

Made in the Mid-Willamette Valley: Stifel, Nicolaus & Company

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Company name: Stifel, Nicolaus & Company, Incorporated

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Business description: Stifel, Nicolaus & Company, Incorporated, provides securities brokerage, investment banking, trading, investment advisory, and related financial services to individual investors, professional money managers, businesses, and municipalities. Stifel Nicolaus is the largest subsidiary of Stifel Financial Corp., listed on the New York Stock Exchange under the symbol "SF." The firm has over \$117 billion in assets under management as of April 2011.

Employees: Stifel Nicolaus serves investors through approximately 1,900 Financial Advisors in more than 310 offices in 44 states and the District of Columbia, making Stifel the seventh largest brokerage firm in the U.S. in terms of number of Financial Advisors. In fact, in 2010, Stifel Financial Corp. was named to Fortune's 100 Fastest-Growing Companies list for a second consecutive year. The firm has approximately 5,100 associates.

Business specialities: Stifel's research is one of the nation's largest domestic equity research franchises, with 84 senior analysts and approximately 1,260 companies under coverage (including 87 closed-end funds). The Stifel Equity Research Group was ranked No. 1 in The Wall Street Journal's Best on the Street Survey and tied for No. 2 in the FT/StarMine World's Top Analyst Survey for 2010.

The firm has more than 250 investment banking professionals in 13 industry groups and 3 resource groups. From 2000-2010, our firm has:

- Managed 1,118 public offerings as lead or co-manager, raising \$288 billion
- Advised in 592 M&A transactions, totaling \$51 billion
- Served as placement agent in 438 private placements, raising \$15 billion



Special to the Statesman Journal

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SEDCOR, the lead economic development agency for Marion and Polk counties, is pleased to offer you a glimpse of the multitude of products and services being manufactured and provided by local area companies. SEDCOR's membership is composed of more than 500 business and community leaders who support our mission to enhance and diversify the economy of the Mid-Willamette Valley.

Business history: Stifel Nicolaus was founded in 1890 in St. Louis, Missouri, and remains headquartered there today. Stifel became a member of the New York Stock Exchange in 1958, and in 1983 went public, listed on the NYSE under parent company, Stifel Financial Corp. (NYSE:SF).

What is biggest advantage of doing business in the Mid-Willamette Valley: A major market maker, Stifel makes a market in approximately 3,100 U.S. domestic equities, including equities of companies located in the Pacific Northwest.

Essential business philosophy: Stifel's commitment to our individual, institutional, corporate, and municipal clients is to listen and consistently deliver innovative financial solutions. Putting the welfare of clients and community first, we strive to be the advisor of choice in the industry. Pursuit of excellence and a desire to exceed clients' expectations are the values that empower our company to achieve this status.

For additional information contact SEDCOR at (503) 584-7303 or email sappleby@sedcor.com.