



GROWING
VALUE
—THROUGH—
VISION

D|A|DAVIDSON COMPANIES
2022 ANNUAL REPORT



ROOTED TO THRIVE

There is a grove of Aspen trees in Utah that spreads over an area of 100 acres. It is a collection of 47,000 genetically identical stems that is said to be a single organism because every stem shares a collective root system. Though the individual trees are an average of 130 years old, the root system itself is more than 80,000 years old, making it the oldest and largest living organism on earth.

Growing Value Through Vision symbolizes D.A. Davidson's culture and our strong connection to our clients and communities. Together, we too are an expansive collection of many sprouts—single stems—that bind together our strong root system, generating growth year after year.

CONTENTS

- | | | |
|----------------------------------|---------------------------|-------------------------|
| 04 Letter from Leadership | 22 Giving Report | 28 A Tribute |
| 08 Continued Growth | 26 Awards & Honors | 30 Our Footprint |
| 10 Business Units | | |



LETTER FROM LEADERSHIP

DEAR SHAREHOLDERS, CLIENTS & ASSOCIATES,

Now in our 88th year of serving clients and supporting our communities, we again are reminded of how quickly the economic landscape can change and the impact those changes have on all of us.

2022 brought challenges not only for our business, but for our country and across the globe, with inflation at levels not experienced in decades, a war in Ukraine, and the continued impact of COVID-19, to name a few.

Those challenges brought considerable volatility and lower U.S. equity and bond valuations throughout the year. Notwithstanding those challenges, D.A. Davidson Companies' increasingly diversified business model delivered record net revenues and shareholders' equity in 2022. Our results are due to the talent, expertise, resilience and strength of advice our associates continue to bring to our clients.

We thank our clients for their continued loyalty to D.A. Davidson.

STAYING TRUE TO OUR CORE VALUES

Over the decades, we have been guided by these core values established by Ian Davidson during his now 64 years with D.A. Davidson and continued by each of us: Business Ethics and Integrity; Investing in Our Associates as they drive our success; providing Service Excellence to our clients; being Employee-Owned; and Supporting Our Communities. While strategic priorities have evolved over the years to adapt to changing times, these values are timeless. The thoughtful execution of these values will always distinguish our firm.

2022 IN REVIEW: CONTINUED INVESTMENT IN OUR BUSINESS AND SOLUTIONS

Growing our businesses continues to be our key strategic priority, with growth through increased productivity of our existing associates, recruiting new people to our firm, and looking for acquisition opportunities. In 2022, we grew net revenues by more than 14 percent. The growth was nearly equally divided between our Wealth Management/Asset Management business and our combined Capital Markets businesses, despite challenging market conditions throughout the year.

Wealth Management, our largest business, continues to position itself as our clients' trusted advisor through their Life's Key Moments initiative. 2022 reflected continued expansion of the business unit's geographic reach as we opened offices to serve new clients across the country, focusing on the Southeast. We continue to invest in training, technology, and additional services and solutions to enable our financial professionals to maintain their exceptional support of their growing client base.

Our **Asset Management and Trust** business, led by the performance of Davidson Investment Advisors and D.A. Davidson Trust Company, enjoyed a record year. These businesses continue to serve their clients with ever-expanding products and solutions, and our Trust team added several key professionals and expanded into new markets.

Our **Fixed Income Capital Markets** business also had another strong year and was once again a leading underwriter of municipal bonds. The proceeds of those bond issuances fund important—sometimes critical—projects within their respective communities, including schools and housing. We also strengthened the team supporting our institutional client base through the addition of several talented professionals and service offerings. Our Fixed Income Capital Markets continues to engage with clients to work with them on solutions for this higher interest rate and inflationary environment as well as more challenging real estate conditions.

Our **Equity Capital Markets** group grew net revenues by nearly 33 percent, driven by its investment banking professionals, despite the challenging equity markets present during most of 2022. The new teammates from Marlin & Associates, which we acquired in September 2021, were a significant driver of the growth in our technology sector. We were also pleased to see record results in our Diversified Industrials sector. Our institutional equities team continues to provide valuable domain expertise to our clients across our four industry verticals.

THE STRENGTH OF GIVING

2022 marked the sixth year of **D.A. Davidson Day**—our Strength of Giving event. We are pleased to report we returned close to pre-COVID levels of participation with more than 800 volunteers contributing 2,845 hours in 54 cities, benefiting 94 nonprofit and civic organizations. In addition, during 2022 we donated two percent of our pre-tax earnings to support organizations across our growing footprint.

LOOKING AHEAD: INVESTING IN OUR TEAMMATES

We will continue to adhere to our core values with a particular focus on investing in our associates and providing service excellence to our clients. We recognize the critical link between these values, as the value of investing in our associates directly benefits our clients. We are committed to providing training and professional development opportunities in an inclusive and client-focused environment that continues to empower our associates to provide their clients a service experience that no firm can match.

In addition, we are committed to continued investment in digital tools, strategies and solutions that address clients' evolving needs and expectations. We always are focused on getting better at what we do and are dedicated to reviewing our business processes to make us more efficient and productive.

We know you will enjoy reading the respective visions of our business leaders in this report. Those visions position our firm for continued growth of our business and providing exceptional service to our clients.

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D.A. Davidson Companies' increasingly diversified business model delivered record net revenues and shareholders' equity in 2022. Our results are due to the talent, expertise, resilience and strength of advice our associates continue to bring to our clients.

LEADERSHIP

2022 marks another important year of leadership changes at D.A. Davidson Companies. For “a company known by the people it keeps,” saying goodbye is never easy. But it is part of the natural life cycle for organizations. And, while they always remain a part of the D.A. Davidson family, this year we say goodbye and thank you to two senior leaders who have contributed so much to all of us: Jim Kerr and Monte Giese. We wish them well in retirement.

Jim Kerr transitioned from his role as Chief Executive Officer in January while continuing as Executive Chairman throughout the year. Jim will retire as Executive Chairman at the 2023 annual shareholders meeting after a nearly 17-year career with D.A. Davidson. His contributions to our firm have been extraordinary, as we note later in this report.

Monte Giese retired at the end of 2022 after more than 25 years with D.A. Davidson, including the last six as President of Equity Capital Markets. Monte started as an investment banker, became the firm's highest producing banker, and co-headed our investment banking group before becoming President of ECM. His passion for our firm and his commitment to excellence are unmatched, and under his leadership, Equity Capital Markets tripled in size over the past six years. More importantly, he positioned it for continued success under its new president, Rory McKinney. Rory has been with D.A. Davidson for more than 16 years, including the last eight as co-head and then head of investment banking. We are excited to see where his leadership takes us.

In addition, we thank Chet Helck who has served as an independent director for the past seven years. Chet had a remarkable career in our industry, and we benefited from his insights during his tenure.

We continue to be confident in the future of D.A. Davidson because of the dedication and excellence of our talented associates and the trust and loyalty from our valued clients.



James P. Kerr
Executive Chairman



Lawrence T. Martinez
Chief Executive Officer



Lawrence T. Martinez
Chief Executive Officer



James P. Kerr
Executive Chairman



CONTINUED GROWTH

2022 FINANCIALS AT-A-GLANCE

We are pleased with our solid financial performance despite the challenging market and economic conditions throughout much of the year.

The strength of our diversified business model was evident as each of our businesses was profitable, with records set by Wealth Management, Equity Capital Markets, and Asset Management and Trust. The firm also ended the year at a record level of shareholders' equity.

2022 / \$662
2021 / \$583
2020 / \$525

NET REVENUE
(MILLIONS)

\$662M

2022 / \$56
2021 / \$64
2020 / \$53

ASSETS UNDER ADMINISTRATION
(BILLIONS)

\$56B

2022 / \$326
2021 / \$308
2020 / \$276

SHAREHOLDERS' EQUITY
(MILLIONS)

\$326M

EMPLOYEE OWNERSHIP

100%

2022 / 1,500
2021 / 1,472
2020 / 1,400

NUMBER OF ASSOCIATES

1,500

2022 / 106
2021 / 100
2020 / 96

OFFICE LOCATIONS

106



BUSINESS UNITS

Our individual professionals and business units are the core of our ecosystem, and 2022 was another strong year of record revenue and growth. We are proud to share their accomplishments.

These distinct business units work together to anticipate and serve our clients' needs and maintain the personal relationships that are at the root of D.A. Davidson.



12 Wealth Management

14 Equity Capital Markets

16 Fixed Income Capital Markets

18 Davidson Investment Advisors

20 D.A. Davidson Trust Company



WEALTH MANAGEMENT

D.A. Davidson Wealth Management is a financial services firm known for providing trusted advice for life's key moments.

Providing Trusted Advice Through Life's Key Moments

Clients turn to D.A. Davidson Wealth Management for straightforward advice and personalized strategies and solutions to help plan for, and work toward, the financial objectives they envision. 2022 was a strong year for Wealth Management, as the group worked to elevate client relationships and grow its presence across the country.

Recognizing the financial impacts on clients throughout significant life changes and the importance of providing advice during these times, Wealth Management developed and launched Life's Key Moments. In further response to clients' complex and growing needs, the group added several talented new associates, setting the stage to expand offerings over time to meet those and other needs. Among the new hires were a dedicated recruiting coordinator and various market directors to support advisors and teams in transition.

Growth remains a strategic priority for Wealth Management, and we were pleased to expand geographically, opening new offices in South Carolina, Texas, Washington and Virginia.

2022 saw the return of more in-person client and associate events, including our hallmark event Davidson Institute. The biennial event in May provided an opportunity for professionals both within Wealth Management and other business units, as well as outside partners, to connect, learn and collaborate.

Finally, the group continues to progress with efficiency initiatives, and launched new technology to comply with regulatory requirements, with more enhancements to come.



Michael Purpura
President, Wealth Management

Successful Leadership Transition, Expanded Services

D.A. Davidson's Equity Capital Markets (ECM) group offers full service capabilities and solutions for our clients including investment banking, institutional research, and sales and trading. The group has broad experience serving clients across four industry verticals: consumer, diversified industrials, financial institutions and technology.

This was a year of transition and expanded capabilities for our Equity Capital Markets group. At the conclusion of 2022, ECM appointed a new president, Rory McKinney, after his predecessor, Monte Giese, retired from a 25-year tenure with the firm. The group also hired over 15 senior colleagues and had a record number of 24 promotions across all of ECM.

Driven by a surge in M&A activity early in the year, our Investment Banking group produced record revenues completing more than 130 transactions. Alongside M&A activity, this success can be attributed to the group's recent capital advisory initiative and the momentum seen amongst our Private Equity and Debt Advisory groups. In addition, the group benefited from the full integration of the Marlin & Associates team, which was acquired in September 2021.

After a two-year hiatus due to the pandemic, ECM was able to return to hosting our in-person, industry-leading conferences facilitating significant company-investor connections. This year's highlights were our Financial Institutions Conference in Colorado Springs, Colo.; Technology Conference in Big Sky, Mont.; and Diversified Industrials Conference in Nashville, Tenn.



EQUITY CAPITAL MARKETS

Equity Capital Markets is highly focused on continued growth by broadening our client relationships with exceptional talent that fits with our entrepreneurial and highly collaborative culture.

Rory McKinney
President, Equity Capital Markets





FIXED INCOME CAPITAL MARKETS

Fixed Income Capital Markets is dedicated to identifying innovative solutions and enhanced capabilities for our clients—finding open prairies—while leveraging our full-service capabilities and skilled, trusted finance professionals. We are dedicated to leaving a positive footprint alongside our investors and communities.



Marc Dispense
President, Fixed Income Capital Markets

Meaningful Year For Fixed Income, Executing Innovative Transactions

D.A. Davidson's Fixed Income Capital Markets (FICM) group is a nationally recognized leader in fixed income financing and distribution. The group is comprised of our Sales & Trading team providing institutional clients with bond market investing, strategies and insights, and our Public Finance professionals offering underwriting, debt financing, placement agent and consultative capabilities to clients.

This year, the group had the opportunity to complete a number of successful and memorable transactions across various industries. We completed a complex, multi-year hybrid municipal financing for Bridger Aerospace, a Montana-based company that provides much-needed wildfire fighting mitigation domestically and internationally. We also structured and financed the first charter school municipal financing within the State of Hawaii, helping students eventually move from classes in a former fitness studio to their own new school. To round out the year, we operated as a pioneer in the evolving renewable, green financing space, and completed the largest CPACE financing ever in the U.S.

In addition to our transaction success, FICM enhanced its capabilities by adding a few new teams and products. On the banking side, we introduced an industry likely to need robust advice in the years ahead with the addition of four veteran bankers focused on senior living. We also launched our whole loan trading desk, conducting portfolio trades for clients across various business units and sectors. And, our women's network—Women Elevating Fixed Income (WEFI)—has not only built a formative future for our firm, but has also gained national recognition by clients and industry groups as thought leaders.

A Record Year for Asset Growth

Davidson Investment Advisors works with high net worth individuals and institutions across the nation, providing personalized investment solutions and expert advice. Our transparent, tailored portfolios provide a long-term, research-based, risk-aware approach to investing that aligns our team with clients' most important objectives.

2022 was an exceptional year for Davidson Investment Advisors, as the group brought in new assets of more than \$490 million, spanning a breadth of investment strategies and distribution channels.

Due to recent investments in personnel and technology, we are well-positioned to deliver more value to clients and investment solutions to our platform partners. This is exemplified by the group's launch of multi-asset portfolio solutions, the Bison Strategies. These new offerings have been well-received by clients for their combination of diversification and flexibility, and their ability to build asset class and risk allocations within a single account format.

We continue to proactively embrace AI technology and the use of robotic process automation—promoting efficiencies in business operations and laying a foundation for scalable growth well into the future.



DAVIDSON INVESTMENT ADVISORS

Davidson Investment Advisors is committed to further expanding the value we deliver to clients through our operational, investment and client service capabilities. As the business continues to grow, so too does our conviction that the personalized, professional money management services we offer can help clients achieve their investment goals.

Andrew Davidson
President, Davidson Investment Advisors





D.A. DAVIDSON TRUST COMPANY

D.A. Davidson Trust is committed to meeting the unique needs of each client by providing the peace of mind that comes from personalized fiduciary services through a highly skilled and experienced team of trust professionals.

Trust Invests In Associates, Expands Knowledge To Support Clients

In order to further provide exceptional personal trust and retirement services, D.A. Davidson Trust Company focused on professional development and education of its professionals in 2022. The Trust team gained expanded knowledge to support family business owning clients through the completion of the Drucker School of Management's Certificate in Advising Family Enterprises. An additional focus was placed on developing our junior team members to support key operational and fundamental aspects of the business.

In addition to our growing team of experienced trust professionals, D.A. Davidson Trust successfully built partnerships with industry experts to support clients around the management of unique assets, including real estate, mineral, and oil and gas interests.

Also in 2022, the business unit expanded its footprint through the buildout of a presence in Reno, Nev., in order to provide clients with expanded trust solutions.



Steven Condon
President, D.A. Davidson Trust Company

THE 2022 GIVING REPORT ROOTED TO HELP OUR COMMUNITIES THRIVE



Supporting our communities in meaningful ways is rooted in our culture at D.A. Davidson. Emerging from the COVID-19 pandemic, our commitment was stronger than ever in 2022—leaving no community behind. The good we do comes in many different forms, from our traditional regional giving committees to employee matching gifts and boots on the ground volunteerism—making good things happen in our communities.

In towns large and small, D.A. Davidson associates demonstrated our commitment to community involvement by volunteering for a broad range of organizations while also continuing some remote efforts across the nation. We provided financial support to many of our partners as they continued to recover from the pandemic. Charitable giving, defined as regional giving and gift matching, totaled \$1.2 million in 2022.

Our 12 regional giving committees donated to a wide range of different organizations, focusing on our four primary areas: arts, conservation, education and human services.



D.A. DAVIDSON DAY

Employees support numerous organizations across the country

D.A. Davidson Day 2022 was a tremendous success. This annual event reflects our core values of caring for our communities and improving our world.

Altogether, 800 volunteers supported 94 nonprofit organizations to make a difference in our local communities. Since the inception of D.A. Davidson Day in 2017, employees have volunteered nearly 17,000 hours.

Activities have ranged from virtual card-making and delivering meals to community garden beautification, food pantry sorting, and gathering school supplies for those in need.

We applaud our associates for their hard work and dedication to supporting our communities.



94

NONPROFITS
SUPPORTED



\$1.2M

GIVING AND GIFT
MATCHING IN 2022



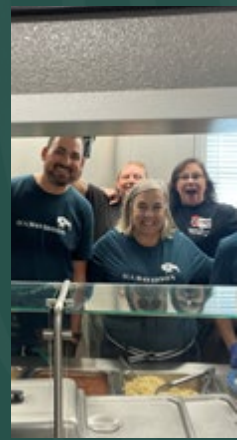
17,000

VOLUNTEER HOURS
SINCE INCEPTION



800+

PARTICIPATING
VOLUNTEERS



SUPPORTING A FORCE TO FIGHT BREAST CANCER

Associates in a number of offices across the country came together to walk and raise funds for the American Cancer Society as they continue "Making Strides Against Breast Cancer."

MAKING A DIFFERENCE WITH UNITED WAY

The Great Falls office had its most successful United Way campaign to date with events running from June to September, including dunk tank fundraisers, dessert and silent auctions, and corn hole tournaments. The effort raised \$160,000 for the nonprofit organization, with the firm continuing to match associate pledges.

EMPLOYEES SUPPORT FINANCIAL LITERACY IN CALIFORNIA

The Los Angeles office continued its strong support of financial literacy for youth, offering a four-part training program taught by associates in local YMCAs, community centers and public school settings. Since its inception in 2018, hundreds of students across the country have been positively impacted, making more fiscally sound decisions.

MAKING AN IMPACT THROUGHOUT OUR ECOSYSTEM

Giving is our goal, no matter how large or small. This year we went big, delivering on our mission to expand our national footprint as a business and as a charitable organization.



AWARDS & HONORS

Congratulations to these three outstanding associates. Their professionalism and leadership are representative of the D.A. Davidson culture and set a standard for others to follow.

BRAGG LEWIS KNUTSON COMMUNITY SERVICE AWARD



LISA SMITH

Senior Vice President, Financial
Advisor, Portfolio Manager
Lincoln, Nebraska

Described by coworkers as hardworking, ethical and a true leader, Lisa Smith was named the 2021 recipient of the Bragg Lewis Knutson Community Service Award. Given in recognition of outstanding volunteer efforts, the award is the highest honor bestowed upon a D.A. Davidson associate and is named for three D.A. Davidson executives who were active in community and professional service.

Lisa is deeply involved in her community, including 14 years as a volunteer at the Child Advocacy Center. She serves as chair of the Tabitha Foundation Board of Directors, helping lead a \$12 million capital campaign to build a multi-generational housing community for senior residents and nursing students.

IAN B. DAVIDSON CULTURAL EXCELLENCE AWARD



JENNIFER EMFIELD

Supervisory Branch
Operations Manager
Pocatello, Idaho



JANET SMITH

Vice President, Registration Manager
& Compliance Administration
Great Falls, Montana

Lauded for their professionalism and dedication, Jennifer Emfield and Janet Smith are recipients of the Ian B. Davidson Cultural Excellence Award, one of the most prestigious awards given to employees of D.A. Davidson Companies.

The cultural excellence award recognizes D.A. Davidson employees who are committed to exemplifying the firm's core values, which include service excellence, business ethics and integrity, and community involvement. The honor is named for Ian Davidson, Chairman Emeritus of D.A. Davidson Companies, who developed and nurtured the firm's core values as a company leader for a number of years.



A LEGACY OF LEADERSHIP

**We are honored to recognize our outgoing
Executive Chairman Jim Kerr.**

Jim joined D.A. Davidson in 2005 after an already successful career in the Pacific Northwest, leading several other firms' growing wealth management businesses. He initially led Wealth Management's Pacific Northwest Region before being named president of Wealth Management in 2007.

Jim led the business through the 2008-2010 financial crisis with a steady hand, always counseling that advising our clients through those difficult times would pay dividends for both them and our firm. And it did. We emerged from the financial crisis a bigger and more productive business.

Jim was named president of D.A. Davidson Companies in 2012. He was a part of the team that led our combination with Crowell Weedon in 2013, which substantially grew our footprint and established a Wealth Management presence in California. In 2015, Jim became the fifth CEO in D.A. Davidson's history. The year after, he led the effort to acquire SMITH HAYES, significantly growing our Wealth Management business in Nebraska. In 2018, Jim became the fourth chairman in D.A. Davidson's history. He oversaw the acquisitions of Wells Nelson in 2019 and Marlin & Associates in 2021.

To his great credit, Jim is about people and developing them as leaders. His passion has led to more than 250 D.A. Davidson employees going through leadership programs during his tenure. He was always focused on execution through leadership and the idea that your ability to lead isn't defined by your place on an organizational chart. While Jim will always be remembered for his "No Bozo" rule, his more lasting contribution will be to have instilled a leadership philosophy among D.A. Davidson employees.

Under Jim's leadership, D.A. Davidson has set nearly every financial record in firm history—revenues, profits, shareholders' equity, assets under administration, and, perhaps Jim's favorite metric, revenues per employee. He loves to talk about "productivity," and his focus on constantly asking our associates to always strive for increased productivity has clearly made a difference. He leaves behind a D.A. Davidson firm that is eager to embrace change, including digital solutions.

Finally, Jim's tenure as chairman and CEO has been marked by some unprecedented challenges, perhaps COVID-19 foremost among them. His optimistic nature and "glass half full" perspective was always the right touch to encourage our associates that in providing exceptional client service and support for each other, the better times were always ahead.

We will build on the foundation Jim and his predecessors have established during the firm's 87 years, keeping in mind that leadership matters, and we are well-positioned to take advantage of the opportunities ahead. We thank Jim and his wife, Leslie, for their many contributions and wish them all the best.



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On January 31, 2023, I will be stepping down as Executive Chairman, and I want you to know what an honor and privilege it has been to be a part of D.A. Davidson Companies for the past 17 years, first leading our Wealth Management group and then as CEO.

I joined our firm in October of 2005 and from the beginning, I knew that the D.A. Davidson values and my own were a very good match. A collective belief in fairness and mutual respect for all employees and striving to be the best firm we could be for our employees and clients was a strong motivator for me. With so many people sharing a common belief system, it could only lead to great things and it has.

Our firm has come a long way, thanks to our associates, and the future is brighter than ever. I would like to thank Ian Davidson, Vinney Purpura and Bill Johnstone, my predecessors as Chairmen and CEOs, for establishing the platform that allowed the firm to become what it is today. As Bill used to say, as leaders we all stand on the shoulders of those that came before us. Ian, Vinney and Bill certainly set the stage for where the firm is today.

I am very pleased to leave the firm in such capable hands under the leadership of Larry Martinez and all of our senior executives. They will lead this firm to even greater levels of success than ever before.

- Jim



A GROWING FOOTPRINT TO SERVE OUR CLIENTS' EVOLVING NEEDS

CANADA

Toronto

ENGLAND *

London

GERMANY *

Hamburg

SWEDEN *

Stockholm

FINLAND *

Helsinki

CALIFORNIA

Carlsbad
Claremont
Encino
Fresno
Irvine
Long Beach
Los Angeles
Newport Beach
Pasadena
Roseville
San Francisco
Santa Barbara
Ventura

COLORADO

Colorado Springs
Denver
Grand Junction

FLORIDA

Boca Raton
Jacksonville

GEORGIA

Atlanta

IDAHO

Boise
Coeur d'Alene
Idaho Falls
Lewiston
Moscow
Pocatello
Sandpoint
Twin Falls

ILLINOIS

Chicago
Winnetka

IOWA

Des Moines

KANSAS

Overland Park

LOUISIANA

Destrehan

MASSACHUSETTS

Boston

MINNESOTA

Plymouth

MISSOURI

Kansas City

MONTANA

Billings
Bozeman
Winston-Salem
Butte
Great Falls
Hamilton
Havre
Helena
Kalispell
Livingston
Missoula
Whitefish

NEBRASKA

Columbus
Lincoln
Omaha

NEVADA

Minden
Stateline

NEW JERSEY

Millstone Township
Red Bank
Upper Saddle River

NEW YORK

New York City

NORTH CAROLINA

Greensboro
Winston-Salem

NORTH DAKOTA

West Fargo

OHIO

Dublin
Independence
Mason
Powell

OKLAHOMA

Norman
Oklahoma City
Tulsa

OREGON

Bend
Klamath Falls
Lake Oswego
Medford
Pendleton
Portland
Roseburg
Salem

SOUTH CAROLINA

Lexington

TENNESSEE

Memphis

TEXAS

Austin
Dallas
The Woodlands

UTAH

Logan
Salt Lake City
South Jordan

VIRGINIA

Bedford
Blacksburg
Charlottesville
Harrisonburg
Lynchburg

WASHINGTON

Aberdeen
Bainbridge Island
Bellevue
Bellingham
Burlington
Ellensburg
Everett
Kennewick
Port Angeles
Seattle
Spokane
Vancouver
Walla Walla
Wenatchee

WISCONSIN

Milwaukee

WYOMING

Gillette
Sheridan

* Locations for MCF Corporate Finance, an independent entity with which D.A. Davidson has a joint marketing agreement.

Locations as of 12/31/22.





D|A| DAVIDSON COMPANIES



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