



Stifel Institutional
At a Glance

STIFEL

Stifel Institutional At a Glance

GAAP Net Revenues:
\$1.6 Billion (12 months ended 2020)

Equities Sales & Trading	Research	Investment Banking	Fixed Income Sales & Trading
Experienced team with extensive distribution capabilities	One of the largest research platforms, with more than 1,400 stocks covered globally	Over 600 professionals with extensive experience across all products and industry verticals	Comprehensive platform including research, strategy, and Debt Capital Markets (DCM) teams

Global Equity Capital Markets Platform

Stifel has the most diverse **Equity Capital Markets (ECM)** revenue stream of any middle-market bank:

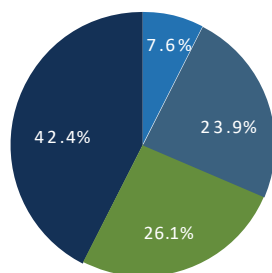
- **#1** in blended market share across all sectors among middle-market peers
- **Top 4** in every sector and **Top 2** in Technology, Media, and Telecom (TMT), Real Estate, and Industrials
- **Top 10** among all Wall Street firms in middle-market offerings (Managed IPOs and Follow-Ons)

In 2020, we managed over **140 equity and equity-linked transactions** raising over **\$75 billion**.

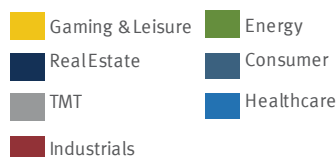
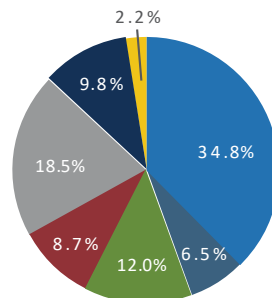


- In addition, we advised on more than **20 transactions** in 2020 within all phases of the **Special Purpose Acquisition Company (SPAC) lifecycle**, including 10 IPOs, 2 PIPEs, and 13 de-SPAC engagements, representing ~30% of 2020 market share for SPACs
- We also have a team solely focused on **144As and other Pre-IPO Private Placements**

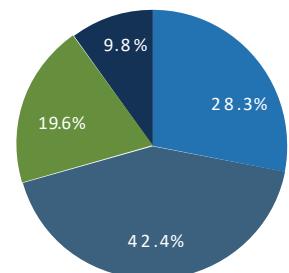
Stifel Global Bookrun Deals by Deal Size



Stifel Global Bookrun Deals by Sector



Stifel Global Bookrun Deals by Market Cap

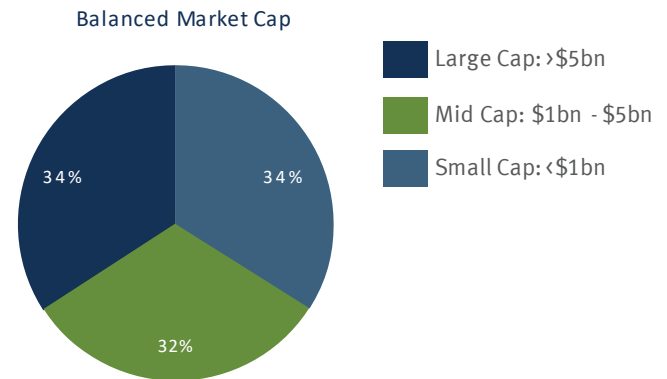


All charts and statistics as of 12/31/2020

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Global Equity Research Platform*

- Stifel is a **market leader** following significant investments, including acquisitions of **MainFirst**, **GMP**, and **Oriel Securities**
- With **151 analysts** across the globe covering more than **1,400 stocks**, Stifel ranks as one of the largest providers of U.S. small and mid cap equity coverage, and is the **#1 provider of Global small cap coverage**
- Refinitiv StarMine Analyst Awards 2020:
 - Stifel ranks **#6** out of 156 qualifying U.S. firms, with **13 awards**; **14th consecutive year** in the top 10
 - Stifel Nicolaus Europe Limited won **five top analyst awards** in Refinitiv StarMine's rankings in Germany, the United Kingdom/Ireland, and Europe
- Ranked **#1 Most Used Broker** North American Non-Deal Roadshows by *IR Magazine* Global Roadshow Report 2019



Broad Global Coverage Across 12 Major Sectors

Sector	U.S.	Canada	UK	Europe	Total
Aerospace, Defense, Gov't Svcs.	15	0	0	0	15
Business Services	15	0	19	17	51
Consumer & Retail	123	21	12	31	187
Diversified Industrials	78	15	33	98	224
Energy & Power	90	55	19	18	182
Financial Services	0	11	0	0	11
Healthcare	192	14	19	38	263
Internet, Media & Telecom	44	2	12	22	80
Materials	17	64	1	20	102
Real Estate	49	2	26	6	83
Technology	154	15	16	43	228
Transportation	46	0	0	18	64
Total	823	199	157	311	1,490

*Excludes Keefe, Bruyette & Woods (KBW) affiliate

As of 3/31/2021

Global Equity Trading Platform

- Global Execution Trading Desks in U.S., Canada, UK, and Europe
- **41 Sales Traders** focused on block trading located in Baltimore, Boston, New York, San Francisco, Calgary, Toronto, Montreal, London, Paris, Frankfurt, Madrid, and Geneva
- **27 Global Position Traders** covering each major industry
- **25 Specialized Traders** focused on: portfolio and algorithmic trading, ETFs, options trading, convertible trading, and commission-sharing arrangements
- Relationships with **over 3,500 institutional accounts** globally
- Active daily market maker in over **6,100 stocks**
- Traded over **8 billion shares** in the U.S. and over **\$43.6 billion in value executed in the UK/Europe** in 2020 (Source: *Bloomberg*)

Stifel Institutional At a Glance

Stifel Institutional Conference Schedule 2021

Stifel hosts several client conferences and events each year, attracting top institutional investors as well as leading companies in our sectors of focus. Our conferences are designed to connect the dots and provide original perspective and depth of insight that are rare at most investor conferences. The goal of each conference is to provide institutional investors with high-level access to senior management and industry experts, showcase dynamic emerging companies, and investigate critical trends that are driving our economy.



Virtual Jaws & Paws Conference
June 2-3, 2021



Virtual Cross Sector Insight Conference
June 8-10, 2021



2021 Stifel Investor Summit at WasteExpo
June 28, 2021
Las Vegas Convention Center, West Halls
Las Vegas, NV



London Cross Sector Insight Conference
September 1-2, 2021
InterContinental London Park Lane
London, England



Baltusrol Executive Summit
September 13, 2021
Baltusrol Golf Club
Springfield, NJ



Midwest One-on-One Growth Conference
November 11, 2021
Waldorf Astoria Chicago
Chicago, IL



Healthcare Conference
November 16-17, 2021
Lotte New York Palace Hotel
New York, NY

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