

# 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 North America 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

**\$4.2 billion**  
as of December 31, 2020

### ASSOCIATES

The firm has approximately

**8,500**  
associates

### OWNERSHIP

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

### SENIOR EXECUTIVES

**Ronald Kruszewski**  
Chairman and Chief Executive Officer

**James Zemlyak**  
Co-President

**Victor Nesi**  
Co-President  
Director, Institutional Group

### REVENUES

**\$3.8 billion**  
in 2020

25 consecutive years  
of record net revenues



## 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

### Stifel Independent Advisors, LLC

An independent contractor broker-dealer firm

### Stifel Nicolaus Europe Limited

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

### Stifel Canada

Our Canadian subsidiary, with offices in Calgary, Montreal, and Toronto

### Asset Management Firms

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

*This is not a comprehensive list of subsidiaries.*

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## PRIVATE CLIENT GROUP

**\$357** billion

in assets under management

Approximately

**2,300**

Financial Advisors

Nation's

**SEVENTH** largest

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

## RESEARCH

**140** senior analysts  
across 12 sectors

Second Largest  
U.S. equity research platform

More than **2,000**  
global stocks  
under coverage

Ranked in U.S. StarMine Analyst Awards

**top 10** for 14  
consecutive years

*Data is as of December 31, 2020, 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 Stifel Independent Advisors, LLC, a Stifel affiliate. Investment banking rankings and data are according to Dealogic as of December 31, 2020. M&A analytics are as of December 31, 2020. 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 December 31, 2020. For more information about the Refinitiv StarMine Analyst Awards, see [www.stifel.com/research](http://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

**\$18.9** billion

in banking assets

**\$4.5** billion

in trust assets under administration

## ASSET MANAGEMENT

**\$20.7** billion

in assets under management

**\$9.1** billion

in assets under advisement

**19/19** INVESTMENT  
COUNSEL  
Complexity to Clarity



WASHINGTON  
CROSSING  
ADVISORS

## INVESTMENT BANKING

More than **600**  
investment banking professionals  
in **eight** industry groups and **six**  
product and service groups

Since 2012

**No. 1**

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

Since 2010

**No. 1** in total number  
of equity transactions  
under \$1 billion market cap

Since 2005

**No. 3**

in total number of 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  
nationally for 11 consecutive years

**350+** associates in **36** offices

**No. 1** underwriter

in Arizona, California, Illinois, Indiana,  
Louisiana, Michigan, Ohio, and Utah

Source: Thomson Reuters SDC, negotiated municipal bond issues ranked by number of issues