

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. 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