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## JMP Group Reports Third Quarter 2017 Financial Results

SAN FRANCISCO--(BUSINESS WIRE)-- JMP Group LLC (NYSE: [JMP](#)), an investment banking and alternative asset management firm, reported financial results today for the quarter ended September 30, 2017.

- | The net loss attributable to JMP Group under generally accepted accounting principles, or GAAP, was \$1.2 million, or \$0.06 per diluted share, compared to net income of \$0.7 million, or \$0.03 per share, for the quarter ended September 30, 2016. For the nine months ended September 30, 2017, the GAAP net loss was \$14.5 million, or \$0.67 per share, compared to net income of \$2.1 million, or \$0.10 per share, for the nine months ended September 30, 2016.
- | Total net revenues on a GAAP basis were \$32.0 million and \$79.6 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$30.7 million and \$99.0 million for the quarter and nine months ended September 30, 2016, respectively.
- | Operating net income was \$2.3 million, or \$0.10 per diluted share, compared to \$2.9 million, or \$0.13 per share, for the quarter ended September 30, 2016. For the nine months ended September 30, 2017, operating net income was \$0.8 million, or \$0.03 per share, compared to \$7.6 million, or \$0.35 per share, for the nine months ended September 30, 2016. For more information about operating net income, including a reconciliation to net income attributable to JMP Group, see the section below titled "Non-GAAP Financial Measures."
- | Adjusted net revenues, which exclude certain non-cash items and non-controlling interests, were \$32.9 million and \$89.2 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$29.6 million and \$94.7 million for the quarter and nine months ended September 30, 2016, respectively. For more information about adjusted net revenues, including a reconciliation to net revenues, see the section below titled "Non-GAAP Financial Measures."

"Our results were better than expected, driven by record third-quarter investment banking revenues at JMP Securities and continued progress in redeploying our excess cash," said Chairman and Chief Executive Officer Joe Jolson. "JMP Securities' share of the U.S. equity capital markets business has increased, as evidenced by a year-over-year jump in equity underwriting revenues of 41% for the third quarter and 77% for the first nine months of the year. In contrast, the broader industry has recovered more slowly from a two-year slump, with U.S. ECM fees down 11% year-over-year for the third quarter, though up 26% for the first nine months of 2017, according to Dealogic.

"At period-end, we had \$1.49 per share in investable cash, compared to \$2.18 per share in June. In July, we announced a \$200 million warehouse facility that enables us to accumulate loans for our fifth CLO over the next six to 12 months. If we successfully execute CLO V, we may once again be able to cover our fixed corporate costs on a consolidated basis and also fund our current cash distributions completely with net investment income from our publicly traded partnership.

"We are off to a good start in the fourth quarter, as our investment banking momentum has continued with the closing of a large M&A transaction for Forestar. Thanks to a more normalized capital markets environment, we are also executing an increasing number of IPOs and follow-on offerings. In addition, Workspace Property Trust recently filed a registration statement in connection with an IPO and, as a founding investor, we are hopeful for a successful transaction."

### Segment Results of Operations

At JMP Securities, the broker-dealer segment, adjusted net revenues were \$26.8 million, an increase of 33.8% from \$20.1 million for the third quarter of 2016. JMP Securities' operating margin on adjusted net revenues was 17.3%, compared to 3.7% for the third quarter of 2016. The asset management segment reported adjusted net revenues of \$4.8 million, a decrease of 9.4% from \$5.3 million for the third quarter of 2016. Together, these two segments represent JMP Group's operating platforms.

JMP Group's principal investment activities generate net investment income, which has historically more than covered corporate expenses and has contributed to operating earnings through net corporate income. However, after calling JMP Credit Advisors CLO I in December 2016 and redeeming capital from hedge funds managed by Harvest Capital Strategies over the past year, JMP Group has operated with an unusually large investable cash balance throughout 2017. As a result, for the third quarter, the company reported net corporate expense of \$0.5 million, compared to net corporate income of \$2.4 million for the third quarter of 2016.

A summary of JPM Group's operating net income per share by segment for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

(\$ as shown)	Quarter Ended			Nine Months Ended	
	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
Broker-dealer	\$ 0.13	\$ 0.05	\$ 0.02	\$ 0.19	\$ 0.03
Asset management	(0.00)	(0.01)	0.00	(0.01)	0.04
Operating platform EPS	0.13	0.04	0.02	0.18	0.06
Net corporate income	(0.02)	(0.01)	0.11	(0.14)	0.29
Operating EPS (diluted)	\$ 0.10	\$ 0.03	\$ 0.13	\$ 0.03	\$ 0.35

Note: Due to rounding, numbers in columns above may not sum to totals presented.

For more information about segment reporting; adjusted net revenues, including a reconciliation to net revenues; and operating net income, including a reconciliation to net income, see the section below titled "Non-GAAP Financial Measures."

## Composition of Revenues

### Investment Banking

Investment banking revenues were \$22.1 million and \$54.8 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$15.0 million and \$41.7 million for the quarter and nine months ended September 30, 2016, respectively.

A summary of the company's investment banking revenues and transaction counts for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

(\$ in thousands)	Quarter Ended						Nine Months Ended			
	Sept. 30, 2017		June 30, 2017		Sept. 30, 2016		Sept. 30, 2017		Sept. 30, 2016	
	Count	Revenues	Count	Revenues	Count	Revenues	Count	Revenues	Count	Revenues
Equity and debt origination	22	\$ 15,639	37	\$ 14,384	15	\$ 8,098	82	\$ 40,493	39	\$ 17,636
Strategic advisory and private placements	6	6,446	5	4,744	8	6,950	14	14,320	19	24,083
Total	28	\$ 22,085	42	\$ 19,128	23	\$ 15,048	96	\$ 54,813	58	\$ 41,719

### Brokerage

Net brokerage revenues were \$4.8 million and \$15.1 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$5.0 million and \$16.9 million for the quarter and nine months ended September 30, 2016, respectively.

Total capital markets revenues, which consist of net brokerage revenues produced by the institutional equities division in addition to equity and debt origination revenues generated by the investment banking division, were \$20.4 million and \$55.6 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$13.1 million and \$34.6 million for the quarter and nine months ended September 30, 2016, respectively.

### Asset Management

Asset management fees were \$4.0 million, in line with \$4.0 million for the third quarter of 2016. For the nine months ended September 30, 2017, asset management fees were \$14.1 million, including \$2.0 million of incentive fees, compared to \$19.0 million, including \$6.5 million of incentive fees, for the nine months ended September 30, 2016.

Asset management-related fee revenues reflect asset management fees, net of non-controlling interests in HCAP Advisors, as well as certain fee revenues reported in the company's financial statements as other income. Asset management-related fee revenues were \$4.1 million and \$14.2 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$3.9 million and \$17.8 million for the quarter and nine months ended September 30, 2016, respectively. For more information about asset management-related fee revenues, see the section below titled "Non-GAAP Financial Measures."

Client assets under management at September 30, 2017, totaled \$2.0 billion, including \$1.2 billion of funds managed by Harvest Capital Strategies, JMP Asset Management and HCAP Advisors and \$0.8 billion par value of loans and cash managed by JMP Credit Advisors. Client assets under management were \$2.0 billion at June 30, 2017, and \$2.3 billion at September 30, 2016. Including sponsored funds in which JMP Group owns an economic interest, client assets under management totaled \$3.2 billion at September 30, 2017.

At September 30, 2017, private capital, including corporate credit, small business lending, venture capital and real estate-related investments, represented 81.4% of client assets under management, including sponsored funds.

#### *Principal Transactions*

Principal transactions generated a net realized and unrealized loss of \$1.4 million, compared to a net realized and unrealized gain of \$2.8 million for the third quarter of 2016. For the nine months ended September 30, 2017, principal transactions generated a net realized and unrealized loss of \$3.6 million, compared to a net realized and unrealized gain of \$10.3 million for the nine months ended September 30, 2016.

Adjusted principal transaction revenues exclude certain unrealized market-to-market gains or losses, including those on JMP Group's investment in Harvest Capital Credit Corporation, as well as unrealized losses derived from depreciation and amortization of real estate investment properties. Adjusted principal transaction revenues were \$0.9 million and \$3.2 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$3.3 million and \$12.4 million for the quarter and nine months ended September 30, 2016, respectively. For more information about adjusted principal transaction revenues, including a reconciliation to principal transaction revenues, see the section below titled "Non-GAAP Financial Measures."

#### *Net Interest Income*

Net interest income was \$2.1 million and \$5.0 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$3.3 million and \$11.7 million for the quarter and nine months ended September 30, 2016, respectively. The year-over-year declines were primarily due to materially lower average loan balances in 2017 resulting from the liquidation of JMP Credit Advisors CLO I in February 2017.

#### *Provision for Loan Losses*

The net loan loss provision for the quarter was \$0.4 million in connection with impaired loans underlying certain collateralized loan obligations managed by JMP Credit Advisors and with loans held for investment.

#### *Early Retirement of Debt*

In the second quarter of 2017, JMP Credit Advisors elected to redeem the outstanding notes issued by JMP Credit Advisors CLO II and to contribute the loans that had been underlying that structure to a newly formed collateralized loan obligation, JMP Credit Advisors CLO IV. The redemption of the debt associated with JMP Credit Advisors CLO II accelerated the amortization of remaining capitalized issuance costs in the amount of \$5.5 million.

### **Expenses**

#### *Compensation and Benefits*

Compensation and benefits expense was \$24.6 million, compared to \$22.2 million for the third quarter of 2016. With regard to annually awarded compensation, a concept which adjusts compensation expense related to share-based awards and deferred compensation, compensation and benefits expense was 71.3% of adjusted net revenues, compared to 68.4% for the third quarter of 2016. Further excluding specific loan loss provisions and compensation expense related to hedge fund incentive fees, the compensation ratio was 70.0%, compared to 68.4% for the third quarter of 2016.

For the nine months ended September 30, 2017, compensation and benefits expense was \$69.0 million, compared to \$70.3 million for the nine months ended September 30, 2016. With regard to annually awarded compensation, compensation and benefits expense was 74.5% of adjusted net revenues, compared to 70.9% for the nine months ended September 30, 2016. Further excluding specific loan loss provisions and compensation expense related to hedge fund incentive fees, the compensation ratio was 72.0%, compared to 68.6% for the nine months ended September 30, 2016.

For more information about compensation ratios, see the section below titled "Non-GAAP Financial Measures."

#### *Non-Compensation Expense*

Non-compensation expense was \$6.8 million and \$23.5 million for the quarter and nine months ended September 30, 2017, respectively, compared to \$7.5 million and \$23.3 million for the quarter and nine months ended September 30, 2016, respectively.

## Share Repurchase Activity

JMP Group repurchased approximately 235,000 shares of its common stock during the quarter ended September 30, 2017. At quarter-end, nearly 700,000 shares remained eligible for repurchase under the company's existing authorization.

## Personnel

At September 30, 2017, the company had 230 full-time employees, compared to 226 at June 30, 2017, and 228 at September 30, 2016.

## Non-GAAP Financial Measures

In addition to the GAAP financial results presented in this press release, JMP Group presents the non-GAAP financial measures discussed below. These non-GAAP measures are provided to enhance investors' overall understanding of the company's current financial performance. Furthermore, company management believes that this presentation enables a more meaningful comparison of JMP Group's financial performance in various periods. However, the non-GAAP financial results presented should not be considered a substitute for results that are presented in a manner consistent with GAAP. A limitation of the non-GAAP financial measures presented is that the adjustments concern gains, losses or expenses that JMP Group generally expects to continue to recognize. The adjustment of these non-GAAP items should not be construed as an inference that these gains or expenses are unusual, infrequent or non-recurring. Therefore, both GAAP measures of JMP Group's financial performance and the respective non-GAAP measures should be considered together. The non-GAAP measures presented herein may not be comparable to similarly titled measures presented by other companies.

### *Adjusted Net Revenue*

Adjusted net revenue is a non-GAAP financial measure that (i) reverses the general loan loss provision taken with regard to certain CLOs, (ii) excludes the impact of the early retirement of debt issued by JMP Credit Advisors CLO II, (iii) reverses net unrealized mark-to-market gains or losses on investments related to deferred compensation, (iv) reverses unrealized losses derived from depreciation and amortization of real estate investment properties, (v) reverses net unrealized gains or losses on strategic equity investments and warrants, and (vi) excludes non-controlling interests in various sources of revenue that are consolidated according to GAAP. In particular, adjusted net revenue adjusts for:

- 1 the non-specific loss provision recorded with regard to loans held by JMP Credit Advisors CLO II (while outstanding), JMP Credit Advisors CLO III and JMP Credit Advisors CLO IV and to loans held for investment, which is required by GAAP;
- 1 the one-time expense associated with the contribution of the loans underlying JMP Credit Advisors CLO II to JMP Credit Advisors CLO IV and the resulting acceleration of the amortization of remaining capitalized issuance costs in the second quarter of 2017;
- 1 unrealized mark-to-market gains or losses on investments in the company's hedge funds that are made on behalf of employees who opt for such investments under the terms of their deferred compensation agreements; any gains or losses will accrue to the individual employee once the deferred compensation is released to that individual;
- 1 depreciation and amortization expense related to commercial real estate investments that is recognized by JMP Group as a result of equity method accounting;
- 1 unrealized mark-to-market gains or losses on the company's strategic equity investments as well as certain warrant positions; and
- 1 non-controlling interests in revenues generated by consolidated entities, including HCAP Advisors and CLOs managed by JMP Credit Advisors.

A reconciliation of JMP Group's net revenues to its adjusted net revenues for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

<i>(in thousands)</i>	Quarter Ended		Nine Months Ended	
	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017

Revenues:					
Non-interest revenues	\$ 30,308	\$ 28,586	\$ 27,311	\$ 83,356	\$ 88,233
Net interest income	2,089	1,953	3,260	5,014	11,700
Early retirement of debt	-	(5,542)	-	(5,332)	-
Provision for loan losses	(368)	(1,854)	104	(3,488)	(980)
Total net revenues	<u>32,029</u>	<u>23,143</u>	<u>30,675</u>	<u>79,550</u>	<u>98,953</u>
Add back/(subtract):					
General loan loss (reversal)/provision - collateralized loan obligations	(136)	1,251	(76)	697	(109)
Early retirement of debt	-	5,432	-	5,432	-
Unrealized mark-to-market (gain)/loss - deferred compensation	(122)	234	21	37	(106)
Unrealized loss - real estate-related depreciation and amortization	2,571	1,745	123	6,472	2,523
Unrealized mark-to-market (gain)/loss - strategic equity investments and warrants	(191)	69	435	297	(329)
Non-controlling interests	(1,202)	(875)	(1,529)	(3,276)	(6,264)
Adjusted net revenues	<u>\$ 32,949</u>	<u>\$ 30,999</u>	<u>\$ 29,649</u>	<u>\$ 89,209</u>	<u>\$ 94,668</u>

Company management has utilized adjusted net revenue, adjusted in the manner described above, as an additional device to aid in understanding and analyzing JMP Group's financial results for the periods presented. Management believes that adjusting net revenue in these ways is useful in that it allows for a better evaluation of the performance of JMP Group's ongoing business and facilitates a meaningful comparison of the company's results in a given period to those in prior and future periods.

#### Asset Management-Related Fee Revenues

Asset management-related fee revenue is a non-GAAP financial measure that (i) excludes the non-controlling interest in asset management subsidiary HCAP Advisors and in certain collateralized loan obligations and (ii) includes certain fee revenues (in particular, asset management fundraising fees generated by JMP Securities, loan fees, and revenues from fee-sharing arrangements with other asset managers) that are reported in JMP Group's financial statements as other income.

A statement of JMP Group's asset management-related fee revenues for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

<i>(in thousands)</i>	Quarter Ended			Nine Months Ended	
	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
Base management fees:					
Fees reported as asset management fees	\$ 3,941	\$ 4,098	\$ 4,160	\$ 12,084	\$ 12,434
Non-controlling interests	(152)	(174)	(355)	(660)	(1,081)
Total base management fees	<u>3,789</u>	<u>3,924</u>	<u>3,805</u>	<u>11,424</u>	<u>11,353</u>
Incentive fees:					
Fees reported as asset management fees	73	55	(116)	1,994	6,523
Non-controlling interests	-	(15)	(73)	(128)	(623)
Total incentive fees	<u>73</u>	<u>40</u>	<u>(189)</u>	<u>1,866</u>	<u>5,900</u>
Other fee income:					
Total fundraising and other fees	<u>282</u>	<u>195</u>	<u>261</u>	<u>922</u>	<u>534</u>
Asset management-related fee revenues	<u>\$ 4,144</u>	<u>\$ 4,159</u>	<u>\$ 3,877</u>	<u>\$ 14,212</u>	<u>\$ 17,787</u>

Company management has utilized asset management-related fee revenue as a means of assessing the performance of JMP Group's combined asset management activities, including its fundraising and other services for third parties.

Management believes that asset management-related fee revenues, as presented above, provide useful information by indicating the relative contributions of base management fees and performance-related incentive fees, thus facilitating a comparison of those fees in a given period to those in prior and future periods. Management also believes that asset management-related fee revenue is a more meaningful measure than standalone asset management fees as reported, because asset management-related fee revenues represent the combined impact of JPM Group's various asset management activities on the company's total net revenues.

#### *Adjusted Principal Transaction Revenues*

Adjusted principal transaction revenue is a non-GAAP financial measure that reverses (i) net unrealized gains and losses related to deferred compensation, (ii) unrealized losses derived from depreciation and amortization of real estate investment properties, and (iii) net unrealized gains and losses on strategic equity investments and warrants, in keeping with the calculation of adjusted net revenue, as detailed above.

A summary of the company's principal transaction revenues for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

<i>(in thousands)</i>	Quarter Ended			Nine Months Ended	
	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
Hedge fund investments	\$ 687	\$ 352	\$ 939	\$ 1,170	\$ 73
Investment in Harvest Capital Credit Corporation	191	(69)	(435)	(297)	314
Other principal investments	(2,269)	(606)	2,260	(4,479)	9,938
Total principal transaction revenues	<u>(1,391)</u>	<u>(323)</u>	<u>2,764</u>	<u>(3,606)</u>	<u>10,325</u>
Add back/(subtract):					
Unrealized mark-to-market (gain)/loss - deferred compensation	(122)	234	20	37	(107)
Unrealized loss - real estate-related depreciation and amortization	2,571	1,745	123	6,472	2,523
Unrealized mark-to-market (gain)/loss - strategic equity investments and warrants	(191)	69	435	297	(329)
Total operating adjustments	<u>2,258</u>	<u>2,048</u>	<u>578</u>	<u>6,806</u>	<u>2,087</u>
Total adjusted principal transaction revenues	<u>\$ 867</u>	<u>\$ 1,725</u>	<u>\$ 3,342</u>	<u>\$ 3,200</u>	<u>\$ 12,412</u>

Company management utilizes adjusted principal transaction revenue because it is a component of adjusted net revenue. The exclusion of certain elements of principal transaction revenues, as presented above, results in an adjusted measure that is included as "Principal transactions" among JPM Group's revenues in the non-GAAP presentation of segment results of operations that appears below. Management believes that adjusting principal transaction revenues and total revenues in these ways is useful in that it allows for a clearer understanding and comparison of JPM Group's financial results for the periods presented.

#### *Compensation Ratio*

A compensation ratio expresses compensation expense as a percentage of net revenues in a given period. As utilized by JPM Group, an adjusted compensation ratio is a non-GAAP financial measure that employs adjusted net revenues as the denominator in its calculation. Furthermore, this ratio adjusts the financial impact of certain compensation-related and transaction-related expenses that are or are not recognized under GAAP. In particular, the adjusted compensation ratio reverses compensation expense and unrealized mark-to-market gains or losses related to share-based awards, deferred compensation and non-controlling interests (so that the compensation expenses used in the numerator correspond to the adjusted net revenues generated in the periods presented). In addition, the company presents a further adjusted compensation ratio that excludes any compensation related to incentive fees generated by hedge funds, a majority of which is passed through to the funds' investment teams if earned, as well as any specific loan loss provisions.

A statement of JPM Group's compensation ratio for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

Quarter Ended

Nine Months Ended

(\$ in thousands)	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
<i>Compensation Ratio</i>					
Adjusted net revenues	\$ 32,949	\$ 30,999	\$ 29,649	\$ 89,209	\$ 94,668
Compensation and benefits	\$ 24,563	\$ 22,652	\$ 22,167	\$ 69,013	\$ 70,273
Subtract/(add back):					
Compensation expense - stock options and SARs	54	(267)	274	(146)	770
Compensation expense - RSUs	206	296	309	741	513
Compensation expense - deferred compensation	436	178	1,126	1,268	1,046
Unrealized mark-to-market gain/(loss) - deferred compensation	122	(234)	(21)	(37)	106
Compensation expense - non-controlling interest	263	239	207	762	756
Adjusted compensation and benefits	\$ 23,482	\$ 22,440	\$ 20,272	\$ 66,425	\$ 67,082
Adjusted ratio of compensation expense to revenues	71.3%	72.4%	68.4%	74.5%	70.9%
<i>Compensation Ratio Excluding Incentive Fees and Loss Provision</i>					
Adjusted net revenues	\$ 32,949	\$ 30,999	\$ 29,649	\$ 89,209	\$ 94,668
Subtract/(add back):					
Compensation expense - hedge fund incentive fees	61	-	-	1,532	5,107
Specific loan loss provision	(593)	(409)	17	(2,415)	(795)
Adjusted net revenues, excluding hedge fund incentive fees and specific loss provision	\$ 33,481	\$ 31,408	\$ 29,632	\$ 90,092	\$ 90,356
Adjusted compensation and benefits	\$ 23,482	\$ 22,440	\$ 20,272	\$ 66,425	\$ 67,082
Subtract:					
Compensation expense - hedge fund incentive fees	61	-	-	1,532	5,107
Adjusted compensation and benefits, excluding hedge fund incentive fees	\$ 23,421	\$ 22,440	\$ 20,272	\$ 64,893	\$ 61,975
Adjusted ratio of compensation expense to revenues, excluding hedge fund incentive fees and specific loss provision	70.0%	71.4%	68.4%	72.0%	68.6%

Company management has utilized compensation ratios, adjusted in the manners described above, to assess JPM Group's personnel expenses as they relate to its revenues for the periods presented. Management believes that adjusted compensation ratios provide useful information by including or excluding certain expenses as a means of representing the company's ongoing personnel costs resulting from its core business activities. Management also believes that compensation ratios are useful measures because they allow and facilitate meaningful comparisons of the company's personnel expenses in a given period to those in prior and future periods.

#### *Operating Net Income*

Operating net income is a non-GAAP financial measure that (i) reverses compensation expense related to share-based awards and deferred compensation, (ii) reverses the general loan loss provision taken with regard to certain CLOs, (iii) excludes the impact of the early retirement of debt associated with JPM Credit Advisors CLO II, (iv) excludes transaction costs related to JPM Credit Advisors CLO II, JPM Credit Advisors CLO III and a total return swap, (v) excludes amortization expense related to JPM Credit Advisors CLO III, (vi) reverses unrealized losses derived from depreciation and amortization

of real estate investment properties, (vii) reverses net unrealized gains and losses on strategic equity investments and warrants, and (viii) assumes an effective tax rate. In particular, operating net income adjusts for:

- l the grant of RSUs and options;
- l net deferred compensation, which consists of (a) deferred compensation awarded in a given period but recognized as a GAAP expense over the subsequent three years, less (b) GAAP expense recognized in a given period but already reflected in the operating income of a prior period; the purpose of this adjustment is to fully reflect compensation awarded in a given year, notwithstanding the timing of GAAP expense;
- l the non-specific loss provision recorded with regard to loans held by JMP Credit Advisors CLO II (while outstanding), JMP Credit Advisors CLO III and JMP Credit Advisors CLO IV and to loans held for investment, which is required by GAAP;
- l the one-time expense associated with the contribution of the loans underlying JMP Credit Advisors CLO II to JMP Credit Advisors CLO IV and the resulting acceleration of the amortization of remaining capitalized issuance costs in the second quarter of 2017;
- l one-time transaction costs related to a restructuring of CLO portfolios that included the redemption of notes issued by JMP Credit Advisors CLO II, the refinancing of notes issued by JMP Credit Advisors CLO III, and the termination of a total return swap;
- l amortization expense related to an intangible asset resulting from the repurchase of a portion of the equity of JMP Credit Advisors CLO III;
- l depreciation and amortization expense related to commercial real estate investments that is recognized by JMP Group as a result of equity method accounting;
- l unrealized mark-to-market gains or losses on the company's strategic equity investments as well as certain warrant positions; and
- l a combined federal, state and local income tax rate of 38% at the taxable direct subsidiary of parent company JMP Group, while applying a tax rate of 0% to the company's other direct subsidiary, which is a "pass-through entity" for tax purposes.

A reconciliation of JMP Group's net income to its operating net income for the quarter ended September 30, 2017, and for comparable prior periods is set forth below.

	Quarter Ended			Nine Months Ended	
	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
Net (loss)/income attributable to JMP Group	\$ (1,235)	\$ (8,535)	\$ 661	\$ (14,510)	\$ 2,137
Add back/(subtract):					
Income tax (benefit)	1,113	(198)	(597)	(169)	(793)
(Loss)/income before taxes	(122)	(8,733)	64	(14,679)	1,344
Add back/(subtract):					
Compensation expense - stock options and SARs	54	(267)	274	(146)	770
Compensation expense - RSUs	206	296	309	741	513
Compensation expense - net deferred compensation	436	178	1,126	1,268	1,046
General loan loss (reversal)/provision - collateralized loan obligations	(136)	1,251	(76)	697	(109)
Early retirement of debt	-	5,432	-	5,432	-
Restructuring costs - CLO portfolios	14	286	-	300	-
Amortization of intangible asset - CLO III	69	69	-	207	-
Unrealized loss - real estate-related depreciation and amortization	2,571	1,745	123	6,472	2,523
Unrealized mark-to-market (gain)/loss - strategic equity investments and warrants	(191)	69	435	297	(329)
Operating income before taxes	2,901	326	2,255	589	5,758



Income tax (expense)/benefit	(610)	233	641	178	1,864
Operating net income	<u>\$ 2,291</u>	<u>\$ 559</u>	<u>\$ 2,896</u>	<u>\$ 767</u>	<u>\$ 7,622</u>
Operating net income per share:					
Basic	\$ 0.11	\$ 0.03	\$ 0.14	\$ 0.04	\$ 0.36
Diluted <sup>(1)</sup>	\$ 0.10	\$ 0.03	\$ 0.13	\$ 0.03	\$ 0.35
Weighted average shares outstanding:					
Basic	21,525	21,651	20,946	21,583	21,117
Diluted <sup>(1)</sup>	22,058	22,107	21,844	22,001	21,687

(1) In 2013 and the first quarter of 2014, JMP Group issued restricted share units, or RSUs, bearing non-forfeitable distribution equivalent rights. GAAP requires RSUs with non-forfeitable distribution equivalent rights to be included in the diluted share count (without applying the treasury method). Management presents a non-GAAP diluted share count, in keeping with the presentation for quarters not impacted by this GAAP requirement for such RSUs. The non-GAAP diluted share count reflects the impact of such RSUs under the treasury method, which is consistent with the calculation of the dilutive impact of all other RSUs outstanding. On a GAAP basis, the weighted average number of diluted shares outstanding for the quarter and nine months ended September 30, 2017, was 21,525,122 and 21,582,943, respectively, equivalent to the weighted average number of basic shares outstanding, due to the company's net loss for those periods. Under GAAP, in a period of net loss, dilutive securities are disregarded in the calculation of earnings per share. On a GAAP basis, the weighted average number of diluted shares outstanding for the quarter and nine months ended September 30, 2016, periods in which there was net income, was 21,900,893 and 21,796,338, respectively.

Company management has utilized operating net income on a total and per share basis, adjusted in the manner described above, as an additional device to aid in understanding and analyzing JMP Group's financial results for the periods presented. Management believes that operating net income provides useful information by excluding certain items that may not be representative of the company's core operating results or core business activities. Management also believes that operating net income is a useful measure because it allows for a better evaluation of the performance of JMP Group's ongoing business and facilitates a meaningful comparison of the company's results in a given period to those in prior and future periods.

### Segment Reporting

In order to demonstrate the contribution to the company's results of each of its primary businesses on a standalone basis, JMP Group presents the operating net income generated by each segment in the tables that follow. Management believes that this presentation enables investors to better understand the separate but interrelated financial operations of the company's various business lines and to more accurately assess the contribution of each to JMP Group's aggregate results.

Total net revenues have been adjusted, in part, as detailed above in the section titled "Adjusted Net Revenue," and the resulting presentation of adjusted net revenues excludes (i) the general loan loss provision taken with regard to certain CLOs, (ii) the impact of the early retirement of debt associated with JMP Credit Advisors CLO II, (iii) unrealized mark-to-market gains or losses on investments related to deferred compensation, (iv) unrealized losses derived from depreciation and amortization of real estate investment properties, (v) net unrealized gains and losses on strategic equity investments and warrants, and (vi) non-controlling interests in various sources of revenue that are consolidated according to GAAP. Total non-interest expenses have been adjusted, in part, as detailed above in the section titled "Operating Net Income," and the resulting adjusted non-interest expense reverses compensation expense related to share-based awards and deferred compensation. Expenses derived from non-controlling interests in entities that are consolidated according to GAAP have also been reversed. For the purposes of calculating operating net income, an effective tax rate of 38% is assumed for JMP Group's taxable subsidiary, based on the company's best estimation of the subsidiary's average rate of taxation over the long term.

A statement of JMP Group's operating net income on a segment basis for the quarter ended September 30, 2017, is set forth below.

	Quarter Ended Sept. 30, 2017					
	Broker- Dealer	Asset Mgmt.	Operating Platforms	Corporate Income	Elimin- ations	JMP Group
<i>(in thousands, except per share amounts)</i>						
Revenues:						
Investment banking	\$22,085	-	\$ 22,085	-	-	\$22,085

Brokerage	4,763	-	4,763	-	-	4,763
Asset management-related fees	-	\$4,798	4,798	\$ 167	\$(821)	4,144
Principal transactions	-	-	-	867	-	867
Gain on sale and payoff of loans	-	-	-	260	-	260
Net dividend income	-	-	-	278	-	278
Net interest income	-	-	-	1,145	-	1,145
Provision for loan losses	-	-	-	(593)	-	(593)
Adjusted net revenues	26,848	4,798	31,646	2,124	(821)	32,949

Expenses:

Non-interest expense/(income)	22,215	4,948	27,163	3,706	(821)	30,048
Operating income/(loss) before taxes	4,633	(150)	4,483	(1,582)	-	2,901
Income tax expense/(benefit)	1,761	(57)	1,704	(1,094)	-	610
Operating net income/(loss)	<u>\$ 2,872</u>	<u>\$ (93)</u>	<u>\$ 2,779</u>	<u>\$ (488)</u>	<u>-</u>	<u>\$ 2,291</u>

Operating net income/(loss) per share:

Basic	\$ 0.13	\$ (0.00)	\$ 0.13	\$ (0.02)	-	\$ 0.11
Diluted	\$ 0.13	\$ (0.00)	\$ 0.13	\$ (0.02)	-	\$ 0.10

A statement of JMP Group's operating net income on a segment basis for the nine months ended September 30, 2017, is set forth below.

	Nine Months Ended Sept. 30, 2017					
	Net					
	Broker- Dealer	Asset Mgmt.	Operating Platforms	Corporate Income	Elimin- ations	JMP Group
<i>(in thousands, except per share amounts)</i>						
Revenues:						
Investment banking	\$54,813	-	\$ 54,813	-	-	\$54,813
Brokerage	15,127	-	15,127	-	-	15,127
Asset management-related fees	4	\$14,965	14,969	\$ 1,827	\$(2,584)	14,212
Principal transactions	-	-	-	3,200	-	3,200
Gain on sale and payoff of loans	-	-	-	1,143	-	1,143
Gain on repurchase of asset-backed securities issued	-	-	-	210	-	210
Net dividend income	-	-	-	819	-	819
Net interest income	-	-	-	2,100	-	2,100
Provision for loan losses	-	-	-	(2,415)	-	(2,415)
Adjusted net revenues	69,944	14,965	84,909	6,884	(2,584)	89,209
Expenses:						
Non-interest expense/(income)	63,234	15,346	78,580	12,624	(2,584)	88,620
Operating income/(loss) before taxes	6,710	(381)	6,329	(5,740)	-	589
Income tax expense/(benefit)	2,551	(145)	2,406	(2,584)	-	(178)
Operating net income/(loss)	<u>\$ 4,159</u>	<u>\$ (236)</u>	<u>\$ 3,923</u>	<u>\$ (3,156)</u>	<u>-</u>	<u>\$ 767</u>
Operating net income/(loss) per share:						
Basic	\$ 0.19	\$ (0.01)	\$ 0.18	\$ (0.15)	-	\$ 0.04
Diluted	\$ 0.19	\$ (0.01)	\$ 0.18	\$ (0.14)	-	\$ 0.03

### Book Value per Share

At September 30, 2017, JMP Group's book value per share was \$4.69. Adding back accumulated depreciation and amortization expense related to commercial real estate investments that is recognized by JMP Group as a result of equity method accounting reflects the reversal of that expense in the calculation of adjusted net revenues, adjusted principal transaction revenues and operating net income. Likewise, adding back the accumulated general loan loss provision related to collateralized loan obligations reflects the reversal of that provision in the calculation of adjusted net revenues and

operating net income. Such reversals result in an adjusted book value per share of \$5.42, as set forth below.

(in thousands, except per share amounts)

	Sept. 30, 2017	June 30, 2017	Sept. 30, 2016
Shareholders' equity	\$ 100,710	\$ 104,162	\$ 121,801
Accumulated unrealized loss - real estate-related depreciation and amortization	\$ 10,777	\$ 8,206	\$ 2,586
Accumulated general loan loss provision - collateralized loan obligations	4,778	4,914	3,731
Adjusted shareholders' equity	\$ 116,265	\$ 117,281	\$ 128,118
Book value per share	\$ 4.69	\$ 4.82	\$ 5.82
Adjusted book value per share	\$ 5.42	\$ 5.43	\$ 6.12
Basic shares outstanding	21,461	21,599	20,939
Quarterly operating ROE <sup>(1)</sup>	8.9%	2.0%	9.6%
LTM operating ROE <sup>(1)</sup>	3.2%	3.6%	7.0%
Quarterly adjusted operating ROE <sup>(1)</sup>	7.8%	1.9%	9.1%
LTM adjusted operating ROE <sup>(1)</sup>	2.9%	3.4%	6.7%

(1) Operating return on equity (ROE) equals operating net income divided by average shareholders' equity. Adjusted operating ROE equals operating net income divided by average adjusted shareholders' equity. For more information about operating net income, including a reconciliation to net income attributable to JMP Group, see the section above titled "Operating Net Income."

Company management utilizes adjusted book value on a total and per share basis, adjusted in the manner described above, as an additional means of evaluating JMP Group's efforts to retain earnings and build shareholders' equity. Management believes that adjusted book value per share provides useful information by excluding non-cash expenses related to real estate investments that otherwise obscure the company's increases and decreases in net worth as a result of its core business activities. Management also believes that adjusted book value allows for a better comparison of shareholder's equity and the return on that equity in a given period to those in prior and future periods.

### Cautionary Note Regarding Quarterly Financial Results

Due to the nature of its business, JMP Group's quarterly revenues and net income may fluctuate materially depending on: the size and number of investment banking transactions on which it advises; the timing of the completion of those transactions; the size and number of securities trades which it executes for brokerage customers; the performance of its asset management funds and inflows and outflows of assets under management; gains or losses stemming from sales of or prepayments on, or losses stemming from defaults on, loans underlying the company's collateralized loan obligations; and the effect of the overall condition of the securities markets and economy as a whole. Accordingly, revenues and net income in any particular quarter may not be indicative of future results. Furthermore, JMP Group's compensation expense is generally based upon revenues and can fluctuate materially in any quarter, depending upon the amount and sorts of revenue recognized as well as other factors. The amount of compensation and benefits expense recognized in a particular quarter may not be indicative of such expense in any future period. As a result, the company suggests that its annual results may be the most meaningful gauge for investors in evaluating the performance of its business.

### Cautionary Note Regarding Forward-Looking Statements

This press release may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements provide JMP Group's current expectations or forecasts about future events, including beliefs, plans, objectives, intentions, assumptions and other statements that are not historical facts. Forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expected or implied by the forward-looking statements. The company's actual results could differ materially from those anticipated in forward-looking statements for many reasons, including the factors described in the sections entitled "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the company's Form 10-K for the year ended December 31, 2016, as filed with the U.S. Securities and Exchange Commission on March 14, 2017, as well as in the similarly captioned sections of other periodic reports filed by the company under the Exchange Act. The Form 10-K for the

year ended December 31, 2016, and all other periodic reports are available on JMP Group's website at [www.jmpg.com](http://www.jmpg.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov). Unless required by law, JMP Group undertakes no obligation to publicly update or revise any forward-looking statement to reflect circumstances or events after the date of this press release.

## Disclosure Information

JMP Group uses the investor relations section of its website as a means of complying with its disclosure obligations under Regulation FD. Accordingly, investors should monitor the company's website in addition to its press releases, SEC filings, and investor conference calls and webcasts.

## Conference Call

JMP Group will hold a conference call to discuss the results detailed herein at 10:00 a.m. EDT on Thursday, November 2, 2017. To participate in the call, dial (888) 566-6060 (domestic) or (973) 200-3100 (international). The conference identification number is 7479829.

The conference call will also be broadcast live over the Internet and will be accessible via a link in the investor relations section of the company's website, at [investor.jmpg.com/events.cfm](http://investor.jmpg.com/events.cfm). The Internet broadcast will be archived and will remain available on the website for future replay.

## About JMP Group

JMP Group LLC is a diversified capital markets firm that provides investment banking, equity research, and sales and trading services to corporate and institutional clients as well as alternative asset management products and services to institutional and high-net-worth investors. JMP Group conducts its investment banking and research, sales and trading activities through JMP Securities; its hedge fund, venture and private capital, and credit management activities through Harvest Capital Strategies, JMP Asset Management and JMP Credit Advisors; and the management of Harvest Capital Credit Corporation (NASDAQ: HCAP), a business development company, through HCAP Advisors. For more information, visit [www.jmpg.com](http://www.jmpg.com).

### JMP GROUP LLC Consolidated Statements of Financial Condition (Unaudited)

<i>(in thousands)</i>	<u>Sept. 30, 2017</u>	<u>Dec. 31, 2016</u>
Assets		
Cash and cash equivalents	\$ 83,884	\$ 85,492
Restricted cash and deposits	65,573	227,656
Marketable securities owned, at fair value	22,015	18,722
Other investments	26,573	32,869
Loans held for sale, at fair value	-	32,488
Loans held for investment, net of allowance for loan losses	18,747	1,930
Loans collateralizing asset-backed securities issued, net of allowance for loan losses	756,166	654,127
Cash collateral posted for total return swap	-	25,000
Deferred tax assets	12,287	7,942
Other assets	45,786	39,604
Total assets	<u>\$ 1,031,031</u>	<u>\$ 1,125,830</u>
Liabilities and Shareholders' Equity		
Liabilities:		
Marketable securities sold, but not yet purchased, at fair value	\$ 21,001	\$ 4,747
Accrued compensation	28,285	36,158
Asset-backed securities issued, net of issuance costs	737,780	825,854
Bond payable, net of issuance costs	92,101	91,785
Deferred tax liability	2,393	3,872
Other liabilities	<u>34,908</u>	<u>28,120</u>

Total liabilities	916,468	990,536
Shareholders' Equity:		
Total JMP Group LLC shareholders' equity	100,710	119,377
Non-redeemable non-controlling interest	13,853	15,917
Total equity	114,563	135,294
Total liabilities and shareholders' equity	\$ 1,031,031	\$ 1,125,830

**JMP GROUP LLC**  
**Consolidated Statements of Operations**  
(Unaudited)

<i>(in thousands, except per share amounts)</i>	Quarter Ended		Nine Months Ended	
	Sept. 30, 2017	Sept. 30, 2016	Sept. 30, 2017	Sept. 30, 2016
<b>Revenues:</b>				
Investment banking	\$ 22,085	\$ 15,048	\$ 54,813	\$ 41,719
Brokerage	4,763	5,015	15,127	16,921
Asset management fees	4,014	4,044	14,078	18,958
Principal transactions	(1,392)	2,764	(3,608)	10,326
Gain/(loss) on sale and payoff of loans	278	(52)	1,208	(961)
Net dividend income	278	230	817	736
Other income	282	262	921	534
Non-interest revenues	30,308	27,311	83,356	88,233
Interest income	10,900	11,472	29,663	35,997
Interest expense	(8,811)	(8,212)	(24,649)	(24,297)
Net interest income	2,089	3,260	5,014	11,700
Loss on repurchase or early retirement of debt	-	-	(5,332)	-
Provision for loan losses	(368)	104	(3,488)	(980)
Total net revenues	32,029	30,675	79,550	98,953
<b>Non-interest expenses:</b>				
Compensation and benefits	24,563	22,167	69,013	70,273
Administration	1,459	1,808	5,999	5,640
Brokerage, clearing and exchange fees	740	734	2,288	2,308
Travel and business development	709	1,019	2,735	3,548
Communications and technology	1,046	1,033	3,150	3,093
Occupancy	1,117	987	3,339	2,853
Professional fees	1,094	1,119	3,109	3,245
Depreciation	277	312	891	968
Other	366	491	1,993	1,652
Total non-interest expense	31,371	29,670	92,517	93,580
Net income/(loss) before income tax expense	658	1,005	(12,967)	5,373
Income tax (benefit)	1,113	(597)	(169)	(793)
Net (loss)/income	(455)	1,602	(12,798)	6,166
Less: Net income attributable to non-redeemable non-controlling interest	780	941	1,712	4,029
Net (loss)/income attributable to JMP Group	\$ (1,235)	\$ 661	\$ (14,510)	\$ 2,137
Net (loss)/income attributable to JMP Group per share:				
Basic	\$ (0.06)	\$ 0.03	\$ (0.67)	\$ 0.10
Diluted	\$ (0.06)	\$ 0.03	\$ (0.67)	\$ 0.10

Weighted average common shares outstanding:

Basic	21,525	20,946	21,583	21,117
Diluted	21,525	21,901	21,583	21,796

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**Investor Relations**

JMP Group LLC

Andrew Palmer, 415-835-8978

[apalmer@jpg.com](mailto:apalmer@jpg.com)

or

**Media Relations**

Dukas Linden Public Relations, Inc.

Seth Linden, 212-704-7385

[seth@dlpr.com](mailto:seth@dlpr.com)

Ben Jaffe, 212-704-7385

[ben@dlpr.com](mailto:ben@dlpr.com)

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