

# 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

**\$5.3** billion  
as of December 31, 2023

### ASSOCIATES

The firm has more than  
**9,000**  
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

**NET REVENUES**  
**\$4.3** billion  
in 2023



## 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 and Frankfurt, with offices in France, Germany, Switzerland, and Italy

### 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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## ASSETS UNDER MANAGEMENT

**\$444 billion**

in assets under management

## STIFEL BANK

**\$30 billion**

in banking assets

**\$6.0 billion**

in trust assets under advisement

## 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  
Mid-Market Equity House of the Year  
**2023**

## PRIVATE CLIENT GROUP

More than

**2,300**

Financial Advisors

Nation's

**SEVENTH** largest

full-service investment firm\*

\*Based on number of financial advisors

## ASSET MANAGEMENT

**\$36 billion**

in assets under management

**\$11 billion**

in assets under advisement

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



WASHINGTON  
CROSSING  
ADVISORS

## RESEARCH

**160+** analysts  
across 12 sectors

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, 2023, 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, 2023. M&A analytics are as of December 31, 2023. 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, 2023. 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.*

America's No. 1 municipal bond underwriter for 10 consecutive years

## PUBLIC FINANCE

**No. 1** by Number of Issues and Par Amount in:  
Bank Qualified, K-12, Managed Financings <\$25 Million,  
Multifamily Housing, Tax Increment Financing

**No. 1** by Number of Issues in:  
Negotiated New Issues and Charter Schools

**No. 1** by Par Amount in:  
Development and Land Secured

Source: Refinitiv, negotiated municipal bond issues