



TIBURON STRATEGIC ADVISORS
Strategy Consultants to Financial Institutions

Financial Institutions Topical Research Series

Investment Banks: Providing Orderly Movement of Capital

(Table of Contents)



August 28, 2015

TABLE OF CONTENTS

Evolution of the Investment Banks Industry

Market History	
Bulge Bracket Foundation Phase.....	
Second Tier Investment Banks Formation Phase	
Industry Consolidation Phase	
Market Definition	
Securities Underwriting Business.....	
Mergers & Acquisitions Advisory Business	
Institutional Sales & Trading Business	
High Net Worth Household Brokerage Business.....	
Market Growth	
Firms	
Countries	
States	
Offices	
Employees.....	
Revenues	
Net Profits.....	
Market Capitalization	
Leading Investment Banks.....	
Countries	
States	
Offices	
Employees.....	
Revenues	
Net Profits.....	
Market Capitalization	

Businesses

Securities Underwriting Business	
Market Definition.....	
Stock Underwriting.....	
Bond Underwriting	
Market Growth	
Countries	
States	
Firms.....	
Offices	
Employees	
Institutional Clients.....	
Revenues	
Net Profits.....	
Leading Securities Underwriting Firms.....	
Countries	
States	
Offices	
Employees	
Institutional Clients.....	
Revenues	

Net Profits	
Market Segmentation.....	
Stock Underwriting.....	
Statistics.....	
Countries	
States	
Firms.....	
Offices.....	
Employees	
Institutional Clients	
Revenues.....	
Net Profits	
Services	
Service One	
Service Two	
Bond Underwriting	
Statistics.....	
Countries	
States	
Firms.....	
Offices.....	
Employees	
Institutional Clients	
Revenues.....	
Net Profits	
Services	
Service One	
Service Two	
Mergers & Acquisitions Advisory Business.....	
Market Definition.....	
Mergers	
Acquisitions.....	
Divestitures	
Market Growth	
Firms.....	
Countries	
States	
Offices	
Employees	
Institutional Clients.....	
Revenues	
Net Profits	
Leading Mergers & Acquisitions Advisory Firms	
Countries	
States	
Offices	
Employees	
Institutional Clients.....	
Revenues	
Net Profits.....	
Market Segmentation.....	

Mergers	
Statistics.....	
Firms.....	
Countries	
States	
Offices.....	
Employees	
Institutional Clients.....	
Revenues.....	
Net Profits.....	
Services	
Service One	
Service Two	
Acquisitions.....	
Statistics.....	
Firms.....	
Countries	
States	
Offices.....	
Employees	
Institutional Clients.....	
Revenues.....	
Net Profits.....	
Services	
Service One	
Service Two	
Divestitures	
Statistics.....	
Firms.....	
Countries	
States	
Offices.....	
Employees	
Institutional Clients.....	
Revenues.....	
Net Profits.....	
Services	
Service One	
Service Two	
Institutional Sales & Trading Business.....	
Market Definition.....	
Institutional Equities Sales & Trading.....	
Institutional Bond Sales & Trading	
Market Growth	
Firms.....	
Countries	
States	
Offices	
Employees	
Institutional Clients.....	
Revenues	

- Net Profits
- Leading Institutional Sales & Trading Firms
- Countries
- States
- Offices
- Employees
- Institutional Clients.....
- Revenues
- Net Profits
- Market Segmentation.....
- Institutional Equities Sales & Trading
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Institutional Clients
- Revenues.....
- Net Profits
- Services
- Service One
- Service Two
- Institutional Bond Sales & Trading
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Institutional Clients
- Revenues.....
- Net Profits
- Services
- Service One
- Service Two
- High Net Worth Brokerage Business
- Market Definition.....
- Brokerage
- Executive Brokerage.....
- Managed Accounts
- Alternative Investments.....
- Market Growth
- Firms.....
- Countries
- States
- Offices
- Employees
- Relationship Managers
- Clients.....
- Accounts.....

- Assets Under Administration
- Assets Under Management.....
- Revenues
- Net Profits.....
- Leading High Net Worth Brokerage Business Firms
- Countries
- States
- Offices
- Employees
- Relationship Manager
- Clients.....
- Accounts.....
- Assets Under Administration
- Assets Under Management.....
- Insurance Sales
- Revenues
- Net Profits.....
- Market Definition.....
- Brokerage
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Relationship Managers
- Clients.....
- Accounts.....
- Assets Under Administration
- Assets Under Management.....
- Revenues.....
- Net Profits.....
- Services
- Service One
- Service Two
- Executive Brokerage.....
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Relationship Managers
- Clients.....
- Accounts.....
- Assets Under Administration
- Assets Under Management.....
- Revenues.....
- Net Profits.....
- Services
- Service One

- Service Two
- Managed Accounts
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Relationship Managers
- Clients.....
- Accounts.....
- Assets Under Administration.....
- Assets Under Management.....
- Revenues.....
- Net Profits.....
- Services
- Service One
- Service Two
- Alternative Investments.....
- Statistics.....
- Firms.....
- Countries
- States
- Offices.....
- Employees
- Relationship Managers
- Clients.....
- Accounts.....
- Assets Under Administration.....
- Assets Under Management.....
- Revenues.....
- Net Profits.....
- Services
- Service One
- Service Two

Future Predictions of the Investment Banks Industry

- Increasing Investment Banking Regulation.....
- Sub-Prediction #1
- Sub-Prediction #2
- Moderate Growth in Three Largest Businesses.....
- Securities Underwriting.....
- Countries
- States
- Firms.....
- Offices
- Employees
- Institutional Client.....
- Revenues
- Net Profits.....
- Mergers & Acquisitions Advisory.....
- Countries

States	
Offices	
Employees	
Institutional Client.....	
Revenues	
Net Profits.....	
Institutional Sales & Trading	
Firms.....	
Countries	
States	
Offices	
Employees	
Institutional Client.....	
Revenues	
Net Profits.....	
Narrowing Securities Underwriting Business Spreads	
Sub-Prediction #1	
Sub-Prediction #2	
Increasing Mergers & Acquisitions Advisory Business Competition from Boutique Firms ..	
Sub-Prediction #1	
Sub-Prediction #2	
Narrowing Institutional Sales & Trading Business Spreads	
Sub-Prediction #1	
Sub-Prediction #2	
Growing Importance of High Net Worth Brokerage Business	
Sub-Prediction #1	
Sub-Prediction #2	