

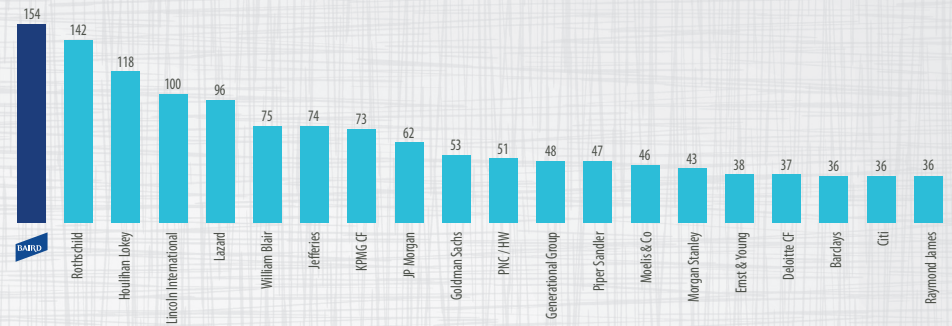
Baird's Global Industrial Franchise Continued Momentum in 2021

BAIRD'S RECENT GLOBAL INDUSTRIAL ACTIVITY

Market Leading Deal Activity 2017 - 2021 YTD¹

- 197 M&A Transactions
- \$92.9 Billion in Deal Value
- 48 Cross-Border Transactions²

CUMULATIVE SELL SIDE DEALS SINCE 2017 WITH VALUE OF \$100M TO \$1.5B OR UNDISCLOSED



Best In Class Industrial Equity Platform

- #1 Salesforce for Industrials³
- #1 Small-/Mid-Cap Research Advisory Firm³
- 55+ Bookrun Industrial Equity Offerings since 2012
- 450+ Industrial Stocks Serving as a Market-Maker

Baird's leading Global Capital Advisory Group delivers a broad range of highly customized capital raising solutions, across the spectrum of debt and equity.

RESEARCH

8 Million Readership "Hits" since 2017
220 Industrial Stocks Under Coverage
12 Research Teams



BAIRD'S GLOBAL IB FOOTPRINT

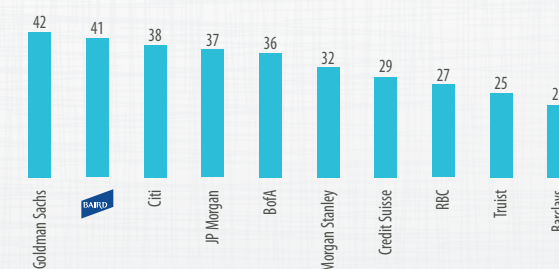
Baird's Investment Banking footprint covers the world's major industrial centers and facilitates ongoing dialogue with leading industrial companies.



ECM AS PREMIER INDUSTRIAL UNDERWRITER

Targeted Allocations to Create Healthy Aftermarket Trading

LEADING EQUITY UNDERWRITING EXPERIENCE



Note: Dealogic as of October 27, 2021. Excludes ADRs, closed-end funds, deals less than \$15 million, Mining issuers and bought deals.

ABOUT BAIRD'S GLOBAL INDUSTRIAL INVESTMENT BANKING EXPERTISE

Baird's Global Industrial team is our largest industry group and provides leading capital markets and M&A advisory services to institutional clients. Our global team ranks as one of the leading industrial M&A and capital raising advisors among all investment banks.

With significant resources committed in the United States, Europe and Asia, our Industrial team's global investment banking and financial sponsor coverage platform provides an extensive network of relationships among active industrial strategic buyers and investors around the world.

ABOUT BAIRD'S GLOBAL INVESTMENT BANKING



Deep Expertise in 50 Sub-Verticals
Within Six Global Industry Groups



Nearly 200 Deals Totaling More Than
\$70 Billion in Value in 2020

ABOUT BAIRD



Global Coverage: 4,600+
Associates in 200+ Locations



One of *Fortune* 100 Best Companies
to Work For®, 2004–2021

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¹Based on signed or closed US and EU Industrial transactions from January 1, 2017 to September 1, 2021; includes undisclosed transactions.

²An international party was involved in this transaction.

³Greenwich Associates' 2021 surveys of North American Equity Investors. Surveys conducted with 95 small-cap and mid-cap fund managers, 138 generalist portfolio managers and 236 traders. Rankings for qualitative metrics based on leading research firms in surveys.

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