

STIFEL AT A GLANCE

Stifel Financial Corp. (NYSE: SF) is a financial services holding company headquartered in St. Louis, Missouri.

Through several wholly owned subsidiaries, we serve individuals, professional money managers, corporations, and municipalities throughout the U.S. and in Europe, offering:

- Private client services, including wealth management and financial planning;
- Institutional equity and fixed income sales, trading and research, and municipal finance;
- Investment banking services, including mergers and acquisitions, public offerings, and private placements; and
- Retail and commercial banking, including personal and commercial lending.

HISTORY

Founded in
1890

EQUITY CAPITAL

\$3.6 billion
as of December 31, 2019

ASSOCIATES

The firm has approximately

8,000
associates

OWNERSHIP

Stifel Financial Corp. is listed on the New York Stock Exchange under the ticker symbol SF

REVENUES

\$3.3 billion
in 2019

24 consecutive years
of record net revenues

SENIOR EXECUTIVES

Ronald Kruszewski
Chairman and Chief Executive Officer

James Zemlyak
Co-President

Victor Nesi
Co-President
Director, Institutional Group

OUR SUBSIDIARIES

Stifel, Nicolaus & Company, Incorporated

Our principal subsidiary; one of the nation's leading full-service retail and institutional wealth management and investment banking firms

Keefe, Bruyette & Woods, Inc.

A full-service boutique investment bank and broker-dealer specializing in the financial services sector

Miller Buckfire & Co., LLC

A leading investment bank specializing in corporate restructuring and recapitalization

Stifel Bancorp, Inc.

The holding company for Stifel Bank and Stifel Bank & Trust, our retail and commercial banks, and Stifel Trust Company, N.A. and Stifel Trust Company Delaware, N.A., our trust companies

Century Securities Associates, Inc.

An independent contractor broker-dealer firm

Stifel Nicolaus Europe Limited

Our European subsidiary, based in London with offices in Geneva, Madrid, and Zurich

Asset Management Firms

- 1919 Investment Counsel, LLC
- EquityCompass Investment Management, LLC
- Washington Crossing Advisors, LLC

This is not a comprehensive list of subsidiaries.

PRIVATE CLIENT GROUP

\$330 billion
in assets under management

Approximately
2,200

Financial Advisors

Nation's
SEVENTH largest

full-service investment firm*
*Based on number of financial advisors

RESEARCH

106 senior analysts
across 12 sectors

Largest U.S.
equity research
platform – more than

1,600
global stocks
under coverage

Ranked in the StarMine Analyst Awards

top 10 for 13
consecutive years

Data is as of December 31, 2019, except where noted. Certain data herein includes transactions completed by companies acquired by or affiliated with Stifel Financial Corp. The number of financial advisors also includes Century Securities Associates, Inc., a Stifel affiliate. Investment banking rankings and data are according to Dealogic as of December 31, 2019. M&A analytics are as of December 31, 2019. Equity transactions include rank-eligible SEC registered IPOs and follow-on offerings and include demutualizations. Research includes Keefe, Bruyette & Woods, a Stifel affiliate, and other firms acquired by Stifel and is as of July 31, 2019. For more information about the StarMine Analyst Awards from Refinitiv, see www.stifel.com/research. References to Stifel may apply to parent company Stifel Financial Corp. or any of its wholly owned subsidiaries, including Stifel, Nicolaus & Company, Incorporated.

STIFEL BANK

\$16.9 billion
in banking assets

\$3.6 billion

in trust assets under administration

ASSET MANAGEMENT

\$16 billion

in assets under management

\$8 billion

in assets under advisement

19 INVESTMENT
COUNSEL
Complexity to Clarity



WASHINGTON
CROSSING
ADVISORS

STIFEL EUROPE

Raised more than

£33 billion for clients
across 176+ transactions since mid-2014

Financial Advisers

No. 3 | **No. 5**
in volume | in value

Banks AIM

No. 5 | **No. 6**
in volume | in value

Banks

No. 2 | **No. 6**
in volume | in value ECMi

Source: EMC Insight

INVESTMENT BANKING

More than **400**
investment banking professionals
in **eight** industry groups and **six**
product and service groups

Since 2010

No. 1

among middle-market firms in
total number of M&A transactions
under \$1 billion

No. 1

in equity transactions under
\$1 billion market cap

Since 2005

No. 3

in all managed venture
capital-backed IPOs

International Financing Review's
U.S. Mid-Market Equity
House of the Year in
2013, 2015, and 2017

PUBLIC FINANCE

No. 1
senior manager of
negotiated municipal
bond issues

270
associates in
36 offices

No. 1 underwriter in

K-12 Education

Development
Districts

Land Secured

Tax Increment
Financing

by par amount and

No. 1 in

Multi-Family
Housing

by number of issues

Source: Thomson Reuters SDC