

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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	Sole 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	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
11/11	Southern Missouri Bancorp Inc.	Public Offering	Common Stock	\$21,850	Sole Book 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 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	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

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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
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	Book-Running Manager
12/10	Capitol Federal Financial Inc.	Public Offering	Conversion	\$1,181,500	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
11/10	SP Bancorp Inc	Public Offering	Conversion	\$17,300	Book-Running Manager
10/10	Intervest Bancshares Corp	Public Offering	Common Stock	\$22,800	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	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	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

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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	Intervest Bancshares Corporation	Private Placement	Common Stock	\$4,250	Lead Placement Agent
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	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	Book-Running Manager
3/10	Orrstown Financial Services	Public Offering	Common Stock	\$40,000	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	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	Book-Running Manager

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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
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	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	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	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	Book--Running Manager
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	Book--Running Manager
8/09	Seacoast Banking Corporation of Florida	Public Offering	Common Stock	\$75,769	Book--Running Manager
8/09	Bancorp, Inc.	Public Offering	Common Stock	\$66,125	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	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	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	Book--Running Manager
5/09	SCBT Financial Corporation	Public Offering	Common Stock	\$31,200	Co-Manager

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5/09	Berkshire Hills Bancorp, Inc.	Public Offering	Common Stock	\$34,615	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
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	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	Book-Running Manager

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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	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
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

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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
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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	Interinvest 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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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 BancCorp., 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 BancCorp., Inc.	Public Offering	Common Stock	\$23,439	Lead Manager
5/04	J.P. Morgan Chase & Co.	Public Offering	Notes	\$1,100,000	Co-Manager
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

Results for Our Clients

Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

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Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

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Capital Raisings: Completed in 2001 – 2011

Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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
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

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Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
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 Leasport 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	PrInc.ipal 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
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

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Date	Institution	Offering Type	Security Type	Gross Proceeds (000's)	Sandler O'Neill Participation
3/01	MMCapS Funding I	Private Placement	Notes - Pooled Trust Preferred	\$293,500	Lead Manager