

STIFEL

Ronald J. Kruszewski
Chairman and Chief Executive Officer

March 2023

Dear Valued Client:

The last few days have caused uncertainty in the financial markets. As part of our ongoing commitment to being your Advisor of Choice, we recognize the importance of ensuring Stifel is a financially strong and stable place to hold your assets.

To that end, we employ sound business practices, avoiding the excessive leverage that adversely affected many firms during the financial crisis more than a decade ago. As made evident then, and by the recent failure of Silicon Valley Bank and Signature Bank, absolute size is not an indication of financial strength.

At Stifel, we believe it is important to have balance and strength in our capital, liquidity, and operations. With respect to these measures:

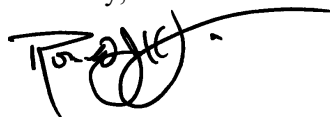
1. **Stifel continues to maintain a strong capital position.** The following ratios as of December 31, 2022, illustrate our financial strength. Stifel Financial Corp., our holding company, has a Tier 1 risk-based capital ratio of 17.6%, which is nearly three times the required level. Stifel, Nicolaus & Company, Incorporated, our broker-dealer, has a net capital ratio of 48.1%, over 22 times the required level.
2. **Stifel's liquidity is robust.** In addition to our well-diversified deposit base, we have access to available and unused liquidity of nearly \$10 billion. To put that in perspective, that is unused liquidity of over two times the common equity of Stifel Financial Corp.
3. **Holding securities with Stifel is secure.** Importantly, client assets are not considered assets of the firm as they benefit from strict segregation rules. This means Stifel's clients have the same right as clients of banks/trust companies to reclaim securities free from any general creditor claims.

With respect to recent events, we believe they were the result of poor business decisions at individual institutions, as opposed to a systemic issue impacting everyone.

Our conservative approach has helped Stifel Financial Corp. achieve sound and prudent results since 1890, over 130 years of both good and difficult times. The end result is a firm that is well positioned to continue the steadfast principle of "*safeguarding the money of others as if it were your own.*"

Thank you for your continued trust and for allowing us to assist you in pursuing your financial goals.

Sincerely,



STIFEL FINANCIAL CORP.

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