

# Stifel Fact Sheet for 2018

## **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 7,300 associates.

## **Assets Under Management:**

Over \$263 billion as of December 31, 2017.

## **Equity Capital:**

\$2.7 billion as of December 31, 2017.

## **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 nearly 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 approximately 370 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 456 transactions totaling \$71.2 billion
  - #1 in equity transactions under \$1 billion market cap, with 648 transactions totaling \$61.1 billion
- Since 2005, our firm ranks:
- #2 in all managed venture capital-backed IPOs, with 194 transactions totaling \$55.1 billion

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 121 senior analysts. The Stifel Equity Research teams, Stifel and affiliate KBW, won 23 awards in the 2017 Thomson Reuters Analyst Awards and ranked first among 161 qualifying U.S. firms. Stifel has finished in the top ten for 11 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, 2017. M&A analytics are as of July 6, 2017. 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](http://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.