

Stifel Fact Sheet for 2017

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 7,200 associates.

Assets Under Management:

Over \$236 billion as of December 31, 2016.

Equity Capital:

\$2.7 billion as of December 31, 2016.

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 3,800 U.S. domestic equities.

Serving Individuals and Businesses:

Stifel serves investors through approximately 2,300 Financial Advisors in more than 400 offices in 45 states and the District of Columbia, making Stifel the nation's 7th largest full-service investment firm in terms of number of Financial Advisors. In fact, in 2009 and 2010, Stifel was named to *Fortune's* 100 Fastest-Growing Companies list.

Investment Banking:

Our firm has approximately 400 investment banking professionals in 12 industry groups and 5 product and service groups. Since 2010, our firm ranks:

- #1 among middle-market firms in total number of M&A transactions under \$1 billion, with 382 transactions totaling \$56.5 billion
- #1 in bookrun equity transactions under \$500 million, with 240 transactions totaling \$8.1 billion
- #3 in bookrun private capital transactions, with 93 transactions totaling \$3.7 billion

Stifel was named 2013 and 2015 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 121 senior analysts. The Stifel Equity Research teams, Stifel and affiliate KBW, won 18 awards in the 2016 Thomson Reuters StarMine Analyst Awards and tied for first among 167 qualifying U.S. firms. Stifel has finished in the top ten for ten 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 June 30, 2016. Research includes Keefe, Bruyette & Woods, a Stifel affiliate, and other firms acquired by Stifel. For more information about the Thomson Reuters StarMine 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.