

GAAP Net Revenues: **\$2.2 Billion** (12 months ended 2021)

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 1,500 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:

- Overall, Stifel ranks **Top 2** by deal size and **Top 2** by fees across every sector
- Top 10 among all Wall Street firms in middle-market offerings (Managed IPOs and Follow-Ons)
- Ranked #1 U.S. Mid-Market Equity House of the Year by International Financing Review in 2021

In 2021, we managed over 265 equity and equity-linked transactions raising more than \$108 billion.





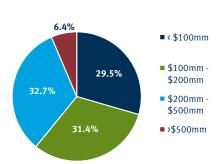




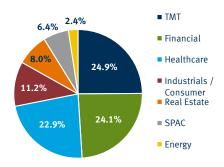


- In addition, we advised on more than **45 transactions** in 2021 within all phases of the **Special Purpose Acquisition Company (SPAC) lifecycle**, including 16 IPOs, 7 PIPEs, and 23 de-SPAC engagements
- We also have a team solely focused on 144As and other Pre-IPO Private Placements

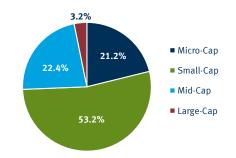
Stifel Global Bookrun Deals by Deal Size



Stifel Global Bookrun Deals by Sector

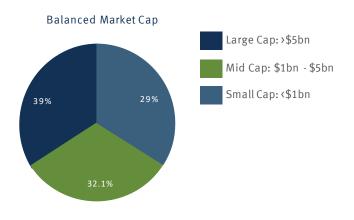


Stifel Global Bookrun Deals by Market Cap



## **Global Equity Research Platform\***

- Stifel is a marketleader 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 the #2 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 5 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 2020



## **Broad Global Coverage Across All Major Sectors**

Sector	U.S.	Canada	UK	Europe	Total
Communication Services	23	0	6	4	33
Consumer Discretionary	98	8	19	46	171
Consumer Staples	36	8	1	17	62
Energy	86	33	17	1	137
Financials	6	0	20	2	28
Health Care	221	24	27	22	294
Industrials	157	11	57	105	330
Information Technology	136	14	16	54	220
Materials	23	73	11	27	134
Real Estate	50	0	26	9	85
Utilities	4	0	2	8	14
	840	171	202	295	1508

\*Excludes Keefe, Bruyette & Woods (KBW) affiliate As of 10/31/2022

## **Global Equity Trading Platform**

- Global Execution Trading Desks in U.S., Canada, UK, and Europe
- **42 Sales Traders** focused on block trading located in Baltimore, Boston, Des Moines, 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 more than 3,500 institutional accounts globally
- Active daily market maker in over 6,500 stocks
- Traded over **7.3 billion shares** in the U.S. and over **\$41 billion in value executed in the UK/Europe** in 2021 (Source: *Bloomberg*)

# STIFEL

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 Confirmed 2022 Conferences**



Virtual Seniors Housing & Healthcare Real Estate Conference
January 27, 2022



**Biopharma Ski Summit** February 7-9, 2022 Waldorf Astoria Park City Park City, UT



Virtual Transportation & Logistics Conference February 8-9, 2022



Streamsong Resort Executive Summit March 7-8, 2022 Streamsong Resort Streamsong, FL



2002 Stifel Investor Summit at WasteExpo May 9, 2022 Las Vegas Convention Center, West Hall Las Vegas, NV



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



Stifel Executive Summit at The Olympic Club June 27, 2022 The Olympic Club San Francisco, CA



**Biotech Summer Summit** August 15-17, 2022 Gurney's Resort Newport, RI



**Tech Executive Summit** August 29-31, 2022 St. Regis Hotel Deer Valley, UT



London Industrials & Renewables Summit September 7, 2022 InterContinental London Park Lane London, England



**Baltusrol Executive Summit** September 12, 2022 Baltusrol Golf Club Springfield, NJ



Midwest One-on-One Growth Conference November 10, 2022 Waldorf Astoria, Chicago



Healthcare Conference November 15-16, 2022 Lotte New York Palace Hotel New York, NY



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