

Public Finance: A Core Stifel Business

A message from our CEO: “Public Finance is important to the Firm because it creates product and finances projects that are essential to everyday life. Public Finance projects are a critical component of the fixed income market, and we have a franchise that shareholders can relate to.”

- Ron Kruszewski, Chairman & CEO

Commitment from Top Level Management

• Strategic Investment Continued Over Last Two Years

Public Finance Expansion: Growth evidenced by hiring of new talent in Bethel Park (PA), Naples (FL), Boston (MA), Chicago (IL), Dallas (TX), Denver (CO), Los Angeles (CA), New York City (NY), Philadelphia (PA), San Francisco (CA), Cincinnati (OH) and St. Louis (MO).

Fixed Income Sales and Trading Expansion: Additional High Yield Trader

• Success Rooted in Culture, Centered Around OUR PEOPLE

We are committed to an entrepreneurial environment that rewards fellowship, work ethic, empathy, and distinguishing us from our peers, allowing us to effectively integrate and align efforts across our organization.

“Stifel remains committed to public finance and continues to be actively expanding our public finance presence around the country. We have consistently grown while others have decided to focus on other priorities. In 2023, we have expanded nine regional offices and national product groups and look forward to continuing to invest in the municipal securities business in 2024.”

- Peter Czajkowski, Head of Municipal Securities Group

Broad Platform, Global Reach, Local Knowledge - 689 Professionals

Public Finance Banking

Fixed Income
Sales & Trading

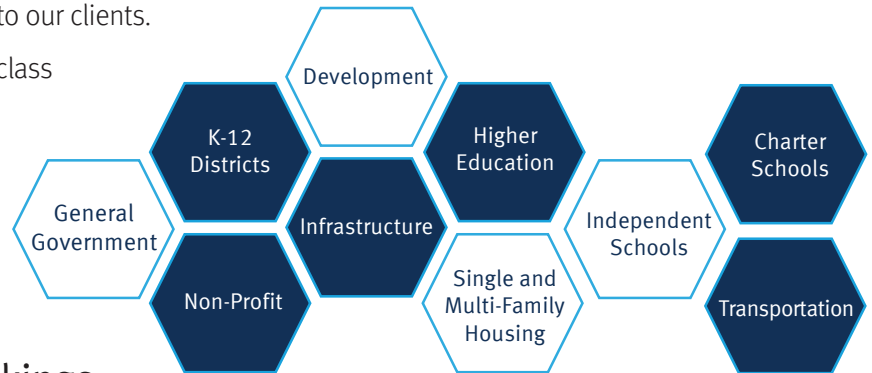
- 199 Public Finance Bankers
- 41 Public Finance Locations
- 23 States across the U.S.
- 11 Muni Underwriters
- 7 Syndicate Desks
- 270+ Fixed Income Salespeople
- 8,500+ Institutional Investment Accounts
- 120+ Fixed Income Traders
- 60 Credit Sales Specialists
- \$776bn Annual Client Trade Volume



STIFEL

■ One Stifel: Comprehensive Sector Coverage and Collaboration Across Business Units

- Cross communication through sectors, business units and geographies to deliver differentiated capabilities to our clients.
- While as a Firm we operate under several best-in-class brands, we are One Stifel!



■ Public Finance Highlights and Rankings

15%

Negotiated
Transactions Priced
off a Stifel Desk ¹

#7

\$7.2 Billion
Lead Managed Par ¹



2,400+ Retail Brokers
380 Retail Offices
\$35.3 Billion Assets ³

#1

224
Lead Managed
Transactions ¹

#7

Ranked
Broker/Dealer by
of Brokers ²

**Last 10
Years**

#1 Ranked
Negotiated Lead
Manager – Issue
Volume ⁴

Sources: ¹ SDC Negotiated Lead Managed Transactions 1/1/2024 - May 2024

² Stifel Internal Database

³ Stifel SQL Servers

⁴ SDC Negotiated Lead Managed Transactions 1/1/2014 - May 2024

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