

The background of the slide features a large, detailed sculpture of two bears in a physical struggle, known as the 'FORCES' statue by Harry Weber. The sculpture is rendered in a light, textured material, possibly stone or concrete, and is set against a bright, slightly hazy sky. The word 'STIFEL' is overlaid in the top left corner in a dark blue, serif font.

STIFEL

Goldman Sachs
U.S. Financial Services Conference
December 7, 2022

Stifel's "**FORCES**" statue by Harry Weber

Disclaimer

Forward-Looking Statements

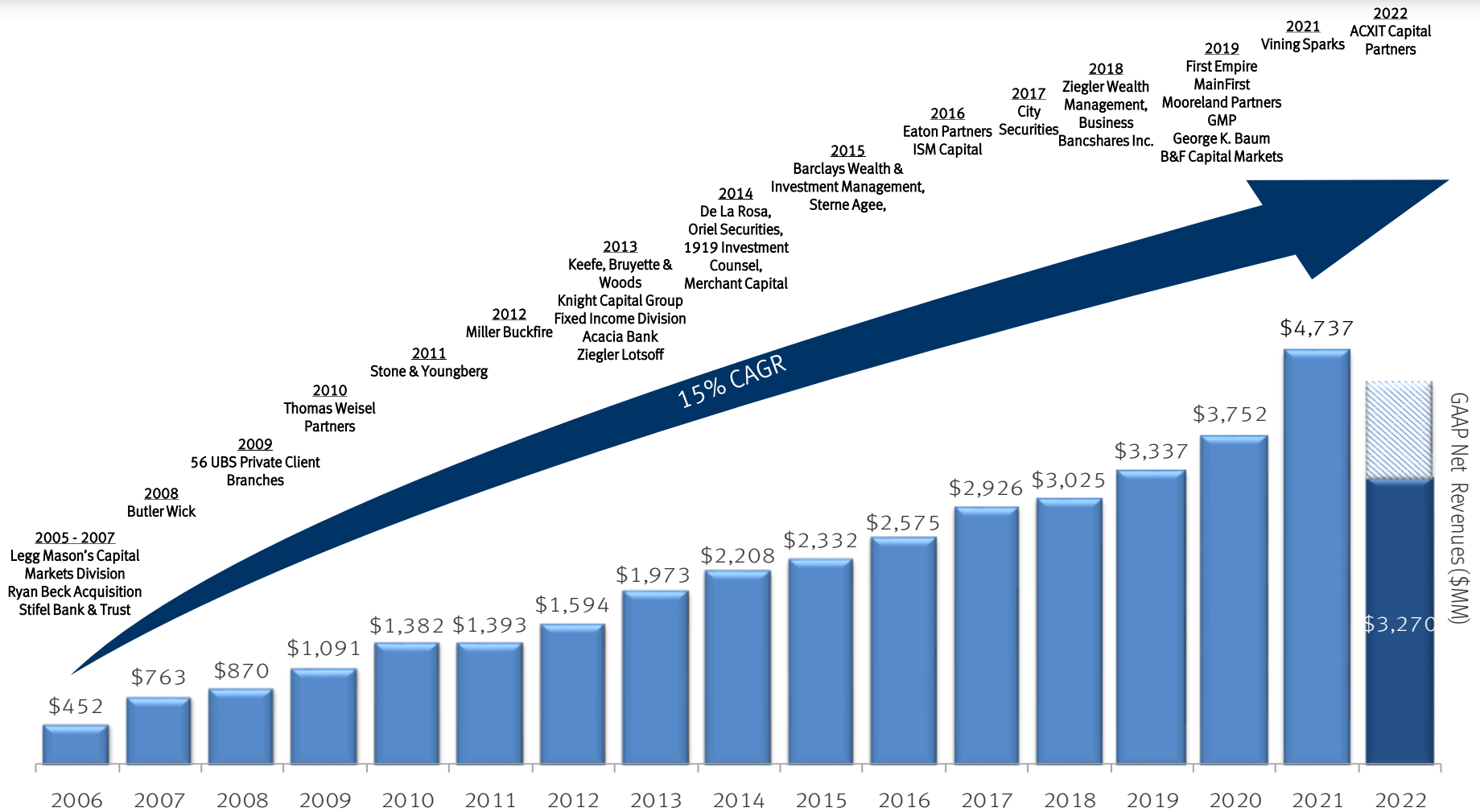
This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that involve significant risks, assumptions, and uncertainties, including statements relating to the market opportunity and future business prospects of Stifel Financial Corp., as well as Stifel, Nicolaus & Company, Incorporated and its subsidiaries (collectively, “SF” or the “Company”). These statements can be identified by the use of the words “may,” “will,” “should,” “could,” “would,” “plan,” “potential,” “estimate,” “project,” “believe,” “intend,” “anticipate,” “expect,” and similar expressions.

All statements not dealing with historical results are forward-looking and are based on various assumptions. The forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in or implied by the statements. For information about the risks and important factors that could affect the Company’s future results, financial condition and liquidity, see “Risk Factors” in Part I of the Company’s Annual Report on Form 10-K for the year ended December 31, 2021. Forward-looking statements speak only as to the date they are made. The Company disclaims any intent or obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.

Use of Non-GAAP Financial Measures

The Company prepares its Consolidated Financial Statements using accounting principles generally accepted in the United States (U.S. GAAP). The Company may disclose certain “non-GAAP financial measures” in the course of its earnings releases, earnings conference calls, financial presentations and otherwise. The Securities and Exchange Commission defines a “non-GAAP financial measure” as a numerical measure of historical or future financial performance, financial position, or cash flows that is subject to adjustments that effectively exclude, or include, amounts from the most directly comparable measure calculated and presented in accordance with U.S. GAAP. Non-GAAP financial measures disclosed by the Company are provided as additional information to analysts, investors and other stakeholders in order to provide them with greater transparency about, or an alternative method for assessing the Company’s financial condition or operating results. These measures are not in accordance with, or a substitute for U.S. GAAP, and may be different from or inconsistent with non-GAAP financial measures used by other companies. Whenever the Company refers to a non-GAAP financial measure, it will also define it or present the most directly comparable financial measure calculated and presented in accordance with U.S. GAAP, along with a reconciliation of the differences between the non-GAAP financial measure it references and such comparable U.S. GAAP financial measure.

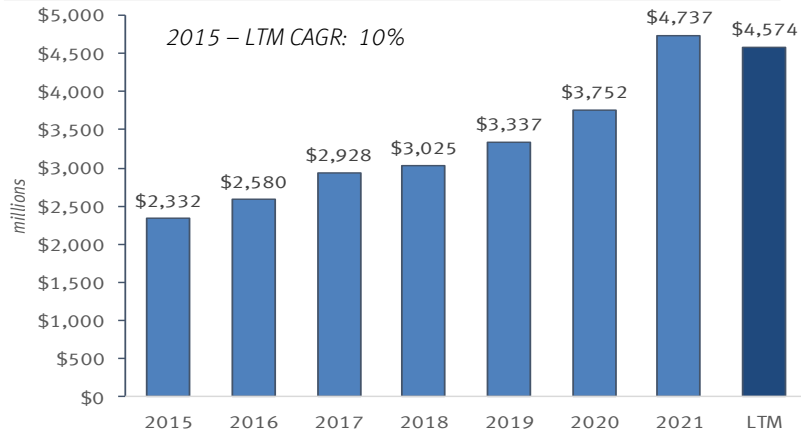
A History of Organic Growth & Acquisitions



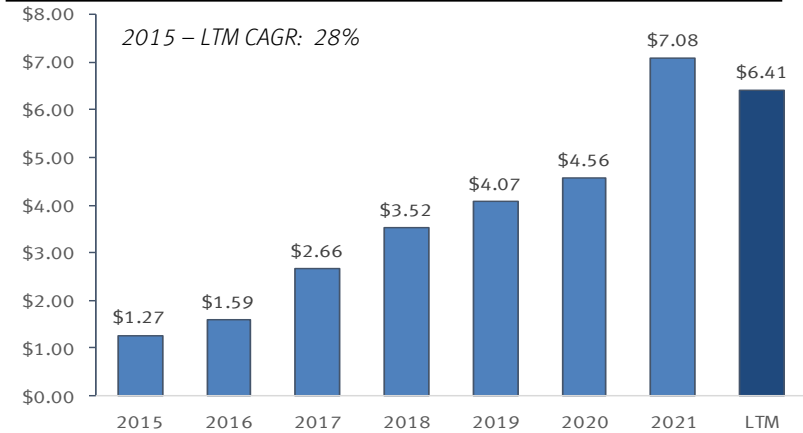
* 2022 full year GAAP net revenues based on annualized results as of 09/30/2022

A Diversified Growth Company

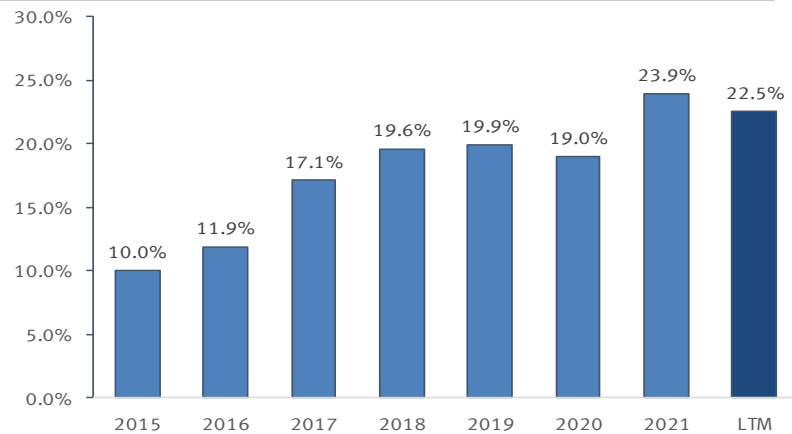
Net Revenue¹



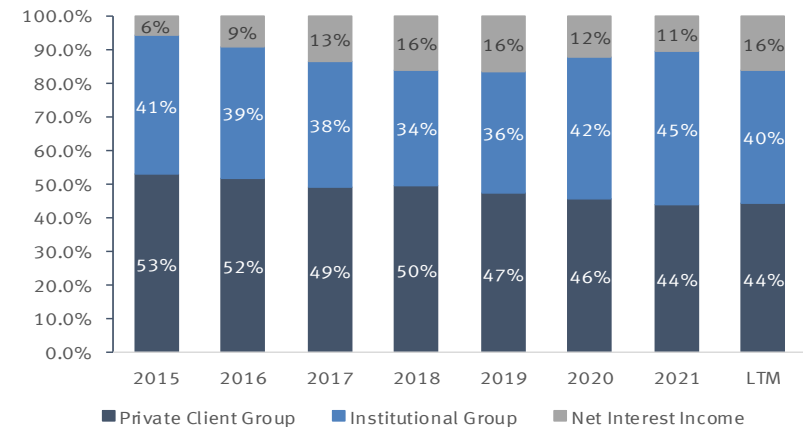
Earnings Per Share^{1,2}



Pre-tax Margin¹



Revenue Contribution by Segment



(1) Non-GAAP

(2) Incorporates impact of the December 2020 3:2 stock split.

The background of the slide features two large, light-colored bear sculptures, possibly made of stone or concrete, set in a rocky, naturalistic landscape. The bears are positioned in the upper and lower right portions of the frame, facing each other. The sky is filled with soft, white clouds. A dark blue horizontal band is overlaid across the middle of the image, containing the title text.

Business Overview

Stifel – Premier Investment Bank and Wealth Management Firm

Stifel at a Glance 2021 GAAP Net Revenue - \$4.7 billion

Global Wealth Management (GWM) 2021 Net Revenue - \$2.6 billion

- Private Client
- Stifel Bancorp
- Margin and Securities-based Lending
- Asset Management

Institutional Group (IG) 2021 Net Revenue - \$2.2 billion

- Equity & Fixed Income Capital Raising
- M&A Advisory / Restructuring
- Institutional Equity and Fixed Income Brokerage
- Independent Research

- Low leverage (7.2x) ⁽¹⁾ ⁽²⁾, \$5.2 billion stockholders' equity ⁽¹⁾ and \$6.8 billion market capitalization ⁽³⁾
- 27% Insider ownership aligns employees' interests with other shareholders ⁽⁴⁾
- Approximately 9,000 full-time associates⁽¹⁾
- Balanced business mix (55% GWM / 45% IG) (2021 net revenues)
- National presence with 2,337 financial advisors⁽¹⁾
- Largest U.S. equity research platform for small & mid cap stocks with approximately 730 stocks under coverage⁽¹⁾
- Broad investment banking and institutional sales and trading capabilities – domestic and international

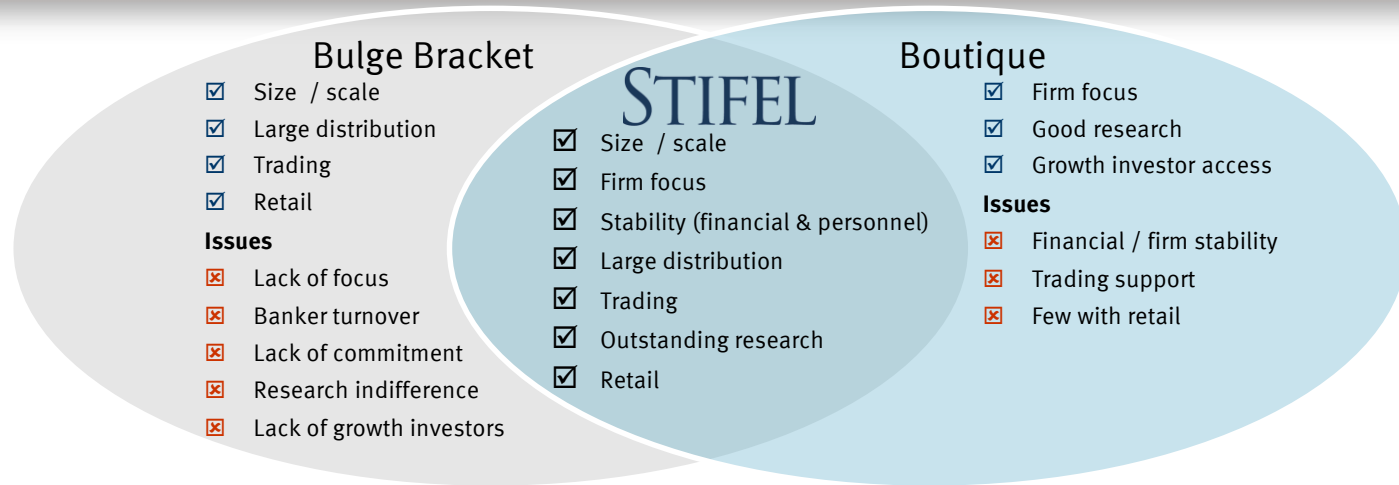
(1) As of 09/30/2022

(2) Assets / equity.

(3) As of 11/30/2022

(4) Insider ownership percentage includes all units outstanding, as of March 29, 2022.

Leading broker-dealer providing wealth management and institutional services to consumers and companies



Institutional

- **LARGEST** provider of U.S. equity research for small & mid cap stocks
- **4th LARGEST** U.S. investment bank by U.S. equity trading volume outside of the Bulge Bracket firms⁽¹⁾
- **FULL SERVICE** investment banking with expertise across products and industry sectors
- **ACCESS TO** top ten private client platform

(1) Based on 2021 U.S. trading volume per Bloomberg, as of 12/31/2021

(2) Source: Publicly available information for U.S. brokerage networks. Includes investment banks only.

(3) Morgan Stanley brokers based on 12/31/2020 results as the firm no longer reports number of Financial Advisors.

Wealth Management

#7 Largest Retail Brokerage Network⁽²⁾

Rank	Firm	Brokers
1	Bank of America Merrill Lynch	18,841
2	Morgan Stanley Wealth Management ⁽³⁾	15,950
3	Wells Fargo Securities	12,011
4	Raymond James Financial	8,681
5	UBS	6,257
6	JPMorgan	3,110
7	Stifel Financial Corp.	2,337
8	Oppenheimer & Co.	985

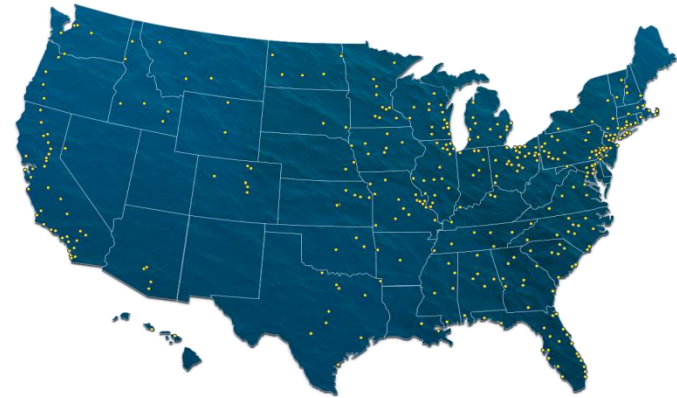
Global Wealth Management (GWM)

Provides Securities Brokerage Services and Stifel Bank Products

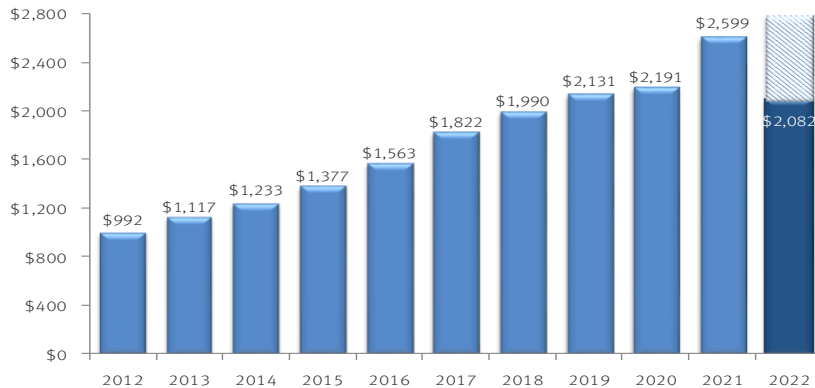
Overview

- Grown from 600+ financial advisors in 2005 to 2,337 financial advisors currently
- Proven organic growth and acquirer of private client business
- Strategy of recruiting experienced advisors with established client relationships
- Expanding U.S. footprint through employee & independent financial advisor channels

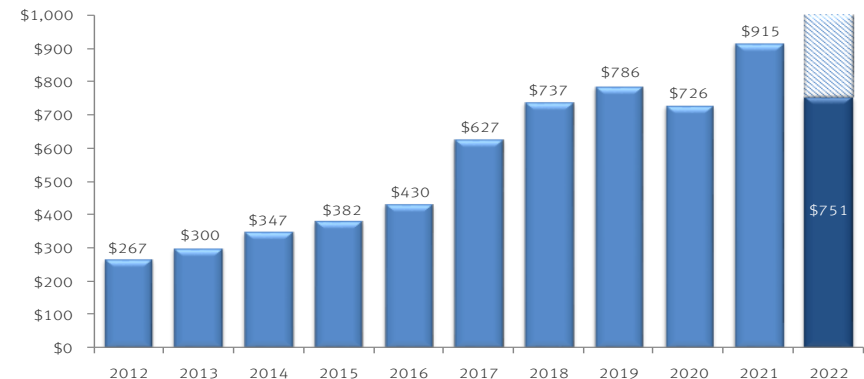
National Presence



Net Revenues (\$MM)¹



Operating Contribution (\$MM)¹



(1) 2022 full year net revenues & operating contribution based on annualized results as of 09/30/2022.

GWM – Stifel Bancorp, Inc.

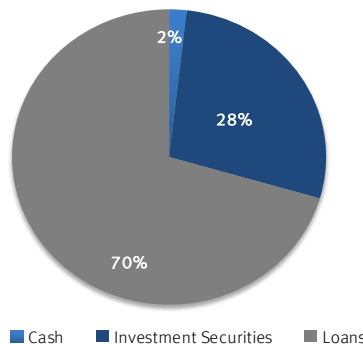
Overview

- Acquired FirstService Bank, a St. Louis-based, Missouri-chartered commercial bank, in April 2007
- Stifel Financial became a bank holding company and financial services holding company
- Substantial Balance sheet growth with low-risk assets
- Funded by Stifel Nicolaus client deposits
- Maintain high levels of liquidity

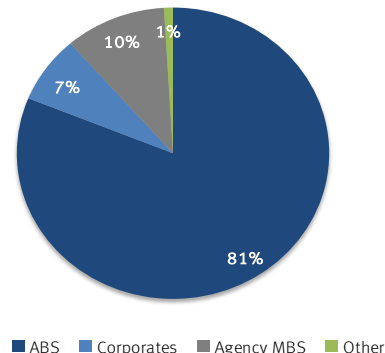
Key Statistics (millions) ⁽¹⁾⁽²⁾

Total assets	\$29,308
Total deposits	27,191
Total equity	1,996
ROAA	1.93%
ROAE	29.20%
Tier 1 Risk Based Capital	10.80%
Tier 1 Leverage	7.30%
NPAs/Assets	0.04%

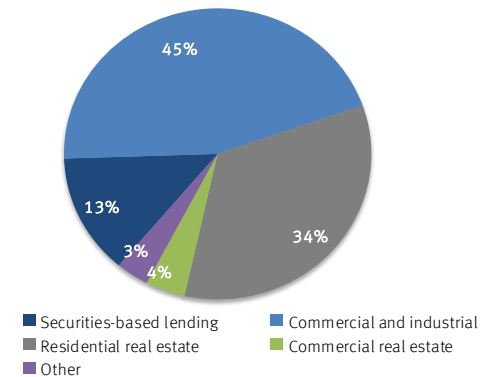
Interest Earning Assets



Investment Portfolio



Loan Portfolio³



Note: Key Statistic Data as of 09/30/2022.

(1) ROAA, ROAE, as well as Tier 1 capital ratios specific to Stifel Bank & Trust

(2) NPAs include: nonaccrual loans, restructured loans, loans 90+ days past due, and other real estate owned.

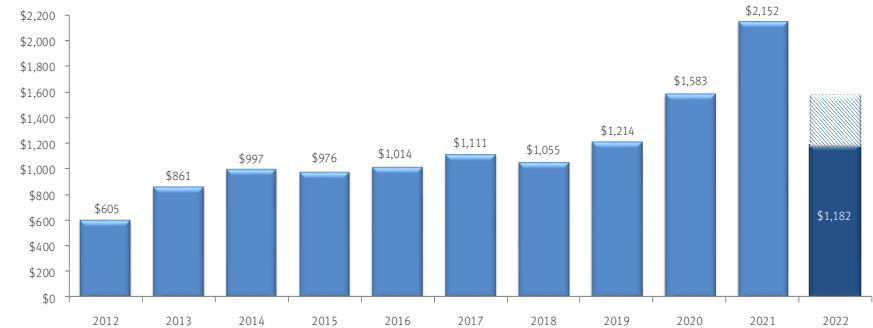
(3) Other includes construction and land, consumer loans, and home equity lines of credit.

Institutional Group

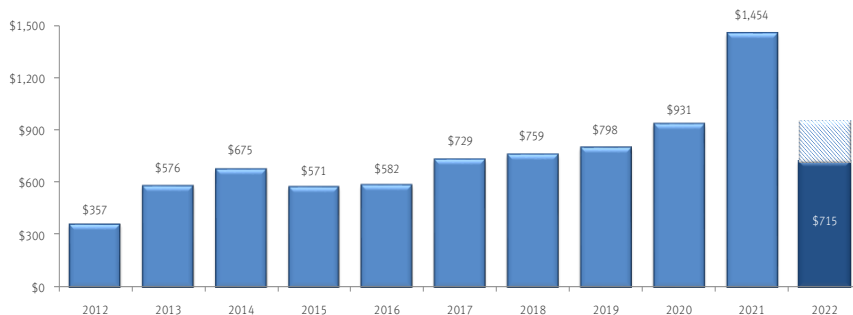
Overview

- Provides securities brokerage, trading, research, underwriting and corporate advisory services
- Largest provider of U.S. Small & Mid Cap Equity Research
- 4th largest U.S. Investment bank by U.S. equity trading volume outside of the Bulge Bracket firms⁽¹⁾
- Full-service Investment Bank
- Comprehensive Fixed Income platform

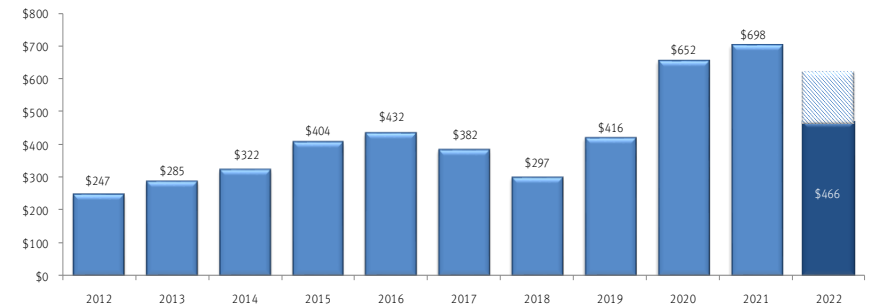
Net Revenues (\$MM)⁽²⁾⁽⁴⁾



Equity Capital Markets Net Revenues⁽³⁾⁽⁴⁾



Fixed Income Capital Markets Net Revenues⁽³⁾⁽⁴⁾



- (1) Based on 2021 U.S. trading volume per Bloomberg, as of 12/31/2021.
 (2) 2012 includes realized and unrealized gains on the Company's investment in Knight Capital Group, Inc. of \$39.0 million
 (3) Equity and Fixed Income Net Revenues comprised of Transactional, Investment Banking, Net Interest Income, and Other
 (4) 2022 full year net revenue based on annualized results as of 09/30/2022