Stifel Institutional At a Glance

**GAAP Net Revenues:**

$4.4 Billion (12 months ended 2022)

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**Equities Sales & Trading**

Experienced team with extensive distribution capabilities

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**Research**

One of the largest research platforms, with +2,000 stocks covered globally

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**Investment Banking**

+600 professionals with extensive experience across all products and industry verticals

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**Fixed Income Sales & Trading**

Comprehensive platform including research, strategy, and Debt Capital Markets (DCM) Teams

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**Global Equity Capital Markets Platform**

Stifel has the most diverse **Equity Capital Markets (ECM)** revenue stream of any middle market bank. We are fully integrated across products, sectors, geographies for best execution.

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**U.S. ECM**

- 277 Bookrun IPOs and FEs Since 2020
- ➤$57B Bookrun IPO and FO Proceeds Raised

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**Canada and Europe (ECM)**

- 94 Bookrun Canadian Offerings Since 2020
- 97 Bookrun European Offerings Since 2020

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**SPAC Franchise**

- 28 SPACS Raised Since 2020
- #5 Ranked SPAC Advisory Business Since 2020

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**Private Capital Markets**

- $4.5B Proceeds Raised Since 2018
- 25 Successful Capital Raises Since 2018

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**Eaton Partners**

- ➤$22B In funding Placed Since 2019
- 31 Oversubscribed Funds Raised Since 2019

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**Strong Sector Diversity Focused on Serving SMID-Cap Clients**

- **Market Cap**
  - Micro-Cap: 2%
  - Small-Cap: 17%
  - Mid-Cap: 62%
  - Large-Cap: 19%

- **Sector**
  - Healthcare: 39%
  - TMT: 15%
  - Industrials / Consumer: 23%
  - Real Estate: 14%
  - Energy: 7%

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(1)SPACResearch.com. As of 12/31/2022

(2)Micro-Cap: <$250mm, Small-Cap: $250mm – $2.0bn, Mid-Cap: $2.0bn – $10.0bn and Large-Cap: >$10.0bn.
Stifel Institutional At a Glance

Global Equity Research Platform

- 2,000+ global stocks under coverage
- 150+ analysts
- #1 provider of global small-cap coverage
- #4 in domestic coverage

Balanced Market Cap

- Large Cap: >$5bn
- Mid Cap: $1bn - $5bn
- Small Cap: <$1bn

Global Equity Trading Platform

Global Execution
Trading Desks in U.S., Canada, UK, and Europe

Global Traders
- 26 Global Position Traders covering each major industry
- 25 Specialized Traders focused on: portfolio and algorithmic trading, ETFs, options trading, convertible trading, and commission-sharing arrangements

Global Relationships
- +3,500 institutional accounts globally

Sales Traders

Stock Coverage
- Active daily market maker in over 6,500 stocks

2022 Footprint
- Traded over 6.7 billion shares in the U.S. and over $55 billion in value executed in the UK/Europe in 2022 (Source: Bloomberg)
Stifel hosts several client conferences and events each year, attracting top institutional investors as well as leading companies in our sectors of focus. Our conferences are designed to connect the dots and provide original perspective and depth of insight that are rare at most investor conferences. The goal of each conference is to provide institutional investors with high-level access to senior management and industry experts, showcase dynamic emerging companies and investigate critical trends that are driving our economy.

All conferences are for current clients of Stifel and are by invitation only. Invitations are non-transferable. For more information, please contact your Stifel representative.
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