

# 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

**\$3.2 billion**  
as of December 31, 2018

## ASSOCIATES

The firm has approximately

**7,500**  
associates

## OWNERSHIP

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

## REVENUES

**\$3.2 billion**  
in 2018

23 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
- Ziegler Capital Management, LLC

*This is not a comprehensive list of subsidiaries.*

## PRIVATE CLIENT GROUP

**\$270** 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, 2018, 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 January 31, 2019. M&A analytics are as of January 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](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

**\$17.8** billion

in banking assets

**\$3.6** billion

in trust assets under administration

## ASSET MANAGEMENT

**\$22.6** billion

in assets under management

**\$7.6** billion

in assets under advisement



## STIFEL EUROPE

Raised more than

**\$16** billion

for clients across 190+ transactions

Financial Advisers

**No. 1** | **No. 7**  
in volume | in value

Banks AIM

**No. 6** | **No. 3**  
in volume | in value

Banks

**No. 4** | **No. 4**  
in volume | in value ECMi

## 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 (IFR) in  
2013, 2015, and 2017

## PUBLIC FINANCE

**No. 1**

senior manager of  
negotiated municipal  
bond issues

**139**

bankers in  
**24** offices

**No. 1**

by number of issues in:

K-12  
Education

Tax  
Increment  
Financing

Development  
Districts

Multi-Family  
Housing

Taxable New  
Issues

Land  
Secured

Source: Thomson Reuters SDC