | \$750,000 | Co-Manager |
| 4/14 | Capital One Financial Corp. | Public Offering | Senior Debt | \$750,000 | Co-Manager |
| 4/14 | Opus Bank | Initial Public Offering | Common Stock | \$163,300 | Joint Book-Running Manager |
| 4/14 | Cordia Bancorp Inc. | Private Placement | Preferred Stock | \$15,400 | Sole Placement Agent |
| 4/14 | Hampton Roads Bankshares Inc. | Public Offering | Common Stock | \$3,300 | Sole Book-Running Manager |
| 4/14 | Ally Financial Inc. | Initial Public Offering | Common Stock | \$2,556,100 | Co-Manager |
| 4/14 | Old Second Bancorp Inc. | Public Offering | Common Stock | \$68,300 | Co-Manager |
| 3/14 | Codorus Valley Bancorp Inc. | Private Placement | Common Stock | \$13,000 | Sole Placement Agent |
| 3/14 | Square 1 Financial Inc. | Initial Public Offering | Common Stock | \$119,700 | Active Book-Running Manager |
| 3/14 | Carlyle Group L.P. | Public Offering | Common Stock | \$402,000 | Co-Manager |
| 2/14 | Kemper Corp. | Public Offering | Subordinated Debt | \$150,000 | Co-Manager |
| 2/14 | Talmer Bancorp, Inc. | Public Offering | Common Stock | \$232,555 | Co-Manager |
| 2/14 | M&T Bank Corp | Public Offering | Preferred Stock | \$350,000 | Non-Book-Running Lead Manager |
| 2/14 | Webster Financial Corporation | Public Offering | Senior Debt | \$150,000 | Joint Book-Running Manager |
| 1/14 | VantageSouth Bancshares | Private Placement | Common Stock | \$46,900 | Sole Placement Agent |
| 1/14 | Santander Consumer USA | Initial Public Offering | Common Stock | \$2,045,809 | Co-Manager |
| 1/14 | JPMorgan Chase & Co. | Public Offering | Preferred Stock | \$925,000 | Co-Manager |
| 1/14 | Parkway Properties Inc. | Public Offering | Common Stock | \$214,624 | Co-Manager |
| 12/13 | Fidelity & Guaranty Life | Initial Public Offering | Common Stock | \$190,613 | Co-Manager |
| 12/13 | Peapack-Gladstone Financial | Rights Offering | Common Stock | \$42,000 | Deal Manager |
| 12/13 | Medallion Financial Corp. | Public Offering | Common Stock | \$47,560 | Joint Book-Running Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill |
|-------|--------------------------------|-------------------------|--------------------|--------------------|-------------------------------|
| | | | | Proceeds (\$000's) | |
| 11/13 | First Internet Bancorp, Inc. | Public Offering | Common Stock | \$31,740 | Sole Book-Running Manager |
| 11/13 | DDR Corp. | Public Offering | Senior Debt | \$300,000 | Co-Manager |
| 10/13 | Brixmore Property Group, Inc. | Initial Public Offering | Common Stock | \$948,750 | Co-Manager |
| 10/13 | F.N.B. Corporation | Public Offering | Common Stock | \$57,500 | Co-Manager |
| 10/13 | F.N.B. Corporation | Public Offering | Preferred Stock | \$100,000 | Co-Manager |
| 10/13 | Artisan Partners Asset Mgmt. | Public Offering | Common Stock | \$309,120 | Co-Manager |
| 10/13 | ING U.S. Inc. | Public Offering | Common Stock | \$1,119,525 | Co-Manager |
| 10/13 | First Repub Bank | Public Offering | Preferred Stock | \$200,000 | Co-Manager |
| 10/13 | Envestnet Inc. | Public Offering | Common Stock | \$169,709 | Co-Manager |
| 10/13 | Bridge Bancorp Inc. | Public Offering | Common Stock | \$40,000 | Co-Manager |
| 9/13 | Anchor BanCorp Wisconsin, Inc. | Private Placement | Common Stock | \$175,000 | Sole Placement Agent |
| 9/13 | SoTHERLY Hotels Inc. | Public Offering | Senior Debt | \$27,600 | Sole Book-Running Manager |
| 9/13 | Valley National Bancorp | Public Offering | Subordinated Notes | \$125,000 | Joint Book-Running Manager |
| 9/13 | Tri-County Financial Corp. | Public Offering | Common Stock | \$29,837 | Co-Manager |
| 9/13 | Chemical Financial Corp. | Public Offering | Common Stock | \$57,558 | Co-Manager |
| 9/13 | Virtus Investment Partners | Public Offering | Common Stock | \$201,250 | Co-Manager |
| 8/13 | Independent Bank Corp. | Public Offering | Common Stock | \$102,500 | Co-Manager |
| 8/13 | VantageSouth Bancshares | Private Placement | Subordinated Notes | \$36,100 | Placement Agent |
| 8/13 | VantageSouth Bancshares | Private Placement | Subordinated Notes | \$2,000 | Placement Agent |
| 8/13 | Third Point Re Ltd. | Public Offering | Common Stock | \$275,700 | Co-Manager |
| 8/13 | First BanCorp. | Public Offering | Common Stock | \$208,866 | Joint Book-Running Manager |
| 8/13 | Advent Software Inc. | Public Offering | Common Stock | \$196,100 | Co-Manager |
| 7/13 | Liquid Holdings Group Inc. | Initial Public Offering | Common Stock | \$28,600 | Book-Running Manager |
| 7/13 | Boston Private Financial | Public Offering | Common Stock | \$42,000 | Co-Manager |
| 7/13 | Synovus Financial Corp. | Public Offering | Common Stock | \$185,000 | Co-Manager |
| 7/13 | Synovus Financial Corp. | Public Offering | Preferred Stock | \$130,000 | Co-Manager |
| 6/13 | Avidbank Holdings Inc. | Private Placement | Common Stock | \$16,000 | Sole Placement Agent |
| 6/13 | Silvercrest Asset Mgmt Group | Initial Public Offering | Common Stock | \$60,600 | Joint Book-Running Manager |
| 6/13 | Banc of California Inc. | Public Offering | Common Stock | \$35,900 | Non-Book-Running Lead Manager |
| 6/13 | Virginia Heritage Bank | Public Offering | Common Stock | \$23,800 | Sole Book-Running Manager |
| 6/13 | First Virginia Community Bank | Public Offering | Common Stock | \$21,900 | Selling Agent |
| 6/13 | Banc of California Inc. | Public Offering | Preferred Stock | \$40,300 | Co-Manager |
| 5/13 | Boston Private Financial | Public Offering | Common Stock | \$38,400 | Co-Manager |
| 5/13 | Associated Estates Realty | Public Offering | Common Stock | \$121,600 | Co-Manager |
| 5/13 | United Community Finl Corp. | Private Placement | Common Stock | \$2,100 | Sole Placement Agent |
| 5/13 | AgStar Financial Services ACA | Public Offering | Preferred Stock | \$100,000 | Sole Book-Running Manager |
| 5/13 | Oaktree Capital Group LLC | Public Offering | Common Stock | \$430,700 | Co-Manager |
| 5/13 | Trade Street Residential Inc. | Initial Public Offering | Common Stock | \$62,500 | Lead Book-Running Manager |
| 5/13 | First NBC Bank Holding Co. | Initial Public Offering | Common Stock | \$115,000 | Joint Book-Running Manager |
| 5/13 | LTC Properties Inc. | Public Offering | Common Stock | \$179,100 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|------------------------------|-------------------------|--------------------|--------------------------|-------------------------------|
| 5/13 | Harvest Capital Credit Corp. | Initial Public Offering | Common Stock | \$57,500 | Co-Manager |
| 5/13 | PNC Financial Services Group | Public Offering | Preferred Stock | \$500,000 | Co-Manager |
| 5/13 | ING U.S. Inc. | Initial Public Offering | Common Stock | \$1,461,900 | Co-Manager |
| 4/13 | W. R. Berkley Corp. | Public Offering | Subordinated Notes | \$350,000 | Co-Manager |
| 4/13 | First Republic Bank | Public Offering | Preferred Stock | \$190,000 | Co-Manager |
| 4/13 | First Security Group Inc. | Private Placement | Common Stock | \$76,200 | Lead Placement Agent |
| 4/13 | First Security Group Inc. | Private Placement | Common Stock | \$14,900 | Lead Placement Agent |
| 4/13 | Essex Property Trust Inc. | Public Offering | Senior Debt | \$300,000 | Co-Manager |
| 4/13 | Independent Bank Group Inc. | Initial Public Offering | Common Stock | \$95,700 | Joint Book-Running Manager |
| 3/13 | American Campus Communities | Public Offering | Senior Debt | \$400,000 | Junior Co-manager |
| 3/13 | United Community Finl Corp. | Private Placement | Common Stock | \$18,100 | Sole Placement Agent |
| 3/13 | United Community Finl Corp. | Private Placement | Preferred Stock | \$21,800 | Sole Placement Agent |
| 3/13 | Astoria Financial Corp. | Public Offering | Preferred Stock | \$135,000 | Co-Manager |
| 3/13 | Artisan Partners Asset Mgmt. | Initial Public Offering | Common Stock | \$381,400 | Co-Manager |
| 2/13 | Cullen/Frost Bankers Inc. | Public Offering | Preferred Stock | \$150,000 | Co-Manager |
| 2/13 | ConnectOne Bancorp | Initial Public Offering | Common Stock | \$51,520 | Co-Manager |
| 2/13 | Atlas Financial Holdings | Public Offering | Common Stock | \$26,772 | Sole Book-Running Manager |
| 1/13 | JP Morgan Chase & CO. | Public Offering | Preferred Stock | \$950,000 | Co-Manager |
| 1/13 | FirstMerit Corporation | Public Offering | Preferred Stock | \$100,000 | Co-Manager |
| 1/13 | First Horizon National Corp. | Public Offering | Preferred Stock | \$100,000 | Co-Manager |
| 1/13 | Senior Housing Properties | Public Offering | Common Stock | \$273,700 | Co-Manager |
| 1/13 | Jefferies Group Inc. | Public Offering | Senior Debt | \$600,000 | Co-Manager |
| 1/13 | Jefferies Group Inc. | Public Offering | Senior Debt | \$400,000 | Co-Manager |
| 12/12 | Jacksonville Bancorp Inc. | Public Offering | Preferred Stock | \$45,934 | Sole Placement Agent |
| 12/12 | Bancorp Inc. | Public Offering | Common Stock | \$44,000 | Sole Book-Running Manager |
| 12/12 | SunTrust Banks Inc. | Public Offering | Preferred Stock | \$450,000 | Co-Manager |
| 12/12 | Parkway Properties Inc. | Public Offering | Common Stock | \$190,472 | Co-Manager |
| 10/12 | Eagle Bancorp, Inc. | Public Offering | Common Stock | \$10,074 | Sole Book-Running Manager |
| 10/12 | American Campus Communities | Public Offering | Common Stock | \$553,448 | Co-Manager |
| 10/12 | Excel Trust Inc. | Public Offering | Common Stock | \$117,300 | Co-Manager |
| 10/12 | United Community Banks Inc. | Private Placement | Senior Debt | \$35,000 | Sole Placement Agent |
| 9/12 | National Bank Holdings Corp. | Initial Public Offering | Common Stock | \$158,300 | Co-Manager |
| 9/12 | Spirit Realty Capital Inc. | Initial Public Offering | Common Stock | \$500,300 | Co-Manager |
| 9/12 | Capital Bank Finl Corp | Initial Public Offering | Common Stock | \$188,582 | Co-Manager |
| 9/12 | PNC Financial Services Group | Public Offering | Preferred Stock | \$480,000 | Co-Manager |
| 8/12 | JP Morgan Chase & Co. | Public Offering | Preferred Stock | \$1,257,500 | Co-Manager |
| 8/12 | WSFS Financial Corporation | Public Offering | Senior Debt | \$55,000 | Sole Book-Running Manager |
| 8/12 | Sterling Financial Corp | Public Offering | Common Stock | \$114,800 | Joint Book-Running Manager |
| 8/12 | Education Realty Trust Inc. | Public Offering | Common Stock | \$188,900 | Co-Manager |
| 8/12 | KCAP Financial Inc. | Public Offering | Senior Debt | \$41,400 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|---------------------------------|-------------------------|----------------------|--------------------|------------------------------------|
| | | | | Proceeds (\$000's) | |
| 7/12 | Dynex Capital Inc. | Public Offering | Preferred Stock | \$57,500 | Co-Manager |
| 7/12 | DDR Corp. | Public Offering | Preferred Stock | \$200,000 | Co-Manager |
| 7/12 | American Campus Communities | Public Offering | Common Stock | \$763,300 | Co-Manager |
| 7/12 | Senior Housing Properties | Public Offering | Common Stock | \$300,200 | Co-Manager |
| 6/12 | BGC Partners Inc. | Public Offering | Senior Debt | \$112,500 | Junior Co-Manager |
| 6/12 | Hampton Roads Bankshares | Private Placement | Common Stock | \$50,000 | Financial Advisor |
| 6/12 | Astoria Financial Corporation | Public Offering | Senior Debt | \$250,000 | Joint Book-Running Manager |
| 6/12 | City National Bank | Public Offering | Subordinated Notes | \$150,000 | Co-Manager |
| 6/12 | Associated Estates Realty | Public Offering | Common Stock | \$91,100 | Co-Manager |
| 5/12 | ARMOUR Residential REIT Inc. | Public Offering | Preferred Stock | \$35,000 | Junior Co-Manager |
| 5/12 | First Republic Bank | Public Offering | Preferred Stock | \$150,000 | Co-Manager |
| 5/12 | Medallion Financial Corp. | Public Offering | Common Stock | \$37,500 | Joint Book-Running Manager |
| 5/12 | First Republic Bank | Public Offering | Preferred Stock | \$150,000 | Co-Manager |
| 5/12 | Northeast Bancorp | Public Offering | Common Stock | \$47,459 | Sole Book-Running Manager |
| 5/12 | Cedar Realty Trust, Inc. | Public Offering | Preferred Stock | \$9,200 | Co-Manager |
| 5/12 | Carlyle Group L.P. | Initial Public Offering | Common Stock | \$671,000 | Joint Passive Book-Running Manager |
| 5/12 | EverBank Financial Corp | Initial Public Offering | Common Stock | \$221,030 | Co-Manager |
| 5/12 | LPL Investment Holdings Inc. | Public Offering | Common Stock | \$500,250 | Co-Manager |
| 4/12 | First PaTrust Bancorp, Inc. | Public Offering | Senior Debt | \$33,000 | Sole Book-Running Manager |
| 4/12 | Oaktree Capital Group LLC | Initial Public Offering | Common Stock | \$380,300 | Co-Manager |
| 3/12 | Central Pacific Financial Corp. | Public Offering | Common Stock | \$36,427 | Sole Underwriter |
| 3/12 | Wintrust Financial Corporation | Public Offering | Preferred Stock | \$126,500 | Co-Manager |
| 3/12 | ARMOUR Residential REIT, Inc. | Public Offering | Common Stock | \$239,568 | Selling Group |
| 3/12 | Simon Property Group, Inc. | Public Offering | Common Stock | \$1,251,838 | Co-Manager |
| 3/12 | PNC Funding Corp. | Public Offering | Senior Debt | \$1,000,000 | Co-Manager |
| 2/12 | First Republic Bank | Public Offering | Common Stock | \$330,000 | Co-Manager |
| 2/12 | Synovus Financial Corp. | Public Offering | Senior Debt | \$300,000 | Co-Manager |
| 2/12 | FX Alliance Inc. | Initial Public Offering | Common Stock | \$71,760 | Co-Manager |
| 2/12 | WisdomTree Investments Inc. | Public Offering | Common Stock | \$88,395 | Co-Manager |
| 1/12 | WellLesley Bancorp | Public Offering | Conversion | \$22,500 | Sole Marketing Agent |
| 1/12 | Community Bank System Inc. | Public Offering | Common Stock | \$50,004 | Co-Manager |
| 1/12 | Intermountain Community Bancorp | Private Placement | Common / Pref. Stock | \$47,300 | Sole Placement Agent |
| 1/12 | BancorpSouth Inc. | Public Offering | Common Stock | \$115,000 | Co-Manager |
| 1/12 | First Republic Bank | Public Offering | Preferred Stock | \$199,500 | Co-Manager |
| 12/11 | Bridge Bancorp Inc. | Public Offering | Common Stock | \$24,098 | Sole Placement Agent |
| 12/11 | First Niagara Financial Group | Public Offering | Subordinated Notes | \$300,000 | Joint Book-Running Manager |
| 12/11 | First Niagara Financial Group | Public Offering | Preferred Stock | \$350,000 | Co-Manager |
| 12/11 | First Niagara Financial Group | Public Offering | Common Stock | \$483,750 | Joint Book-Running Manager |
| 11/11 | First Midwest Bancorp Inc. | Public Offering | Senior Debt | \$115,000 | Co-Manager |
| 11/11 | Manning & Napier | Public Offering | Common Stock | \$150,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|---------------------------------------|------------------------|-------------------------|--------------------------|-----------------------------------|
| 11/11 | Southern Missouri Bancorp Inc. | Public Offering | Common Stock | \$21,850 | Sole Book-Running Running Manager |
| 11/11 | KKR Financial Holdings LLC | Public Offering | Senior Debt | \$258,800 | Co-Manager |
| 10/11 | FNB United Corp. | Private Placement | Common Stock | \$310,000 | Co-Lead Placement Agent |
| 10/11 | First BanCorp. | Private Placement | Common Stock | \$525,000 | Lead Placement Agent |
| 9/11 | Associated Banc-Corp | Public Offering | Preferred Stock | \$65,000 | Co-Manager |
| 8/11 | MF Global Holdings Limited | Public Offering | Senior Debt | \$325,000 | Co-Manager |
| 8/11 | SWS Group, Inc. | Private Placement | Senior Debt | \$100,000 | Financial Advisor |
| 7/11 | PNC Financial Services Group | Public Offering | Preferred Stock | \$1,000,000 | Co-Manager |
| 7/11 | Capital One Financial Corp. | Public Offering | Senior Debt | \$3,000,000 | Co-Manager |
| 7/11 | First Republic Bank | Public Offering | Common Stock | \$412,750 | Co-Manager |
| 6/11 | TrustCo Bank Corp NY | Public Offering | Common Stock | \$71,944 | Sole Book-Running Running Manager |
| 6/11 | Coconut Grove Bankshares, Inc. | Private Placement | Common Stock | \$32,000 | Sole Placement Agent |
| 6/11 | Macatawa Bank Corporation | Rights/Public Offering | Common Stock | \$20,500 | Financial Advisor |
| 6/11 | Hampton Roads Bankshares | Public Offering | Common Stock | \$16,680 | Sole Placement Agent |
| 6/11 | Excel Trust Inc. | Public Offering | Common Stock | \$157,263 | Co-Manager |
| 6/11 | Lincoln National Corp. | Public Offering | Senior Notes | \$300,000 | Co-Manager |
| 6/11 | Central Pacific Financial Corp. | Public Offering | Common Stock | \$36,338 | Sole Book-Running Manager |
| 6/11 | Evercore Partners Inc. | Public Offering | Common Stock | \$178,489 | Co-Manager |
| 5/11 | ARMOUR Residential REIT, Inc. | Public Offering | Common Stock | \$136,160 | Co-Manager |
| 5/11 | UMH Properties Inc. | Public Offering | Preferred Stock | \$33,470 | Co-Manager |
| 5/11 | American International Group, Inc. | Public Offering | Common Stock | \$8,700,000 | Co-Manager |
| 4/11 | First National Bank of the Gulf Coast | Private Placement | Common Stock | \$40,449 | Lead Placement Agent |
| 4/11 | Franklin Financial Corporation | Public Offering | Common Stock | \$138,863 | Sole Selling Agent |
| 4/11 | LPL Investment Holdings Inc. | Public Offering | Common Stock | \$216,513 | Co-Manager |
| 4/11 | Jefferies Group Inc. | Public Offering | Senior Debt | \$800,000 | Co-Manager |
| 4/11 | Raymond James Financial Inc. | Public Offering | Senior Debt | \$250,000 | Co-Manager |
| 4/11 | Primerica Inc. | Public Offering | Common Stock | \$273,000 | Co-Manager |
| 4/11 | Fraternity Community Bancorp, Inc. | Public Offering | Common Stock | \$15,870 | Sole Selling Agent |
| 3/11 | United Community Banks Inc. | Private Placement | Common / Pref. Stock | \$380,000 | Lead Placement Agent |
| 3/11 | Xenith Bancshares, Inc. | Public Offering | Common Stock | \$19,550 | Book-Running Manager |
| 3/11 | KeyCorp | Public Offering | Senior Debt | \$1,000,000 | Junior Co-Manager |
| 3/11 | KeyCorp | Public Offering | Common Stock | \$625,000 | Co-Manager |
| 3/11 | SunTrust Banks, Inc. | Public Offering | Common Stock | \$1,040,000 | Co-Manager |
| 3/11 | Sun Bancorp, Inc. | Public Offering | Common Stock | \$84,743 | Co-Manager |
| 3/11 | The Bancorp Inc. | Public Offering | Common Stock | \$57,874 | Joint Book-Running Manager |
| 3/11 | Eureka Financial Corp. | Public Offering | Common Stock | \$7,636 | Sole Selling Agent |
| 2/11 | Central Pacific Bancorp | Private Placement | Common / Pref. Stock | \$325,000 | Sole Placement Agent |
| 2/11 | MF Global Holdings Ltd. | Public Offering | Convertible Senior Note | \$287,500 | Co-Manager |
| 1/11 | Farmers National Banc Corp. | Rights/Public Offering | Common Stock | \$2,666 | Sole Selling Agent |
| 1/11 | Fifth Third Bancorp | Public Offering | Common Stock | \$1,870,000 | Junior Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|------------------------------------|-------------------------|-----------------------|--------------------------|-------------------------------|
| 1/11 | Minden Bancorp, Inc. | Public Offering | Common Stock | \$13,943 | Sole Selling Agent |
| 12/10 | Tower Bancorp | Public Offering | Common Stock | \$51,200 | Co-Manager |
| 12/10 | Huntington Bancshares Inc | Public Offering | Common Stock | \$920,000 | Co-Manager |
| 12/10 | Huntington Bancshares Inc | Public Offering | Subordinated Notes | \$300,000 | Joint Lead Manager |
| 12/10 | Wintrust Financial Corp | Public Offering | Common Stock | \$110,577 | Joint Book-Running Manager |
| 12/10 | Wintrust Financial Corp | Public Offering | Tangible Equity Units | \$185,250 | Co-Manager |
| 12/10 | United Bancorp Inc | Public Offering | Common Stock | \$19,000 | Sole Book-Running Manager |
| 12/10 | Capitol Federal Financial Inc. | Public Offering | Conversion | \$1,181,500 | Sole Book-Running Manager |
| 12/10 | GAIN Capital Holdings | Initial Public Offering | Common Stock | \$81,000 | Co-Manager |
| 12/10 | First Republic Bank | Initial Public Offering | Common Stock | \$322,600 | Co-Manager |
| 12/10 | AmericanWest Bank | Private Placement | Common Stock | \$185,000 | Financial Advisor |
| 12/10 | FXCM Inc | Initial Public Offering | Common Stock | \$242,500 | Co-Manager |
| 11/10 | LPL Investment Holdings | Initial Public Offering | Common Stock | \$516,700 | Co-Manager |
| 10/10 | Intervest Bancshares Corp | Public Offering | Common Stock | \$22,800 | Sole Book-Running Manager |
| 10/10 | National Penn Bancshares | Private Placement | Common Stock | \$150,000 | Financial Advisor |
| 10/10 | Opus Bank | Private Placement | Common Stock | \$460,000 | Co-Lead Placement Agent |
| 9/10 | Evercore Partners | Public Offering | Common Stock | \$83,500 | Co-Manager |
| 9/10 | Citigroup, Inc. | Public Offering | Trust Preferred | \$2,246,000 | Co-Manager |
| 9/10 | Comerica, Inc. | Public Offering | Senior Notes | \$300,000 | Co-Manager |
| 9/10 | Hampton Roads Bankshares | Private Placement | Common Stock | \$295,000 | Co-Lead Placement Agent |
| 8/10 | Pacific Capital Corp. | Private Placement | Common / Pref. Stock | \$500,000 | Financial Advisor |
| 8/10 | American Campus Communities | Public Offering | Common Stock | \$372,600 | Co-Manager |
| 8/10 | Sterling Financial Corp | Private Placement | Common / Pref. Stock | \$730,000 | Co-Lead Placement Agent |
| 8/10 | Park Sterling Bank | Public Offering | Common Stock | \$150,150 | Co-Manager |
| 8/10 | KeyCorp | Public Offering | Senior Notes | \$750,000 | Co-Manager |
| 8/10 | WSFS Financial Corporation | Public Offering | Common Stock | \$50,005 | Sole Book-Running Manager |
| 7/10 | Investnet | Public Offering | Common Stock | \$72,450 | Co-Manager |
| 7/10 | ViewPoint Financial Group, Inc. | Public Offering | Common Stock | \$198,600 | Sole Book-Running Manager |
| 6/10 | Porter Bancorp | Private Placement | Common Stock | \$20,191 | Lead Placement Agent |
| 6/10 | Porter Bancorp | Private Placement | Preferred Stock | \$6,800 | Lead Placement Agent |
| 6/10 | Heritage Commerce Corp | Private Placement | Preferred Stock | \$75,000 | Sole Placement Agent |
| 6/10 | Heritage Oaks Bancorp | Private Placement | Preferred Stock | \$60,060 | Lead Placement Agent |
| 6/10 | Preferred Bank | Private Placement | Preferred Stock | \$77,000 | Lead Placement Agent |
| 6/10 | Banner Corp. | Public Offering | Common Stock | \$171,278 | Co-Manager |
| 6/10 | CBOE Holdings Inc | Initial Public Offering | Common Stock | \$390,195 | Co-Manager |
| 6/10 | Oritani Financial Corp. | Public Offering | Common Stock | \$413,632 | Co-Manager |
| 6/10 | West Coast Bancorp | Public Offering | Common Stock | \$7,852 | Selling Agent |
| 6/10 | Republic First Bancorp Inc. | Public Offering | Common Stock | \$30,825 | Joint Book-Running Manager |
| 6/10 | Lincoln National Corp. | Public Offering | Common Stock | \$385,250 | Co-Manager |
| 5/10 | Interinvest Bancshares Corporation | Private Placement | Common Stock | \$4,250 | Lead Placement Agent |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|-------------------------------------|-------------------------|-----------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 5/10 | FirstMerit Corporation | Public Offering | Common Stock | \$334,403 | Joint Book-Running Manager |
| 5/10 | Evans Bancorp, Inc. | Public Offering | Common Stock | \$14,664 | Sole Book-Running Manager |
| 5/10 | Square One Financial | Private Placement | Common Stock | \$48,000 | Sole Placement Agent |
| 4/10 | Columbia Banking System, Inc. | Public Offering | Common Stock | \$240,120 | Co-Manager |
| 4/10 | E*TRADE Financial Corporation | Public Offering | Common Stock | \$301,000 | Joint Book-Running Manager |
| 4/10 | Synovus Financial Corp. | Public Offering | Common Stock | \$806,438 | Co-Manager |
| 4/10 | Seacoast Banking Corp. of FL | Private Placement | Preferred Stock | \$50,000 | Lead Placement Agent |
| 4/10 | North Valley Bancorp | Private Placement | Preferred Stock | \$40,000 | Lead Placement Agent |
| 3/10 | Herald National Bank | Private Placement | Common Stock | \$16,921 | Lead Placement Agent |
| 3/10 | Primerica Inc. | Initial Public Offering | Common Stock | \$368,460 | Co-Manager |
| 3/10 | Citigroup, Inc. | Public Offering | Trust Preferred | \$2,300,000 | Co-Manager |
| 3/10 | Flagstar Bancorp | Public Offering | Common Stock | \$287,500 | Sole Book-Running Manager |
| 3/10 | Orrstown Financial Services | Public Offering | Common Stock | \$40,000 | Sole Book-Running Manager |
| 3/10 | JP Morgan Chase | Public Offering | Trust Preferred | \$1,500,000 | Co-Manager |
| 3/10 | First Interstate Bank | Initial Public Offering | Common Stock | \$166,800 | Co-Manager |
| 3/10 | First Merchants Corporation | Private Placement | Common Stock | \$24,150 | Financial Advisor |
| 3/10 | Glacier Bancorp, Inc. | Public Offering | Common Stock | \$151,799 | Co-Manager |
| 3/10 | Comerica | Public Offering | Common Stock | \$880,000 | Co-Manager |
| 3/10 | Wintrust Financial Corp | Public Offering | Common Stock | \$221,778 | Co-Manager |
| 2/10 | Community & Southern Bank | Private Placement | Common Stock | \$265,000 | Lead Placement Agent |
| 2/10 | Sterling Bancshares | Public Offering | Common Stock | \$92,000 | Co-Manager |
| 2/10 | PNC Financial Services Group | Public Offering | Common Stock | \$3,450,000 | Co-Manager |
| 1/10 | Symetra Financial Corp. | Initial Public Offering | Common Stock | \$419,500 | Co-Manager |
| 1/10 | First Midwest Bancorp, Inc | Public Offering | Common Stock | \$207,000 | Co-Manager |
| 1/10 | Associated Banc-Corp | Public Offering | Common Stock | \$500,000 | Co-Manager |
| 12/09 | Citigroup Inc. | Public Offering | Common Stock | \$17,582,572 | Underwriter |
| 12/09 | Cowen Group Inc | Public Offering | Common Stock | \$87,886 | Joint Book-Running Manager |
| 11/09 | Provident Financial Holdings, Inc. | Public Offering | Common Stock | \$11,250 | Sole Book-Running Manager |
| 11/09 | Valley National Bank | Public Offering | Common Stock | \$65,000 | Placement Agent |
| 11/09 | New York Community Bancorp, Inc. | Public Offering | Common Stock | \$897,000 | Co-Manager |
| 11/09 | Trustmark Corporation | Public Offering | Common Stock | \$115,000 | Co-Manager |
| 11/09 | SVB Financial Group | Public Offering | Common Stock | \$306,674 | Co-Manager |
| 11/09 | Citizens & Northern Corp. | Public Offering | Common Stock | \$23,000 | Sole Book-Running Manager |
| 10/09 | OceanFirst Financial Corp. | Public Offering | Common Stock | \$57,505 | Joint Book-Running Manager |
| 10/09 | West Coast Bancorp | Private Placement | Convertible Preferred | \$142,885 | Sole Placement Agent |
| 10/09 | West Coast Bancorp | Private Placement | Convertible Preferred | \$12,133 | Sole Placement Agent |
| 10/09 | Marshall & Ilsley Corp. | Public Offering | Common Stock | \$899,300 | Co-Manager |
| 10/09 | FBR Capital Markets | Public Offering | Common Stock | \$88,530 | Co-Manager |
| 10/09 | Whitney Holding Corp. | Public Offering | Common Stock | \$230,000 | Co-Manager |
| 9/09 | First Niagara Financial Group, Inc. | Public Offering | Common Stock | \$460,092 | Joint Book-Running Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|------|---|-------------------|--------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 9/09 | United Community Banks, Inc. | Public Offering | Common Stock | \$222,500 | Joint Book-Running Manager |
| 9/09 | Metro Bancorp, Inc. | Public Offering | Common Stock | \$82,500 | Joint Book-Running Manager |
| 9/09 | Old National Bancorp | Public Offering | Common Stock | \$207,000 | Sole Book-Running Manager |
| 9/09 | E*TRADE Financial Corporation | At-The-Market | Common Stock | \$150,000 | Selling Agent |
| 9/09 | First Financial Holdings, Inc. | Public Offering | Common Stock | \$74,750 | Sole Book-Running Manager |
| 9/09 | Huntington Bancshares Incorporated | Public Offering | Common Stock | \$460,000 | Co-Manager |
| 9/09 | United Western Bancorp, Inc. | Public Offering | Common Stock | \$80,000 | Sole Book-Running Manager |
| 9/09 | Flushing Financial Corporation | Public Offering | Common Stock | \$107,295 | Co-Manager |
| 9/09 | Synovus Financial Corp. | Public Offering | Common Stock | \$600,000 | Co-Manager |
| 9/09 | Eagle Bancorp, Inc. | Public Offering | Common Stock | \$55,200 | Sole Underwriter |
| 9/09 | MB Financial, Inc. | Public Offering | Common Stock | \$201,200 | Co-Manager |
| 9/09 | National Penn Bancshares, Inc. | Public Offering | Common Stock | \$161,201 | Sole Book-Running Manager |
| 8/09 | Seacoast Banking Corporation of Florida | Public Offering | Common Stock | \$75,769 | Sole Book-Running Manager |
| 8/09 | Bancorp, Inc. | Public Offering | Common Stock | \$66,125 | Sole Book-Running Manager |
| 7/09 | Greenhill & Co., Inc. | Public Offering | Common Stock | \$228,000 | Co-Manager |
| 7/09 | Evercore Partners Inc. | Public Offering | Common Stock | \$81,243 | Co-Manager |
| 7/09 | Smithtown Bancorp, Inc. | Private Placement | Subordinated Notes | \$14,000 | Placement Agent |
| 7/09 | WSFS Financial Corporation | Private Placement | Common Stock | \$25,000 | Sole Placement Agent |
| 7/09 | CVB Financial Corp. | Public Offering | Common Stock | \$132,532 | Joint Book-Running Manager |
| 7/09 | Broadpoint Gleacher Securities Group | Public Offering | Common Stock | \$168,906 | Joint Book-Running Manager |
| 6/09 | Smithtown Bancorp, Inc. | Private Placement | Subordinated Notes | \$5,000 | Placement Agent |
| 6/09 | E*TRADE Financial Corporation | Public Offering | Common Stock | \$550,000 | Joint Book-Running Manager |
| 6/09 | Assured Guaranty | Public Offering | Common Stock | \$487,000 | Co-Manager |
| 6/09 | FBR Capital Markets | Public Offering | Common Stock | \$101,886 | Co-Manager |
| 6/09 | Pinnacle Financial Partners | Public Offering | Common Stock | \$115,115 | Co-Manager |
| 6/09 | F.N.B. Corporation | Public Offering | Common Stock | \$132,825 | Co-Manager |
| 6/09 | First Community Bancshares, Inc. | Public Offering | Common Stock | \$66,125 | Lead Book-Running Manager |
| 6/09 | First Financial Bancorp. | Public Offering | Common Stock | \$103,500 | Joint Book-Running Manager |
| 6/09 | Huntington Bancshares, Inc. | Public Offering | Common Stock | \$372,600 | Co-Manager |
| 6/09 | SunTrust Banks, Inc. | Public Offering | Common Stock | \$1,614,600 | Joint Book-Running Manager |
| 5/09 | Cardinal Financial Corp. | Public Offering | Common Stock | \$33,932 | Co-Manager |
| 5/09 | Smithtown Bancorp, Inc. | Public Offering | Common Stock | \$30,000 | Sole Book-Running Manager |
| 5/09 | SCBT Financial Corporation | Public Offering | Common Stock | \$31,200 | Co-Manager |
| 5/09 | Berkshire Hills Bancorp, Inc. | Public Offering | Common Stock | \$34,615 | Lead Book-Running Manager |
| 5/09 | Sterling Bancshares, Inc. | Public Offering | Common Stock | \$57,960 | Co-Manager |
| 5/09 | City National Corporation | Public Offering | Common Stock | \$125,580 | Co-Manager |
| 3/09 | TLGP Pooled Funding Trust II | Private Placement | Senior Notes | \$359,900 | Co-Manager |
| 3/09 | SunTrust Banks, Inc. | Private Placement | Senior Notes | \$576,000 | Co-Manager |
| 3/09 | Bank of the West | Private Placement | Senior Notes | \$1,000,000 | Co-Manager |
| 3/09 | Oriental Bank and Trust | Private Placement | Senior Notes | \$105,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|-------------------------------------|-------------------|------------------------|--------------------------|-------------------------------|
| 2/09 | TLGP Pooled Funding Trust I | Private Placement | Senior Notes | \$413,900 | Co-Manager |
| 12/08 | New York Community Bancorp, Inc. | Private Placement | Senior Notes | \$90,000 | Co-Manager |
| 12/08 | New York Community Bancorp, Inc. | Private Placement | Senior Notes | \$512,000 | Co-Manager |
| 12/08 | KeyCorp | Private Placement | Senior Notes | \$1,250,000 | Co-Manager |
| 12/08 | SunTrust Banks, Inc. | Private Placement | Senior Notes | \$2,250,000 | Co-Manager |
| 11/08 | Glacier Bancorp, Inc. | Public Offering | Common Stock | \$85,000 | Selling Group |
| 10/08 | Paragon Commercial Bank | Private Placement | Subordinated Notes | \$11,780 | Book-Running Manager |
| 10/08 | SCBT Financial Corporation | Private Placement | Common Stock | \$28,280 | Lead Placement Agent |
| 10/08 | Berkshire Hills Bancorp., Inc. | Public Offering | Common Stock | \$36,000 | Sole Book-Running Manager |
| 9/08 | Smithtown Bancorp, Inc. | Private Placement | Common Stock | \$27,500 | Sole Placement Agent |
| 9/08 | First Niagara Financial Group, Inc. | Public Offering | Common Stock | \$100,000 | Co-Manager |
| 9/08 | Signature Bank | Public Offering | Common Stock | \$156,600 | Co-Manager |
| 8/08 | Carolina Bank Holdings, Inc. | Private Placement | Subordinated Debt | \$8,300 | Sole Placement Agent |
| 7/08 | Boston Private Financial Holdings | Public Offering | Common Stock | \$110,400 | Underwriter |
| 6/08 | CapitalSource Inc. | Public Offering | Common Stock | \$379,500 | Co-Manager |
| 6/08 | Republic First Bancorp, Inc. | Private Placement | Trust Preferred | \$10,800 | Financial Advisor |
| 6/08 | Citizen's Republic Bancorp, Inc | Public Offering | Mandatory Convertible | \$120,382 | Co-Manager |
| 6/08 | Citizen's Republic Bancorp, Inc | Public Offering | Common Stock | \$79,618 | Co-Manager |
| 6/08 | Webster Financial Corporation | Public Offering | Non-Cum Perp Conv. Pfd | \$225,000 | Co-Manager |
| 6/08 | UCBH Holdings, Inc. | Public Offering | Non-Cum Perp Pfd | \$135,000 | Co-Manager |
| 5/08 | Bank of America Corp | Public Offering | Non-Cum Perp Pfd | \$2,925,000 | Selling Group |
| 5/08 | North State Bancorp | Private Placement | Subordinated Notes | \$11,000 | Financial Advisor |
| 5/08 | Sovereign Bancorp Inc. | Public Offering | Subordinated Notes | \$500,000 | Co-Manager |
| 5/08 | Citigroup Inc | Public Offering | Non-Cum Pfd | \$2,000,000 | Selling Group |
| 5/08 | South Financial Group | Private Placement | Convertible Preferred | \$250,000 | Placement Agent |
| 4/08 | Security Bank Corporation | Private Placement | Subordinated Debt | \$40,000 | Financial Advisor |
| 4/08 | Regions Financial Corp | Public Offering | Trust Preferred | \$345,000 | Selling Group |
| 4/08 | Citigroup Inc | Public Offering | Non-Cum Pfd | \$6,000,000 | Underwriter |
| 4/08 | Provident Bank MD | Private Placement | Subordinated Notes | \$50,000 | Financial Advisor |
| 4/08 | Provident Bank MD | Private Placement | Common Stock | \$14,000 | Financial Advisor |
| 4/08 | Provident Bank MD | Private Placement | Mandatory Convertible | \$51,000 | Financial Advisor |
| 4/08 | Barclays | Public Offering | Trust Preferred | \$100,000 | Underwriter |
| 4/08 | BCSB Bancorp Inc | Public Offering | Syndicated Conv. CS | \$20,000 | Sole Book-Running Manager |
| 4/08 | KKR Financial Holdings LLC | Public Offering | Common Stock | \$355,500 | Co-Manager |
| 3/08 | SunTrust Banks, Inc. | Public Offering | Subordinate Notes | \$500,000 | Underwriter |
| 3/08 | TIB Financial Corp. | Private Placement | Common Stock | \$10,283 | Financial Advisor |
| 3/08 | Wells Fargo Capital XII | Public Offering | Trust Preferred | \$1,575,000 | Underwriter |
| 2/08 | BPW Acquisition Corp | Public Offering | SPAC | \$350,000 | Underwriter |
| 2/08 | SunTrust Banks, Inc. | Public Offering | Trust Preferred | \$685,000 | Underwriter |
| 2/08 | KeyCorp | Public Offering | Trust Preferred | \$740,000 | Selling Group |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (\$000's) | Sandler O'Neill Participation |
|-------|---------------------------------|-----------------|----------------------------------|--------------------------|-------------------------------|
| 2/08 | Wachovia Corp | Public Offering | Fixed-to-Floating Rate Perp Pref | \$3,500,000 | Co-Manager |
| 1/08 | Wachovia Corp | Public Offering | Senior Notes | \$2,500,000 | Co-Manager |
| 1/08 | M&T Bank Corp | Public Offering | Trust Preferred | \$350,000 | Co-Manager |
| 12/07 | Wachovia Corporation | Public Offering | Trust Preferred | \$2,300,000 | Co-Manager |
| 12/07 | Citi Group Inc | Public Offering | Jr. Subordinated Notes | \$3,500,000 | Co-Manager |
| 12/07 | Susquehanna Capital | Public Offering | Trust Preferred | \$125,000 | Underwriter |
| 11/07 | Barclays | Public Offering | Perpetual Preferred | \$1,000,000 | Underwriter |
| 11/07 | Barclays Bank Ic | Public Offering | Subordinated Notes | \$1,250,000 | Underwriter |
| 11/07 | Citigroup Capital Trust XX | Public Offering | Trust Preferred | \$787,000 | Underwriter |
| 11/07 | Fannie Mae | Public Offering | Perpetual Preferred | \$530,000 | Underwriter |
| 11/07 | Wachovia Capital Trust X | Public Offering | Trust Preferred | \$825,000 | Underwriter |
| 11/07 | Bank of America | Public Offering | Perpetual Preferred | \$900,000 | Selling Group |
| 11/07 | Deutsche Bank Cap Fund X | Public Offering | Perpetual Preferred | \$805,000 | Underwriter |
| 10/07 | Fifth Third Bancorp | Public Offering | Trust Preferred | \$862,500 | Selling Group |
| 10/07 | Rodman & Renshaw | Public Offering | Common Stock | \$8,000 | Sole Manager |
| 10/07 | Inter-Atlantic Financial Inc. | Public Offering | Common Stock | \$68,882 | Underwriter |
| 9/07 | Ing GroepNV | Public Offering | Trust Preferred | \$1,500,000 | Underwriter |
| 9/07 | Compass Bank | Public Offering | Subordinated Notes | \$350,000 | Co-Manager |
| 9/07 | Barclays | Public Offering | Trust Preferred | \$1,200,000 | Underwriter |
| 9/07 | SunTrust Banks | Public Offering | Senior Notes | \$500,000 | Co-Manager |
| 8/07 | National City Capital Trust IV | Public Offering | Trust Preferred | \$850,000 | Underwriter |
| 8/07 | Citigroup Capital XIX | Public Offering | Trust Preferred | \$1,250,000 | Underwriter |
| 8/07 | Citigroup | Public Offering | Note | \$1,500,000 | Underwriter |
| 8/07 | FCStone Group Inc | Public Offering | Common Stock | \$93,718 | Co-Manager |
| 8/07 | Fifth Third | Public Offering | Trust Preferred | \$575,000 | Selling Group |
| 7/07 | JP Morgan Chase | Public Offering | Trust Preferred | \$700,000 | Co-Manager |
| 7/07 | Comerica Inc. | Public Offering | Senior FRN | \$150,000 | Co-Manager |
| 7/07 | Deutsche Bank Cap Fund IX | Public Offering | Trust Preferred | \$4,000,000 | Underwriter |
| 6/07 | Royal Bank of Scotland | Public Offering | Trust Preferred | \$950,000 | Underwriter |
| 6/07 | ING Groep NV | Public Offering | Trust Preferred | \$10,000 | Underwriter |
| 5/07 | Citigroup Inc | Public Offering | Subordinated Notes | \$100,000 | Underwriter |
| 5/07 | MF Global Ltd. | Public Offering | Common Stock | \$2,921,000 | Co-Manager |
| 5/07 | National City Capital Trust | Public Offering | Trust Preferred | \$500,000 | Co-Manager |
| 5/07 | Silver State Bancorp | Public Offering | Common Stock | \$30,000 | Lead Manager |
| 5/07 | Encore Bancshares | Public Offering | Common Stock | \$47,575 | Co-Manager |
| 5/07 | JMP Group | Public Offering | Common Shares | \$101,189 | Co-Manager |
| 5/07 | Huntington Capital III | Public Offering | Trust Preferred | \$250,000 | Co-Manager |
| 5/07 | Interactive Brokers Group, Inc | Public Offering | Common Stock | \$1,200,400 | Co-Manager |
| 5/07 | Wachovia Capital Trust IX | Public Offering | Trust Preferred | \$750,000 | Underwriter |
| 4/07 | People's United Financial, Inc. | Public Offering | Conversion | \$3,444,525 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|---------------------------------------|-------------------|--------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 3/07 | Comerica Bank | Public Offering | Subordinated Notes | \$250,000 | Co-Manager |
| 3/07 | NYMEX Holdings, Inc | Public Offering | Common Stock | \$955,500 | Co-Manager |
| 3/07 | FCStone Group Inc | Public Offering | Common Stock | \$140,760 | Co-Manager |
| 2/07 | Citigroup Capital Trust XVII | Public Offering | Trust Preferred | \$1,100,000 | Underwriter |
| 2/07 | Comerica Capital Trust II | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 2/07 | Wachovia Capital Trust IV | Public Offering | Trust Preferred | \$875,000 | Underwriter |
| 2/07 | Fortress Investment Group LLC | Public Offering | Common Stock | \$729,435 | Underwriter |
| 1/07 | Capital One Capital IV | Public Offering | Trust Preferred | \$500,000 | Co-Manager |
| 1/07 | USB Capital XII | Public Offering | Trust Preferred | \$535,000 | Underwriter |
| 1/07 | Alliance Bancorp Inc of Pennsylvania | Public Offering | Conversion | \$18,073 | Sole Manager |
| 1/07 | Wachovia Bank NA | Public Offering | Subordinated Notes | \$1,500,000 | Co-Manager |
| 1/07 | Public Storage, Inc. | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 12/06 | State Bancorp, Inc. | Private Placement | Common Stock | \$36,788 | Sole Placement Agent |
| 12/06 | First Keystone Financial Inc | Private Placement | Common Stock | \$6,500 | Sole Placement Agent |
| 11/06 | SunTrust Capital VIII | Public Offering | Trust Preferred | \$1,000,000 | Co-Manager |
| 11/06 | Intervest Bancshares Corp | Public Offering | Block Trade | \$10,430 | Lead Manager |
| 11/06 | Odyssey Re Holdings Corp | Public Offering | Common Stock | \$351,709 | Co-Manager |
| 11/06 | NYMEX Holdings Inc | Public Offering | Common Stock | \$441,025 | Co-Manager |
| 11/06 | Comerica Bank | Public Offering | Subordinated Notes | \$400,000 | Co-Manager |
| 11/06 | KeyCorp Capital IX | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 11/06 | Temecula Valley Bancorp | Private Placement | Private Placement | \$25,455 | Lead Manager |
| 11/06 | Citigroup Capital XVI | Public Offering | Trust Preferred | \$1,600,000 | Underwriter |
| 11/06 | OneBeacon Insurance Group, Ltd. | Public Offering | Common Stock | \$690,000 | Co-Manager |
| 11/06 | Aozora Bank Ltd (Japan) | Public Offering | Common Stock | \$3,218,171 | Co-Manager |
| 11/06 | Citizens First Corporation | Public Offering | Common Stock | \$16,560 | Lead Manager |
| 10/06 | National City Capital Trust II | Public Offering | Trust Preferred | \$750,000 | Co-Manager |
| 10/06 | Industrial & Commercial Bank of China | Public Offering | Common Stock | \$21,928,700 | Underwriter |
| 10/06 | Wachovia Corp | Public Offering | Sub FRN | \$650,000 | Co-Manager |
| 10/06 | Wachovia Corp | Public Offering | Senior FRN | \$1,000,000 | Co-Manager |
| 10/06 | Wachovia Corp | Public Offering | Subordinated Notes | \$1,250,000 | Co-Manager |
| 10/06 | Wachovia Corp | Public Offering | Senior Notes | \$1,100,000 | Co-Manager |
| 10/06 | Public Storage, Inc. | Public Offering | Trust Preferred | \$230,000 | Underwriter |
| 10/06 | Seaside National Bank & Trust | Private Placement | Private Placement | \$50,000 | Sole Manager |
| 10/06 | Tidelands Bancshares Inc. | Public Offering | Common Stock | \$18,000 | Sole Manager |
| 9/06 | Omni Financial Services Inc. | Public Offering | Common Stock | \$36,599 | Lead Manager |
| 9/06 | Sanders Morris Harris Group Inc | Public Offering | Common Stock | \$62,500 | Co-Manager |
| 9/06 | Citizens Funding Trust 1 | Public Offering | Trust Preferred | \$150,000 | Underwriter |
| 9/06 | Patriot National Bancorp | Public Offering | Common Stock | \$33,000 | Lead Manager |
| 9/06 | Porter Bancorp Inc | Public Offering | Common Stock | \$37,200 | Lead Manager |
| 9/06 | China Merchants Bank Co Ltd (China) | Public Offering | Common Stock | \$2,665,885 | Underwriter |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross | Sandler O'Neill Participation |
|-------|-----------------------------------|-------------------|-------------------------|--------------------|----------------------------------|
| | | | | Proceeds (\$000's) | |
| 9/06 | Citigroup Capital XV | Public Offering | Trust Preferred | \$1,185,000 | Underwriter |
| 8/06 | USB Capital XI | Public Offering | Trust Preferred | \$765,000 | Underwriter |
| 8/06 | Public Storage, Inc. | Public Offering | Trust Preferred | \$460,000 | Underwriter |
| 7/06 | Wachovia Corp | Public Offering | Senior Notes | \$400,000 | Co-Manager |
| 7/06 | Wachovia Corp | Public Offering | Subordinated Notes | \$600,000 | Co-Manager |
| 7/06 | IntercontinentalExchange, Inc. | Public Offering | Common Stock | \$493,041 | Co-Manager |
| 7/06 | Beverly National Corp | Public Offering | Common Stock | \$17,710 | Sole Manager |
| 7/06 | Cowen Group Inc | Public Offering | Common Stock | \$184,278 | Co-Manager |
| 6/06 | New Century Bancorp Inc | Public Offering | Common Stock | \$21,275 | Co-Manager |
| 6/06 | Citigroup Capital XIV | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 6/06 | Home Bancshares | Public Offering | Common Stock | \$51,750 | Co-Manager |
| 6/06 | KeyCorp Capital VIII | Public Offering | Trust Preferred | \$250,000 | Underwriter |
| 6/06 | 1st Franklin | Public Offering | Asset Backed Securities | \$825,000 | Co-Manager |
| 5/06 | Capital One Capital II | Public Offering | Trust Preferred | \$345,000 | Underwriter |
| 5/06 | Bank of China | Public Offering | Common Stock | \$11,185,949 | Underwriter |
| 5/06 | Thomas Weisel Partners | Public Offering | Common Stock | \$135,355 | Co-Manager |
| 5/06 | GFI Group Inc. | Public Offering | Common Stock | \$167,180 | Underwriter |
| 5/06 | Penson Worldwide Inc. | Public Offering | Common Stock | \$145,960 | Co-Manager |
| 5/06 | Security Bank Corporation | Public Offering | Common Stock | \$38,166 | Sole Manager |
| 5/06 | NYSE Group | Public Offering | Common Stock | \$1,537,500 | Underwriter |
| 5/06 | NBC Capital Corp | Public Offering | Common Stock | \$53,820 | Underwriter |
| 4/06 | Nasdaq Stock Market | Public Offering | Common Stock | \$691,160 | Co-Manager |
| 4/06 | USB Capital X | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 3/06 | Soundview HE 2006-2 | Private Placement | Asset Backed Securities | \$810,100 | Co-Manager |
| 3/06 | Soundview HE 2006-OPT2 | Private Placement | Asset Backed Securities | \$1,600,000 | Co-Manager |
| 3/06 | Soundview HE 2006-OPT2 | Private Placement | Asset Backed Securities | \$776,000 | Co-Manager |
| 3/06 | Compass Bank | Public Offering | Subordinated Notes | \$275,000 | Co-Manager |
| 3/06 | CapitalSource Inc | Public Offering | Common Stock | \$413,600 | Co-Manager |
| 3/06 | Soundview HE 2006-OPT1 | Private Placement | Asset Backed Securities | \$1,046,775 | Co-Manager |
| 3/06 | Wachovia Bank NA | Public Offering | Subordinated Notes | \$750,000 | Underwriter |
| 3/06 | Wachovia Bank NA | Public Offering | Subordinated Notes | \$700,000 | Underwriter |
| 3/06 | Wachovia Corp | Public Offering | Senior Notes | \$750,000 | Underwriter |
| 3/06 | Wachovia Corp | Public Offering | Senior Notes | \$800,000 | Underwriter |
| 2/06 | Nasdaq Stock Market | Public Offering | Common Stock | \$639,181 | Co-Manager |
| 2/06 | Soundview HE 2006-1 | Private Placement | Asset Backed Securities | \$771,000 | Co-Manager |
| 1/06 | Fulton Financial Corp | Public Offering | Trust Preferred | \$150,000 | Lead Manager |
| 12/05 | CRM Holdings, Ltd. | Public Offering | Common Stock | \$115,000 | Joint-Lead Manager |
| 12/05 | International Securities Exchange | Public Offering | Common Stock | \$240,000 | Co-Manager |
| 11/05 | E*Trade Financial | Public Offering | Common Stock | \$650,000 | Co-Manager |
| 11/05 | E*Trade Financial | Public Offering | Registered Equity Units | \$450,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|---------------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 11/05 | Wachovia Student Loan Trust 2005-1 | Public Offering | Asset Backed Securities | \$1,800,000 | Co-Manager |
| 11/05 | United Community Banks, Inc. | Public Offering | Common Stock | \$43,080 | Lead Manager |
| 11/05 | IntercontinentalExchange, Inc. | Public Offering | Common Stock | \$478,340 | Co-Manager |
| 11/05 | First American International Bank | Private Placement | Common Stock | \$21,200 | Sole Placement Agent |
| 11/05 | Zions Bancorporation | Public Offering | Notes | \$600,000 | Co-Manager |
| 10/05 | CBOT Holdings, Inc. | Public Offering | Common Stock | \$198,000 | Co-Manager |
| 10/05 | Navigators Group, Inc. | Public Offering | Common Stock | \$130,930 | Co-Manager |
| 10/05 | Appalachian Bancshares Inc. | Public Offering | Common Stock | \$20,082 | Sole Manager |
| 10/05 | Coast Financial Holdings Inc. | Public Offering | Common Stock | \$42,562 | Lead Manager |
| 9/05 | State National Bancshares Inc. | Public Offering | Common Stock | \$49,600 | Co-Manager |
| 9/05 | Magnet Bank | Private Placement | Common Stock | \$50,000 | Joint Lead Placement Agent |
| 9/05 | Lydian Private Bank | Public Offering | REIT Perpetual Preferred | \$15,000 | Sole Manager |
| 9/05 | North Pointe Holdings Corp. | Public Offering | Common Stock | \$50,700 | Co-Manager |
| 9/05 | Patriot National Bancorp, Inc. | Public Offering | Common Stock | \$12,000 | Sole Manager |
| 9/05 | Independence Community Bank | Public Offering | Senior Notes | \$250,000 | Co-Manager |
| 9/05 | BNCCORP, INC. | Private Placement | Common Stock | \$6,610 | Sole Placement Agent |
| 8/05 | MMCAPS Funding XVII, Corp. | Private Placement | Notes - Pooled Trust Preferred | \$312,500 | Lead Manager |
| 8/05 | National Financial Partners | Public Offering | Common Stock | \$301,503 | Co-Manager |
| 8/05 | Refco Inc. | Public Offering | Common Stock | \$670,450 | Co-Manager |
| 8/05 | Intervest Bancshares Corp. | Public Offering | Common Stock | \$28,371 | Co-Manager |
| 8/05 | Brooke Corp. | Public Offering | Common Stock | \$33,062 | Lead Manager |
| 8/05 | Republic Companies Group Inc. | Public Offering | Common Stock | \$84,000 | Co-Manager |
| 7/05 | Square 1 | Private Placement | Common Stock | \$105,000 | Sole Placement Agent |
| 7/05 | Citigroup, Inc. | Public Offering | Subordinated Notes | \$1,250,000 | Underwriter |
| 7/05 | Wachovia Corporation | Public Offering | Senior Notes | \$800,000 | Co-Manager |
| 7/05 | W.R. Berkley | Public Offering | Trust Preferred | \$250,000 | Underwriter |
| 7/05 | Transcommunity Financial Corp. | Public Offering | Common Stock | \$18,400 | Sole Manager |
| 7/05 | Valley National Bank | Public Offering | Subordinated Notes | \$100,000 | Lead Manager |
| 6/05 | BB&T Corp. | Public Offering | Subordinated Notes | \$400,000 | Co-Manager |
| 6/05 | Western Alliance Bancorporation | Public Offering | Common Stock | \$92,400 | Lead Manager |
| 6/05 | KKR Financial Corp. | Public Offering | Common Stock | \$900,000 | Co-Manager |
| 6/05 | Beach First National Bancshares, Inc. | Public Offering | Common Stock | \$21,563 | Sole Manager |
| 5/05 | Wachovia Corporation | Public Offering | Senior Notes | \$750,000 | Co-Manager |
| 5/05 | Cardinal Financial Corp. | Public Offering | Common Stock | \$42,694 | Underwriter |
| 5/05 | Odyssey Re Holdings | Public Offering | Senior Notes | \$125,000 | Co-Manager |
| 5/05 | Lazard Ltd. | Public Offering | Common Stock | \$854,580 | Underwriter |
| 4/05 | National Atlantic Holdings Corp. | Public Offering | Common Stock | \$79,800 | Co-Manager |
| 4/05 | FedFirst Financial Corp. | Public Offering | Common Stock | \$29,756 | Sole Manager |
| 3/05 | Signature Bank | Public Offering | Common Stock | \$413,351 | Co-Manager |
| 3/05 | Fulton Financial Corporation | Private Placement | Subordinated Notes | \$100,000 | Lead Placement Agent |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|---|-------------------|--------------------------------|------------------------|-------------------------------|
| 3/05 | Compass Bank NA | Private Placement | Subordinated Notes | \$300,000 | Co-Manager |
| 3/05 | International Securities Exchange | Public Offering | Common Stock | \$208,021 | Underwriter |
| 3/05 | Central Pacific Financial Corp. | Public Offering | Common Stock | \$68,425 | Co-Manager |
| 3/05 | Tidelands Bancshares Inc. | Private Placement | Common Stock | \$16,007 | Lead Manager |
| 2/05 | Preferred Bank | Public Offering | Common Stock | \$92,644 | Lead Manager |
| 2/05 | Nasdaq Stock Market Inc. | Public Offering | Common Stock | \$178,500 | Co-Manager |
| 1/05 | Wachovia Bank NA | Public Offering | Subordinated Notes | \$1,200,000 | Co-Manager |
| 1/05 | Wachovia Bank NA | Public Offering | Notes | \$475,000 | Co-Manager |
| 1/05 | OptionsXpress Holdings | Public Offering | Common Stock | \$227,700 | Co-Manager |
| 1/05 | Seabright Insurance Holdings Inc. | Public Offering | Common Stock | \$90,560 | Underwriter |
| 12/04 | KMG America Corp. | Public Offering | Common Stock | \$206,482 | Underwriter |
| 12/04 | Wintrust Financial Corp. | Public Offering | Common Stock | \$71,400 | Co-Manager |
| 11/04 | Marshall & Ilsley Bank | Public Offering | Subordinated Notes | \$300,000 | Co-Manager |
| 11/04 | U.S. Capital Funding III | Private Placement | Notes - Pooled Trust Preferred | \$239,300 | Lead Manager |
| 10/04 | Pennsylvania Commerce BanCorp | Public Offering | Common Stock | \$22,540 | Lead Manager |
| 10/04 | Tower Group Inc. | Public Offering | Common Stock | \$127,075 | Underwriter |
| 10/04 | BB&T Corp. | Public Offering | Subordinated Notes | \$600,000 | Co-Manager |
| 10/04 | Wachovia Bank NA | Public Offering | Notes | \$250,000 | Co-Manager |
| 10/04 | Wachovia Bank NA | Public Offering | Subordinated Notes | \$750,000 | Co-Manager |
| 10/04 | Boston Private Financial Holdings, Inc. | Private Placement | Convertible Trust Preferred | \$105,000 | Co-Manager |
| 9/04 | Valley BanCorp. | Public Offering | Common Stock | \$19,150 | Lead Manager |
| 9/04 | JP Morgan Capital Trust XIV | Public Offering | Preferred | \$550,000 | Underwriter |
| 9/04 | Signature Bank | Public Offering | Common Stock | \$133,830 | Co-Manager |
| 9/04 | Greenville First Bancshares Inc. | Public Offering | Common Stock | \$16,450 | Lead Manager |
| 9/04 | JP Morgan Chase | Public Offering | Subordinated Notes | \$2,000,000 | Co-Manager |
| 8/04 | Archipelago Holdings Inc. | Public Offering | Common Stock | \$145,475 | Underwriter |
| 8/04 | Placer Sierra Bancshares | Public Offering | Common Stock | \$130,230 | Underwriter |
| 8/04 | Texas United Bancshares Inc. | Public Offering | Common Stock | \$39,100 | Underwriter |
| 8/04 | Columbia Financial Capital Trust I | Private Placement | Trust Preferred | \$50,000 | Sole Manager |
| 7/04 | Alabama National BanCorporation | Public Offering | Common Stock | \$52,980 | Underwriter |
| 7/04 | Wachovia Corp. | Public Offering | Notes | \$1,100,000 | Co-Manager |
| 7/04 | Wachovia Corp. | Public Offering | Notes | \$2,400,000 | Co-Manager |
| 7/04 | Wachovia Corp. | Public Offering | Subordinated Notes | \$1,500,000 | Co-Manager |
| 7/04 | Affirmative Insurance Holdings Inc. | Public Offering | Common Stock | \$131,530 | Co-Manager |
| 7/04 | Partners Trust Financial Group | Public Offering | Common Stock | \$148,750 | Lead Manager |
| 6/04 | Emigrant BanCorp., Inc. | Private Placement | Senior Notes | \$200,000 | Co-Manager |
| 6/04 | US Capital Funding II | Private Placement | Notes - Pooled Trust Preferred | \$348,600 | Lead Manager |
| 6/04 | E*Trade Financial | Private Placement | Senior Notes | \$400,000 | Co-Manager |
| 5/04 | Virginia Commerce BanCorp., Inc. | Public Offering | Common Stock | \$23,439 | Lead Manager |
| 5/04 | J.P. Morgan Chase & Co. | Public Offering | Notes | \$1,100,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|---|-------------------|--------------------------------|------------------------|-------------------------------|
| 5/04 | Genworth Financial | Public Offering | Common Stock | \$2,855,580 | Underwriter |
| 4/04 | Susquehanna Bancshares, Inc. | Private Placement | Subordinated Notes | \$75,000 | Co-Manager |
| 4/04 | Security Bank Corp. | Public Offering | Common Stock | \$20,460 | Lead Manager |
| 4/04 | Wainwright Bank & Trust Co. | Public Offering | Common Stock | \$14,180 | Co-Manager |
| 4/04 | Assured Guaranty Ltd. | Public Offering | Common Stock | \$882,000 | Underwriter |
| 4/04 | ProCentury Corp. | Public Offering | Common Stock | \$93,450 | Underwriter |
| 4/04 | USI Holdings Corp. | Public Offering | Common Stock | \$165,300 | Underwriter |
| 4/04 | Webster Financial Corp. | Public Offering | Senior Notes | \$150,000 | Lead Manager |
| 4/04 | Wells Fargo Capital Trust IX | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 3/04 | Prudential Financial | Public Offering | Notes | \$500,000 | Co-Manager |
| 3/04 | National Financial Partners | Public Offering | Common Stock | \$222,200 | Co-Manager |
| 3/04 | Everest Re Capital Trust II | Public Offering | Trust Preferred | \$280,000 | Underwriter |
| 3/04 | Signature Bank | Public Offering | Common Stock | \$96,255 | Underwriter |
| 3/04 | First Financial Holdings | Private Placement | Preferred | \$45,000 | Lead Manager |
| 3/04 | ALESCO Preferred Funding III | Private Placement | Notes - Pooled Trust Preferred | \$362,700 | Lead Manager |
| 3/04 | XL Capital Ltd. | Public Offering | Preferred | \$750,000 | Co-Manager |
| 3/04 | Independence Community Bank | Exempt | Subordinated Notes | \$250,000 | Co-Manager |
| 3/04 | Dime Community Capital I | Private Placement | Preferred | \$70,000 | Lead Manager |
| 2/04 | Willis Group Holdings, Inc. | Public Offering | Common Stock | \$880,210 | Underwriter |
| 2/04 | Sovereign BanCorp. | Public Offering | Preferred | \$800,000 | Co-Manager |
| 2/04 | US Capital Funding I | Private Placement | Notes - Pooled Trust Preferred | \$215,350 | Lead Manager |
| 2/04 | Bristol West Holdings Inc. | Public Offering | Common Stock | \$345,000 | Underwriter |
| 2/04 | ABN AMRO Capital Funding Trust | Public Offering | Preferred | \$1,800,000 | Underwriter |
| 2/04 | Impac Mortgage Holdings Inc. | Public Offering | Common Stock | \$112,125 | Co-Manager |
| 2/04 | Wachovia Corp. | Public Offering | Notes | \$500,000 | Co-Manager |
| 2/04 | Wachovia Corp. | Public Offering | Subordinated Notes | \$900,000 | Co-Manager |
| 2/04 | Wachovia Corp. | Public Offering | Senior Notes | \$1,250,000 | Co-Manager |
| 2/04 | The BanCorp Bank | Public Offering | Common Stock | \$89,840 | Co-Manager |
| 1/04 | Goldman Sachs Group, Inc. | Public Offering | Senior Notes | \$1,500,000 | Co-Manager |
| 12/03 | Impac Mortgage Holdings Inc. | Public Offering | Common Stock | \$40,825 | Joint-Lead Manager |
| 12/03 | Cardinal Financial Corp. | Public Offering | Common Stock | \$44,730 | Underwriter |
| 12/03 | Franklin Bank Corp. | Public Offering | Common Stock | \$154,210 | Co-Manager |
| 12/03 | BB&T Corp. | Public Offering | Subordinated Notes | \$1,000,000 | Co-Manager |
| 12/03 | ALESCO Preferred Funding II | Private Placement | Notes - Pooled Trust Preferred | \$348,600 | Lead Manager |
| 12/03 | Lydian Private Bank | Private Placement | Preferred | \$15,000 | Lead Manager |
| 12/03 | Sun BanCorp. Inc. | Public Offering | Common Stock | \$28,300 | Lead Manager |
| 12/03 | Boston Private Financial Holdings, Inc. | Public Offering | Common Stock | \$105,973 | Joint-Lead Manager |
| 12/03 | Inc.apS Funding II | Private Placement | Notes - Pooled Trust Preferred | \$313,100 | Lead Manager |
| 11/03 | WestCorp. | Public Offering | Common Stock | \$182,000 | Underwriter |
| 11/03 | Ameritrade Holding Corp. | Public Offering | Common Stock | \$543,000 | Underwriter |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|----------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 11/03 | First Midwest Capital Trust | Private Placement | Preferred | \$125,000 | Co-Manager |
| 11/03 | State Auto Financial | Private Placement | Senior Notes | \$100,000 | Co-Manager |
| 11/03 | The South Financial Group | Public Offering | Common Stock | \$148,500 | Joint-Lead Manager |
| 11/03 | JP Morgan Chase | Public Offering | Senior Notes | \$750,000 | Co-Manager |
| 10/03 | Roslyn Real Estate Asset Corp. | Private Placement | Preferred | \$102,000 | Joint-Lead Manager |
| 10/03 | Navigators Group, Inc. | Public Offering | Common Stock | \$114,000 | Co-Manager |
| 9/03 | JP Morgan Capital Trust XII | Public Offering | Trust Preferred | \$400,000 | Underwriter |
| 9/03 | JP Morgan Chase & Co. | Public Offering | Notes | \$50,000 | Co-Manager |
| 9/03 | Fannie Mae | Public Offering | Preferred | \$225,000 | Co-Manager |
| 9/03 | National Financial Partners | Public Offering | Common Stock | \$208,000 | Co-Manager |
| 9/03 | ALESCO Preferred Funding I | Private Placement | Notes - Pooled Trust Preferred | \$344,100 | Sole Placement Agent |
| 9/03 | Wintrust Financial Corp. | Public Offering | Common Stock | \$43,000 | Co-Manager |
| 9/03 | Commerce Bancorp. Inc. | Public Offering | Common Stock | \$218,000 | Co-Manager |
| 9/03 | JP Morgan Chase & Co. | Public Offering | Notes | \$100,000 | Co-Manager |
| 9/03 | Colonial Capital Trust IV | Public Offering | Trust Preferred | \$100,000 | Co-Manager |
| 9/03 | Citigroup Capital Trust X | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 8/03 | Texas Capital Bancshares, Inc. | Public Offering | Common Stock | \$75,900 | Co-Manager |
| 7/03 | PrivateBancorp. Inc. | Public Offering | Common Stock | \$61,000 | Underwriter |
| 7/03 | Fleet Capital Trust IX | Public Offering | Trust Preferred | \$175,000 | Underwriter |
| 7/03 | Wachovia Bank | Exempt | Subordinated Notes | \$500,000 | Co-Manager |
| 7/03 | Wachovia Corp. | Public Offering | Senior Notes | \$750,000 | Co-Manager |
| 7/03 | JP Morgan Chase & Co. | Public Offering | Notes | \$125,000 | Co-Manager |
| 7/03 | Wells Fargo Capital Trust VIII | Public Offering | Trust Preferred | \$200,000 | Underwriter |
| 7/03 | Scottish Annuity & Life Holdings | Public Offering | Common Stock | \$166,000 | Underwriter |
| 7/03 | JP Morgan Chase & Co. | Public Offering | Senior Notes | \$300,000 | Co-Manager |
| 7/03 | KeyCorp. Capital IV | Public Offering | Preferred | \$175,000 | Underwriter |
| 7/03 | Harleysville Group Inc. | Public Offering | Senior Notes | \$100,000 | Co-Manager |
| 6/03 | ABN AMRO Capital Funding Trust | Public Offering | Preferred | \$1,250,000 | Underwriter |
| 6/03 | NCRIC Group, Inc. | Public Offering | Common Stock | \$41,400 | Lead Manager |
| 6/03 | Old Second Bancorp. Inc. | Public Offering | Common Stock | \$27,000 | Underwriter |
| 6/03 | American Financial Realty Trust | Public Offering | Common Stock | \$804,280 | Underwriter |
| 6/03 | Independence Community Bank | Private Placement | Subordinated Notes | \$150,000 | Co-Manager |
| 6/03 | Royal Bank of Scotland | Public Offering | Preferred | \$850,000 | Underwriter |
| 6/03 | JP Morgan Chase & Co. | Public Offering | Preferred | \$1,000,000 | Underwriter |
| 6/03 | Fannie Mae | Public Offering | Preferred | \$460,000 | Co-Manager |
| 6/03 | Wachovia Preferred Funding | Public Offering | Preferred | \$300,000 | Underwriter |
| 5/03 | PMA Capital Corp. | Public Offering | Senior Notes | \$50,000 | Co-Manager |
| 5/03 | PennFed Financial Services, Inc. | Private Placement | Preferred | \$30,000 | Sole Manager |
| 5/03 | BankUnited Financial Corp. | Public Offering | Common Stock | \$72,800 | Co-Manager |
| 5/03 | Bank One NA | Public Offering | Notes | \$128,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|------------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 5/03 | General Motors | Public Offering | Senior Notes | \$1,000,000 | Underwriter |
| 5/03 | Inc.apS Funding I | Private Placement | Notes - Pooled Trust Preferred | \$386,000 | Sole Placement Agent |
| 5/03 | Delphi Financial Group | Public Offering | Senior Notes | \$125,000 | Co-Manager |
| 5/03 | Citigroup Inc. | Public Offering | Notes | \$1,500,000 | Co-Manager |
| 5/03 | Ace Limited | Public Offering | Preferred | \$575,000 | Underwriter |
| 5/03 | Bank One NA | Public Offering | Notes | \$290,000 | Co-Manager |
| 5/03 | PartnerRe Ltd. | Public Offering | Preferred | \$260,000 | Underwriter |
| 5/03 | UnumProvident Corp. | Public Offering | Common Stock | \$575,000 | Underwriter |
| 4/03 | Willis Group Holdings Ltd | Public Offering | Common Stock | \$734,000 | Underwriter |
| 4/03 | Prudential Financial | Public Offering | Notes | \$500,000 | Co-Manager |
| 4/03 | Wells Fargo Capital Trust | Public Offering | Trust Preferred | \$500,000 | Underwriter |
| 4/03 | Mercantile Bankshares | Private Placement | Subordinated Notes | \$300,000 | Co-Manager |
| 4/03 | Countrywide Capital IV | Public Offering | Preferred | \$500,000 | Underwriter |
| 4/03 | Wilmington Trust Corp. | Private Placement | Subordinated Notes | \$250,000 | Co-Manager |
| 3/03 | MMCounty Funding IX, Ltd. | Private Placement | Notes - Pooled Trust Preferred | \$314,000 | Joint-Lead Manager |
| 3/03 | Goldman Sachs Group, Inc. | Public Offering | Notes | \$1,000,000 | Co-Manager |
| 3/03 | M&T Bank Corp. | Public Offering | Subordinated Notes | \$400,000 | Co-Manager |
| 3/03 | Greater Bay BanCorp. | Private Placement | Senior Notes | \$150,000 | Co-Manager |
| 3/03 | Bank One NA | Public Offering | Notes | \$50,000 | Co-Manager |
| 3/03 | Independent Bank Corp. | Public Offering | Preferred | \$50,600 | Underwriter |
| 3/03 | Sky Financial Group Inc. | Private Placement | Subordinated Notes | \$50,000 | Sole Manager |
| 3/03 | Sovereign Bank | Private Placement | Subordinated Notes | \$500,000 | Co-Manager |
| 3/03 | JP Morgan Chase | Public Offering | Notes | \$2,800,000 | Co-Manager |
| 2/03 | JP Morgan Chase | Public Offering | Notes | \$2,040,000 | Co-Manager |
| 2/03 | Bank One Corporation | Public Offering | Notes | \$785,000 | Co-Manager |
| 2/03 | Synovus Financial Corp. | Private Placement | Subordinated Notes | \$300,000 | Co-Manager |
| 2/03 | Bank One NA Illinois | Public Offering | Notes | \$60,000 | Co-Manager |
| 2/03 | Yardville National BanCorp. | Private Placement | Preferred | \$15,000 | Sole Manager |
| 2/03 | Citigroup Inc. | Public Offering | Subordinated Notes | \$1,000,000 | Co-Manager |
| 2/03 | FleetBoston Financial | Public Offering | Senior Notes | \$500,000 | Co-Manager |
| 2/03 | Citigroup Capital Trust IX | Public Offering | Preferred | \$1,100,000 | Underwriter |
| 1/03 | Bank One NA | Public Offering | Notes | \$50,000 | Co-Manager |
| 1/03 | Bank One NA | Public Offering | Notes | \$50,000 | Co-Manager |
| 1/03 | JP Morgan Chase | Public Offering | Subordinated Notes | \$750,000 | Co-Manager |
| 1/03 | JP Morgan Chase | Public Offering | Senior Notes | \$1,000,000 | Co-Manager |
| 1/03 | Bank One NA | Public Offering | Notes | \$260,000 | Co-Manager |
| 1/03 | Bank One NA | Public Offering | Notes | \$150,000 | Underwriter |
| 1/03 | Webster Financial Corp. | Public Offering | Subordinated Notes | \$200,000 | Co-Manager |
| 1/03 | Provident Financial Services, Inc. | Conversion | Common Stock | \$596,000 | Sole Manager |
| 12/02 | Commercial Capital BanCorp., Inc. | Public Offering | Common Stock | \$43,000 | Lead Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|--------------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 12/02 | Peoples BanCorp. Inc. | Public Offering | Common Stock | \$39,740 | Lead Manager |
| 12/02 | Yardville National BanCorp. | Public Offering | Common Stock | \$37,380 | Co-Manager |
| 12/02 | TPREF Funding III | Private Placement | Notes - Pooled Trust Preferred | \$372,500 | Lead Manager |
| 12/02 | Wachovia Preferred Funding | Public Offering | Preferred | \$450,000 | Underwriter |
| 11/02 | Bank One NA | Public Offering | Notes | \$100,000 | Co-Manager |
| 11/02 | Fannie Mae | Public Offering | Preferred | \$700,000 | Co-Manager |
| 11/02 | W.R. Berkley | Public Offering | Common Stock | \$153,000 | Underwriter |
| 11/02 | Safeco Corporation | Public Offering | Common Stock | \$345,300 | Underwriter |
| 11/02 | Everest Reinsurance Holdings, Inc. | Public Offering | Preferred | \$210,000 | Underwriter |
| 11/02 | Pro Assurance Corporation | Public Offering | Common Stock | \$51,700 | Co-Manager |
| 11/02 | Hilb, Rogal & Hamilton Company | Public Offering | Common Stock | \$68,700 | Co-Manager |
| 11/02 | Roslyn BanCorp., Inc. | Public Offering | Senior Notes | \$115,000 | Lead Manager |
| 11/02 | Harrington West Financial | Public Offering | Common Stock | \$13,440 | Underwriter |
| 11/02 | First Republic Bank | Public Offering | Asset-Backed Securities | \$380,000 | Co-Manager |
| 10/02 | General Motors Acceptance Corp. | Public Offering | Notes | \$152,000 | Joint-Lead Manager |
| 10/02 | Susquehanna Bancshares | Private Placement | Subordinated Notes | \$75,000 | Joint-Lead Manager |
| 10/02 | Atlantic Liberty Financial Group | Conversion | Common Stock | \$17,000 | Sole Manager |
| 10/02 | New York Community BanCorp., Inc. | Public Offering | Convertible Security | \$275,000 | Co-Manager |
| 10/02 | Platinum Underwriters Holdings, Ltd. | Public Offering | Common Stock | \$743,000 | Underwriter |
| 10/02 | Bank One NA | Public Offering | Notes | \$100,000 | Co-Manager |
| 10/02 | Bank One Corporation | Public Offering | Notes | \$90,000 | Co-Manager |
| 10/02 | TPREF Funding II | Private Placement | Notes - Pooled Trust Preferred | \$577,150 | Joint-Lead Manager |
| 10/02 | PMA Capital Corporation | Public Offering | Convertible Debenture | \$86,250 | Co-Manager |
| 10/02 | Gold Banc Corp. Inc. | Public Offering | Common Stock | \$50,300 | Co-Manager |
| 10/02 | UCBH Holdings Inc. | Private Placement | Preferred | \$38,000 | Joint-Lead Manager |
| 10/02 | Astoria Financial | Private Placement | Senior Notes | \$200,000 | Co-Manager |
| 10/02 | TierOne Corporation | Conversion | Common Stock | \$221,000 | Sole Manager |
| 9/02 | Sky Bank | Private Placement | Subordinated Notes | \$65,000 | Joint-Lead Manager |
| 9/02 | Selective Insurance Group, Inc. | Private Placement | Convertible Notes | \$305,000 | Co-Manager |
| 9/02 | BB&T Corp. | Public Offering | Subordinated Notes | \$500,000 | Co-Manager |
| 8/02 | Impac Mortgage Holdings Inc. | Public Offering | Common Stock | \$28,500 | Co-Manager |
| 8/02 | W Holding Company | Public Offering | Common Stock | \$103,600 | Underwriter |
| 8/02 | Zions Capital Trust | Public Offering | Preferred | \$285,000 | Underwriter |
| 8/02 | First Republic Bank | Public Offering | Asset-Backed Securities | \$407,900 | Co-Manager |
| 8/02 | MB Financial Inc. | Public Offering | Preferred | \$59,800 | Co-Manager |
| 7/02 | North Fork BanCorp. | Private Placement | Notes | \$500,000 | Co-Manager |
| 7/02 | R&G Financial Corporation | Public Offering | Common Stock | \$76,500 | Co-Manager |
| 7/02 | Bank One Corporation | Public Offering | Notes | \$570,000 | Co-Manager |
| 7/02 | CIT Group Inc. | Public Offering | Common Stock | \$4,600,000 | Underwriter |
| 6/02 | TPref Funding I, Ltd. | Private Placement | Notes - Pooled Trust Preferred | \$582,000 | Joint-Lead Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|------|--|-------------------|--------------------------------|------------------------|-------------------------------|
| 6/02 | JP Morgan Chase | Public Offering | Notes | \$50,000 | Co-Manager |
| 6/02 | Impac Mortgage Holdings Inc. 2002-3 | Public Offering | Asset-Backed Securities | \$745,000 | Co-Manager |
| 6/02 | Bank One | Public Offering | Notes | \$110,000 | Co-Manager |
| 6/02 | JP Morgan Chase | Public Offering | Notes | \$91,000 | Co-Manager |
| 6/02 | Carolina First Mortgage Loan Trust | Private Placement | Preferred | \$51,600 | Sole Manager |
| 6/02 | Veridian Corporation | Public Offering | Common Stock | \$248,000 | Underwriter |
| 5/02 | Associated Banc-Corp. | Public Offering | Preferred | \$175,000 | Co-Manager |
| 5/02 | JP Morgan Chase | Public Offering | Notes | \$90,000 | Co-Manager |
| 5/02 | JP Morgan Chase | Public Offering | Notes | \$2,000,000 | Co-Manager |
| 5/02 | JP Morgan Chase | Public Offering | Notes | \$1,386,000 | Co-Manager |
| 5/02 | Salomon Brothers Mortgage Securities VII | Public Offering | Asset-Backed Securities | \$248,000 | Co-Manager |
| 5/02 | Chittenden Capital | Public Offering | Preferred | \$125,000 | Underwriter |
| 5/02 | Sequoia VII | Public Offering | Asset-Backed Securities | \$555,000 | Co-Manager |
| 5/02 | Charter One Bank | Private Placement | Subordinated Notes | \$400,000 | Co-Manager |
| 5/02 | Countrywide Credit Industries, Inc. | Private Placement | Notes | \$25,000 | Sole Manager |
| 5/02 | New York Community Bank | Public Offering | Common Stock | \$170,000 | Joint-Lead Manager |
| 5/02 | Polo Ralph Lauren Corporation | Public Offering | Common Stock | \$322,000 | Underwriter |
| 4/02 | Heritage Property Investments Trust | Public Offering | Common Stock | \$454,000 | Underwriter |
| 4/02 | Greater Bay Bancorp. | Private Placement | Convertible Senior Notes | \$200,000 | Joint-Lead Manager |
| 4/02 | First Merchants Corporation | Public Offering | Preferred | \$53,200 | Underwriter |
| 4/02 | Sequoia VI | Public Offering | Asset-Backed Securities | \$502,000 | Co-Manager |
| 4/02 | Old National Bancorp. | Public Offering | Preferred | \$100,000 | Underwriter |
| 4/02 | Bank One Corp. | Public Offering | Notes | \$100,000 | Co-Manager |
| 4/02 | Scottish Annuity & Life Holdings Ltd. | Public Offering | Common Stock | \$123,190 | Underwriter |
| 4/02 | Partners Trust Financial Services | Conversion | Common Stock | \$63,976 | Sole Manager |
| 3/02 | MM Community Funding III, Ltd. | Private Placement | Notes - Pooled Trust Preferred | \$540,000 | Co-Manager |
| 3/02 | Travelers Property Casualty Corp. | Public Offering | Common Stock | \$4,273,500 | Underwriter |
| 3/02 | Wells Fargo & Co. | Public Offering | Preferred | \$450,000 | Underwriter |
| 3/02 | The Banc Corporation | Public Offering | Common Stock | \$21,000 | Lead Manager |
| 3/02 | JP Morgan Chase | Public Offering | Notes | \$141,500 | Co-Manager |
| 3/02 | Bank One NA | Public Offering | Notes | \$1,500,000 | Co-Manager |
| 3/02 | Roslyn Preferred Trust I | Private Placement | Preferred | \$63,000 | Sole Manager |
| 3/02 | Compass Capital Trust II | Public Offering | Preferred | \$300,000 | Underwriter |
| 3/02 | Colonial Capital Trust II | Public Offering | Preferred | \$100,000 | Co-Manager |
| 3/02 | Brown & Brown | Public Offering | Common Stock | \$181,125 | Underwriter |
| 3/02 | Commerce Bancorp., Inc. | Conversion | Common Stock | \$200,000 | Co-Manager |
| 3/02 | FleetBoston Financial Corporation | Public Offering | Preferred | \$534,000 | Underwriter |
| 2/02 | General Motors Corporation | Public Offering | Convertible Debt | \$3,750,000 | Underwriter |
| 2/02 | JP Morgan Chase | Public Offering | Notes | \$1,500,000 | Underwriter |
| 2/02 | Banknorth Capital Trust II | Public Offering | Preferred | \$200,000 | Co-Manager |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|------------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 2/02 | Impac Mortgage Holdings, Inc. | Public Offering | Common Stock | \$61,880 | Co-Manager |
| 1/02 | Cupertino National Bank | Private Placement | Preferred | \$15,000 | Sole Manager |
| 1/02 | JP Morgan Chase | Public Offering | Notes | \$826,000 | Co-Manager |
| 1/02 | BAC Capital Trust II | Public Offering | Preferred | \$900,000 | Underwriter |
| 1/02 | JP Morgan Chase | Public Offering | Preferred | \$1,000,000 | Underwriter |
| 1/02 | Washington Mutual, Inc. | Public Offering | Senior Notes | \$1,000,000 | Co-Manager |
| 1/02 | First Republic Bank | Public Offering | Preferred | \$40,000 | Co-Manager |
| 12/01 | Wells Fargo & Co. | Public Offering | Medium Term Notes | \$50,000 | Sole Manager |
| 12/01 | American Pharmaceuticals | Public Offering | Common Stock | \$244,000 | Underwriter |
| 12/01 | Prudential Financial, Inc. | Public Offering | Common Stock | \$3,428,000 | Underwriter |
| 12/01 | Sovereign BanCorp. | Public Offering | Preferred | \$100,000 | Co-Manager |
| 12/01 | Washington Mutual, Inc. | Public Offering | Asset-Backed Securities | \$829,000 | Co-Manager |
| 12/01 | First Leesport BanCorp., Inc. | Rights Offering | Common Stock | \$15,600 | Sole Manager |
| 12/01 | Ceres Group, Inc. | Public Offering | Common Stock | \$51,520 | Co-Manager |
| 12/01 | PMA Capital Corp. | Public Offering | Common Stock | \$166,620 | Co-Manager |
| 12/01 | National Commerce Fin. Corp. | Public Offering | Preferred | \$200,000 | Co-Manager |
| 12/01 | SunTrust Banks, Inc. | Public Offering | Preferred | \$300,000 | Underwriter |
| 11/01 | National City Bank | Public Offering | Subordinated Notes | \$500,000 | Co-Manager |
| 11/01 | Thornburg Mortgage Inc. | Public Offering | Common Stock | \$70,300 | Underwriter |
| 11/01 | Fisher & Paykel Industries Ltd. | Public Offering | Common Stock | \$91,000 | Underwriter |
| 11/01 | National City Corporation | Public Offering | Subordinated Notes | \$500,000 | Co-Manager |
| 11/01 | Roslyn BanCorp., Inc. | Public Offering | Senior Notes | \$75,000 | Sole Manager |
| 11/01 | FleetBoston Financial Corporation | Public Offering | Senior Notes | \$1,000,000 | Co-Manager |
| 11/01 | MM Community Funding II, Ltd. | Private Placement | Notes - Pooled Trust Preferred | \$766,000 | Co-Manager |
| 11/01 | Washington Mutual, Inc. | Public Offering | Asset-Backed Securities | \$706,710 | Co-Manager |
| 11/01 | First Republic Bank | Public Offering | Asset-Backed Securities | \$404,716 | Co-Manager |
| 11/01 | Anthem, Inc. | Public Offering | Common Stock | \$1,728,000 | Underwriter |
| 11/01 | Clark/Bardes, Inc. | Public Offering | Common Stock | \$70,000 | Underwriter |
| 11/01 | WR Berkely Corporation | Public Offering | Common Stock | \$205,000 | Underwriter |
| 11/01 | Willis Group | Public Offering | Common Stock | \$424,000 | Underwriter |
| 11/01 | Philadelphia Consolidated Holdings | Public Offering | Common Stock | \$134,000 | Underwriter |
| 11/01 | St. Paul Companies | Public Offering | Preferred | \$500,000 | Underwriter |
| 11/01 | Markel Corp. | Public Offering | Common Stock | \$220,000 | Underwriter |
| 11/01 | Amerigroup Corporation | Public Offering | Common Stock | \$75,000 | Underwriter |
| 11/01 | PartnerRe Ltd. | Public Offering | Preferred | \$200,000 | Underwriter |
| 10/01 | Valley National BanCorp. | Public Offering | Preferred | \$200,000 | Co-Lead Manager |
| 10/01 | PrIncipal Financial Group | Public Offering | Common Stock | \$1,900,000 | Underwriter |
| 10/01 | Columbia Financial, Inc. | Private Placement | Subordinated Notes | \$48,000 | Sole Manager |
| 10/01 | Washington Mutual, Inc. | Public Offering | Asset-Backed Securities | \$733,468 | Co-Manager |
| 10/01 | Community Health Systems Inc. | Public Offering | Common Stock | \$321,600 | Underwriter |

Capital Raisings: Completed Since 2001

| Date | Institution | Offering Type | Security Type | Gross Proceeds (000's) | Sandler O'Neill Participation |
|-------|-----------------------------------|-------------------|--------------------------------|------------------------|-------------------------------|
| 10/01 | Southern Financial Bancorp., Inc. | Public Offering | Common Stock | \$17,685 | Sole Manager |
| 10/01 | Charter Financial Corp. | Conversion | Common Stock | \$40,000 | Sole Manager |
| 9/01 | Second Bancorp., Inc. | Public Offering | Preferred | \$32,000 | Co-Manager |
| 9/01 | Allied Capital Corp. | Public Offering | Common Stock | \$67,500 | Underwriter |
| 8/01 | Associated Banc-Corp. | Private Placement | Subordinated Notes | \$200,000 | Co-Manager |
| 7/01 | BB&T Corporation | Private Placement | Subordinated Notes | \$650,000 | Co-Manager |
| 7/01 | MM Community Funding, Ltd. | Private Placement | Notes - Pooled Trust Preferred | \$525,000 | Co-Lead Manager |
| 7/01 | Pacific Capital Bank | Private Placement | Senior Notes | \$40,000 | Co-Manager |
| 7/01 | Pacific Capital Bank | Private Placement | Subordinated Notes | \$36,000 | Co-Manager |
| 3/01 | MMCapS Funding I | Private Placement | Notes - Pooled Trust Preferred | \$293,500 | Lead Manager |