

Stifel Fact Sheet for 2019

Type of Company:

Stifel is a full-service wealth management and investment banking firm.

Founded:

Established in St. Louis, Missouri in 1890.

Ownership:

Stifel, Nicolaus & Company, Incorporated is a subsidiary of Stifel Financial Corp., which is listed on the New York Stock Exchange (symbol SF).

Associates:

The firm has approximately 7,500 associates.

Assets Under Management:

\$270 billion as of December 31, 2018.

Equity Capital:

\$3.2 billion as of December 31, 2018.

Products and Services:

The company provides securities brokerage, investment banking, trading, investment advisory, and related financial services to individual investors, professional money managers, businesses, and municipalities.

Market Maker:

A major market maker, Stifel makes a market in approximately 4,000 U.S. domestic equities.

Serving Individuals and Businesses:

Stifel serves investors through approximately 2,300 Financial Advisors in more than 400 offices across the nation, making Stifel the nation's 7th largest full-service investment firm in terms of number of Financial Advisors.

Investment Banking:

Our firm has more than 400 investment banking professionals in 8 industry groups and 6 product and service groups.

Since 2010, our firm ranks:

- #1 among middle-market firms in total number of M&A transactions under \$1 billion
- #1 in equity transactions under \$1 billion market cap

Since 2005, our firm ranks:

- #3 in all managed venture capital-backed IPOs

Stifel was named 2013, 2015, and 2017 U.S. Mid-Market Equity House of the Year by Thomson Reuters' International Financing Review (IFR).

Research:

Stifel has one of the nation's leading equity research groups, with 105 senior analysts. The Stifel Equity Research teams, Stifel and affiliate KBW, won 18 awards in the 2018 Thomson Reuters Analyst Awards and ranked third among 152 qualifying U.S. firms. Stifel has finished in the top ten for 12 consecutive years.

STIFEL

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Certain data herein includes transactions completed by companies acquired by or affiliated with Stifel Financial Corp. The number of financial advisors also includes Century Securities Associates, Inc., a Stifel affiliate. Investment banking rankings and data are according to Dealogic as of January 31, 2019. M&A analytics are as of January 31, 2019. 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. For more information about the Thomson Reuters Analyst Awards, see 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, Member SIPC & NYSE.