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 **144 As and other Pre-IPO Private Placements**

*All charts and statistics as of 12/31/2020*
Stifel Institutional At a Glance

Global Equity Research Platform*

- Stifel is a market leader following significant investments, including acquisitions of MainFirst, GMP, and Oriel Securities
- With 111 analysts across the globe covering more than 1,500 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

<table>
<thead>
<tr>
<th>Sector</th>
<th>U.S.</th>
<th>Canada</th>
<th>UK</th>
<th>Europe</th>
<th>Total</th>
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<tr>
<td>Business Services</td>
<td>16</td>
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<td>24</td>
<td>19</td>
<td>59</td>
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<tr>
<td>Consumer &amp; Retail</td>
<td>125</td>
<td>21</td>
<td>13</td>
<td>41</td>
<td>200</td>
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<tr>
<td>Diversified Industrials</td>
<td>81</td>
<td>18</td>
<td>33</td>
<td>123</td>
<td>255</td>
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<tr>
<td>Energy &amp; Power</td>
<td>92</td>
<td>49</td>
<td>16</td>
<td>21</td>
<td>178</td>
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<td>204</td>
<td>17</td>
<td>7</td>
<td>36</td>
<td>264</td>
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<tr>
<td>Internet, Media &amp; Telecom</td>
<td>34</td>
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<td>11</td>
<td>6</td>
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<tr>
<td>Materials</td>
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<tr>
<td>Metals &amp; Minerals</td>
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<td>60</td>
<td>2</td>
<td>0</td>
<td>63</td>
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<tr>
<td>Real Estate</td>
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<td>25</td>
<td>2</td>
<td>85</td>
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<tr>
<td>Technology</td>
<td>152</td>
<td>1</td>
<td>16</td>
<td>48</td>
<td>217</td>
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<tr>
<td>Transportation</td>
<td>53</td>
<td>0</td>
<td>0</td>
<td>17</td>
<td>70</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>830</strong></td>
<td><strong>195</strong></td>
<td><strong>147</strong></td>
<td><strong>313</strong></td>
<td><strong>1,485</strong></td>
</tr>
</tbody>
</table>

*Excludes Keefe, Bruyette & Woods (KBW) affiliate

Global Equity Trading Platform

- Global Execution Trading Desks in U.S., Canada, UK, and Europe
- 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 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.

Calendar of Remaining 2021 Conferences

- Virtual Midwest One-on-One Growth Conference: November 11, 2021
- Virtual Healthcare Conference: November 15-17, 2021

Calendar of Confirmed 2022 Conferences

- Seniors Housing & Healthcare Real Estate Conference: January 27, 2022
  Arizona Biltmore
  Phoenix, AZ
- Biopharma Ski Summit: February 7-9, 2022
  Waldorf Astoria Park City
  Park City, UT
- Transportation & Logistics Conference: February 8-9, 2022
  Ritz Carlton, Amelia Island
  Fernandina Beach, FL
- Streamsong Resort Executive Summit: March 7-8, 2022
  Streamsong Resort
  Streamsong, FL
- Jaws & Paws Conference: June 1, 2022
  The Pierre Hotel, NY
  New York, NY
- Cross Sector Insight Conference: June 7-9, 2022
  The InterContinental
  Boston Hotel
  Boston, MA
- Healthcare Conference: November 15-16, 2022
  Lotte New York Palace Hotel
  New York, NY

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