



D|A|DAVIDSON COMPANIES

2023
Annual
Report

Contents

About the Artist

Nancy Dunlop Cawdrey is a colorist with a strong sense of design whether she is creating a signature western piece, a colorful floral, or a vibrant wildlife painting. She is an avid plein air oil painter and is often inspired by living close to Glacier National Park. Nancy explores many different mediums and is best known for her paintings on silk.

Over the past few years, she completed an ambitious project called Forever Glacier: The Legacy Project, creating 18 pieces of all the large mammals of Glacier Park and four pieces depicting all the small mammals. Forever Glacier’s inaugural exhibit was at the C.M. Russell Museum in Great Falls, MT; on view at the Booth Western Art Museum in Cartersville, GA; and select paintings on display at the Hockaday Museum in Kalispell, MT.

Nancy is a founding member of the Russell Skull Society of Artists and has regularly participated in The Russell: A Sale to Benefit the C.M. Russell Museum and many other shows across the country. Additional honors include being the Featured Artist at the Jackson Hole Fall Arts Festival 30th Anniversary where her painting set a new auction record, and numerous years as “People’s Choice” at the Buffalo Bill Show in Cody, WY. Her work also has been included in the prestigious Night of Artists show at the Briscoe Museum in San Antonio, TX.

Nancy is represented by Cawdrey Gallery in Whitefish, MT; West Lives On Contemporary Gallery in Jackson Hole, WY; and Big Horn Galleries in Cody, WY, and Tubac, AZ. She can be reached at (406) 730-8680 or cawdreycastle.com.

The Way of the Bison

The bison has long served as an inspiration for D.A. Davidson. We respect the mammal’s strength and adaptability — qualities that we cultivate in ourselves. We are proud of our Western heritage, but also of our ability to, metaphorically speaking, run fast, jump high and gain every advantage, lesser-known characteristics of the bison we emulate. We are innovators and creative thinkers, always looking ahead.

We also cultivate in ourselves patience and quiet strength, which serve us well in challenging times — a patience that means nurturing our relationships with our colleagues, and our clients, their families and their businesses, and providing The Strength of Advice at every step.

In this report, we celebrate another year of helping our partners envision and build a better future. We keep our partners at the forefront of everything we do, relying on our stability, experience, and proven ability to adapt to market shifts and emerge stronger than ever. We find new ways for our partners to persevere and face the future with confidence. That’s the way of the bison.

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Message from the Chairman & CEO

From our founding in 1935, we have been guided by our core values, which focus on serving our clients, supporting our communities, and empowering our associates to deliver The Strength of Advice. Though 2023 brought ongoing and, in some cases, new economic, market, and geopolitical challenges, we continued our resolve to invest in growing and diversifying our business and to meet the evolving needs of our clients.

As an employee-owned and independent firm, we continue to take a longer-term perspective when investing in solutions and services to enhance our associates' ability to advise their clients, while adhering to our core value of putting their interests first. Like the iconic American bison shown throughout this report, our associates persisted in their fortitude, adaptability, and ingenuity in collaborating with clients throughout 2023. We recognize and thank our clients for their steadfast loyalty to D.A. Davidson.

2023 in Review

In fiscal 2023, D.A. Davidson Companies' increasingly diversified business model delivered the second highest net revenues and shareholders' equity in firm history. Wealth Management, Davidson Investment Advisors, and D.A. Davidson Trust Company led the way with combined record net revenues and profitability.

Wealth Management, our largest business, continues to serve as our clients' trusted advisor through their Life's Key Moments. As we invest in our associates through professional development; digital solutions; and adding new products, services, and solutions; we enable our financial professionals to provide the innovative advice their growing client base requires. We continue to attract new professionals to the Wealth Management team, which positions the group for continued success.

Davidson Investment Advisors continued its strong momentum throughout the year, delivering solutions across the D.A. Davidson network and, increasingly outside of our network, to other financial professionals across the nation. Davidson Investment Advisors diversified its business through the acquisition of Caprin Asset Management in March, which added seasoned investment professionals, increased and diversified its assets under administration, and established our presence in Richmond, Virginia.

D.A. Davidson Trust Company continues to add experienced trust professionals and provide sophisticated and differentiated solutions to our clients, while expanding its footprint to meet the needs of the firm's growing client base.

Our Fixed Income Capital Markets business demonstrated resilience as 2023 saw a significant decline in the number of tax-exempt financings across the industry. Notwithstanding market challenges, our professionals continued to collaborate with their clients to find solutions for

funding important, sometimes critical, projects within their respective communities, including schools and housing. The investments we have made over the last several years in our sales and trading team paid dividends as both our tax-exempt and taxable groups performed well in working with their clients to navigate a higher interest rate environment.

Our Equity Capital Markets group faced market headwinds with mergers and acquisitions and equity offering activity down considerably across the industry. Yet, we know from experience that the time our associates spend counseling clients now will pay off for those clients in the future, and we are continuing to proactively engage with them. Throughout the year, we invested in our institutional equities team, and we look forward to providing further differentiated insights to our clients through our research, sales, and trading teams.

Across our firm, our core value of investing in our associates was evidenced throughout the year through professional development, training, and practice management initiatives designed to position our associates to provide an exceptional client service experience. Additionally, we continue our investments in technology solutions to enhance and strengthen the personal service we offer our clients.

Giving back to the communities in which we live and work has long been a key core value. Whether it is our many associates who participate in financial literacy programs, walk in support of cancer research, or volunteer at their local soup kitchen or food bank, all of us at D.A. Davidson have a deep appreciation for the well-being of our communities. This is evidenced through D.A. Davidson Day and our acts of caring year round.

Looking Ahead

The last several years have been marked by uncertain and, in some cases, unprecedented market, economic, geopolitical, and public health-related issues. As we enter 2024, we recognize that significant challenges remain for our firm and our clients to navigate. The investments we have and continue to make will enable our associates to provide clients with the innovative advice and solutions they require. Our capital position remains strong and allows us to further explore investment opportunities to grow and diversify our businesses into the future.

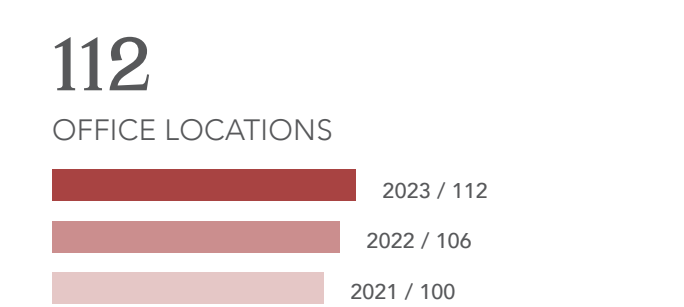
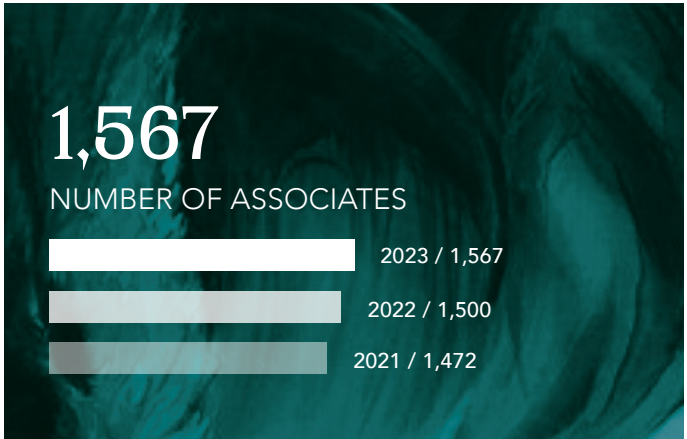
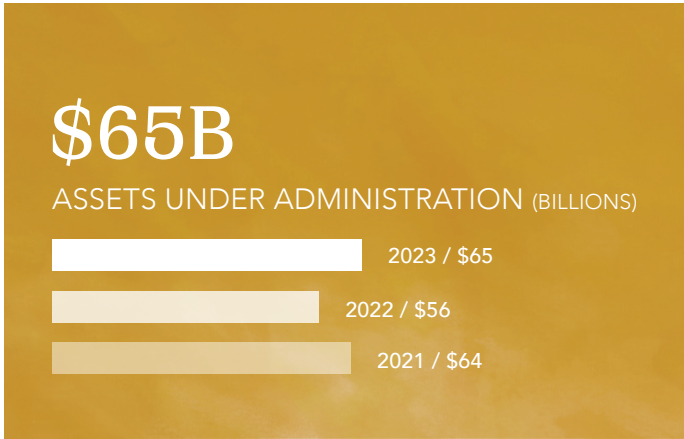
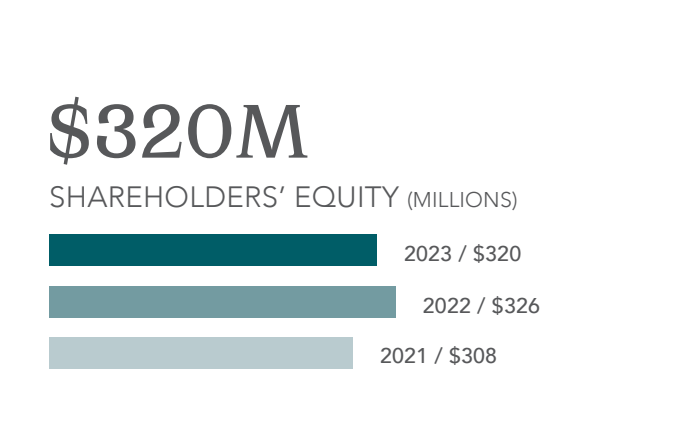
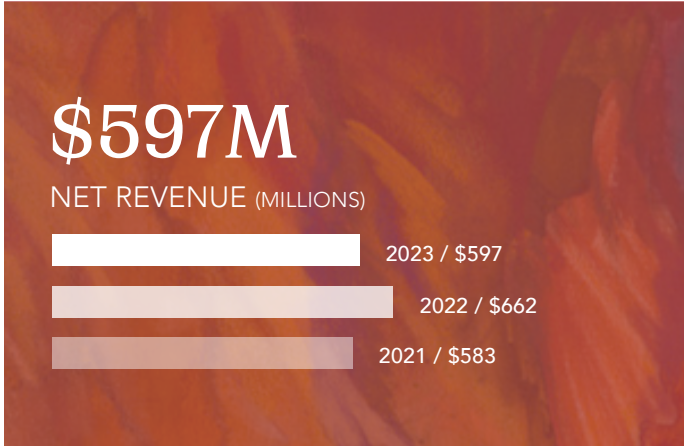
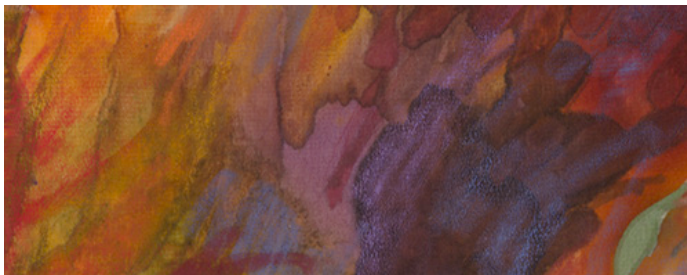
As I close, please join me in thanking Tom Smith and Rick Hutchins who are retiring from our board of directors. Tom has served on our board since 2016 when we acquired his Nebraska firm SMITH HAYES. In addition to Tom’s remarkable, 50-plus-year career in our industry, he embodies the best of our value of serving our communities, through his generous support of innumerable organizations and causes throughout his career. Rick Hutchins, co-branch manager of our Southern Oregon offices and a leading financial advisor, furthered our long and unique tradition of having a financial advisor serve on our board. Rick served with distinction offering his advice on how to enhance the client experience. We will miss Tom’s and Rick’s contributions and counsel on our board.

All the best,
Lawrence T. Martinez
Lawrence T. Martinez
Chairman and
Chief Executive Officer

“Like the bison, we will meet the future with strength and agility as we continue to respond to changing conditions. Because of all of you, our dedicated and talented associates, and our loyal and valued clients, we are confident in our future.”



Financials At-a-Glance



Data as of 9/30/23



Progress through Acquisitions

D.A. Davidson has a long history of strategic acquisitions. 2023 was no different as we completed the acquisition of Caprin Asset Management in March. 2023 also marked the 10th anniversary of the completion of our combination with Crowell, Weedon & Co., which extended our Wealth Management group to California, a key market. Both transactions highlighted important elements of how we approach acquisition opportunities: ensuring the team joining us shares our core values and will fit into our culture and that the business aligns with our long-term objectives.

Over the past 20 years, we have completed a number of acquisitions in nearly all of our businesses. They have added talented associates to our teams, expanded our client reach, and diversified the products, services, and solutions we are able to provide. Together with our organic growth initiatives, these transactions have allowed us to accelerate our expansion and provide additional opportunities for associates.

As we look ahead, we continue to look for and be open to taking advantage of acquisition opportunities that arise. We believe our track record of successfully integrating businesses into D.A. Davidson makes us attractive to partners wishing to embrace our values and take their business to the next level.

20 Years of Successful Acquisitions

2005

D.A. Davidson buys assets of the Kirkpatrick Pettis companies, significantly enhancing the firm's public finance and tax-exempt sales and trading groups.

2009

D.A. Davidson acquires Ruan Securities, a fixed income firm in Des Moines, Iowa.

2012

D.A. Davidson acquires SeaCap Investment Advisors based in Seattle.

2013

D.A. Davidson merges with Crowell, Weedon & Co., a full-service brokerage with offices spanning Southern California.

2016

D.A. Davidson acquires SMITH HAYES, expanding the firm's presence in Nebraska.

2019

D.A. Davidson acquires Wells Nelson & Associates, a public finance and wealth management firm with offices in Oklahoma and Texas.

2021

D.A. Davidson acquires Marlin & Associates, an investment bank serving clients and investors across the financial technology and data & analytics industries. The combination creates one of the most active technology middle-market investment banking groups in the U.S.

2023

Davidson Investment Advisors acquires Caprin Asset Management, a Richmond, Virginia-based registered investment advisor specializing in fixed income portfolio management.





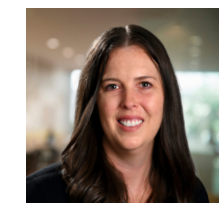
Wealth Management

Wealth Management offers personalized strategies to help clients plan for their financial futures. With approximately 370 financial professionals in 19 states, we are committed to providing trusted advice through Life's Key Moments. In 2023, we focused on growing and deepening our advice offerings with the addition of new professionals to support lending decisions, business owner advisory services, and expanded product solutions. We partnered with D.A. Davidson Trust to expand services with new trust officers in Billings, Boise, Lincoln, and Reno. Our record results in fiscal 2023 position us to make further investments to enhance the advisor and client experience.

- Our Wealth Management group attracted 16 established, high-producing advisors, strengthening our presence in nine states, including new offices in Idaho, North Carolina, South Carolina, and Virginia.
- Fiscal 2023's investments included an expansion of Client Access and a commitment to further advance the advisor and client experience through technology.
- We invested in additional professional development and training resources to position our advisors to meet the evolving needs of our clients. This included hosting sessions focused on advanced financial planning and high net worth strategies.

"Wealth Management's strength of advice expanded with the addition of high-quality industry specialists (pictured below) to provide credit and cash solutions and business owner advisory services. These new advice offerings will support the complex needs of clients throughout Life's Key Moments." — Jamie

Jamie Wieferich
Senior Vice President,
Chief Operating Officer



Rebecca Kalinowski
Vice President,
Director of Lending &
Cash Solutions



John Decker
Senior Vice President,
Head of Business Advisory
Services & Equity
Capital Markets Liaison

Davidson Investment Advisors

Davidson Investment Advisors has been providing personalized, professional money management services for high net worth individuals and institutions for nearly 50 years. As a fiduciary, we align ourselves with clients by managing highly tailored, transparent, and tax-efficient portfolios. Our deep and experienced investment team offers a variety of investment strategies, spanning the equity and fixed income markets.

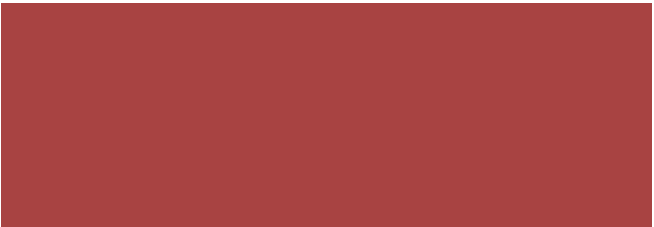
- Davidson Investment Advisors expanded our geographic reach and portfolio offerings with the acquisition of Caprin Asset Management in Richmond, VA.
- From the combination, we deepened our investment team and added resources to our business development and client service team. The combination further enhanced Davidson Investment Advisors’ collective investment and operational capabilities, positioning the firm to deliver additional value-added service offerings for clients.
- Our assets under administration reached a record level in excess of \$5 billion.



(Left) Cheryl Page, CFA, CFP®, Senior Vice President, Portfolio Manager

(Right) Heather Kubas, CFA, Senior Vice President, Chief Operating Officer & Chief Compliance Officer

“With the collective expertise of Davidson Investment Advisors and Caprin, our shared client-first philosophy and culture of excellence will serve as a catalyst for continued growth.” — Heather



D.A. Davidson Trust Company

D.A. Davidson Trust Company specializes in all facets of trust management, offering personal trust, investment management, and retirement services for individuals, businesses, and institutional clients. We work closely with the firm’s other businesses, particularly Wealth Management, to provide our specialized expertise and services to address clients’ needs. The investments we made in 2023 position D.A. Davidson Trust to provide exceptional advice and service across the firm’s expanding footprint.



(Left to right) Trust officers Chris Lyle, Becky Fink, Adrian Snyder, Tina Leslie, Amy McCormick

“Providing our clients with exceptional service is inherent in what we do each and every day. Our team of experienced and caring professionals is committed to going the extra mile to ensure we are meeting the unique trust and estate planning needs of our clients.” — Trust Team

- The company expanded its footprint with the opening of a new office in Sparks (Reno), NV, and the addition of an experienced trust officer in Boise, ID.
- We continue to focus on enriching the client experience through enhancements to account performance reporting and the online client portal.
- We promote and support professional development for all team members. Throughout 2023, D.A. Davidson Trust funded continuing education for all trust officers as well as junior members of the team who worked to earn new professional designations.



Fixed Income Capital Markets

Our Fixed Income Capital Markets group provides investors with access to fixed income markets, delivering a range of value-added investment, underwriting, sales and trading services, strategies, and insights. We are a national leader in raising capital for our clients. Our multi-year planning to diversify and expand our fixed income business lines helped offset one of the most significant declines in public finance banking activity experienced across the industry in recent history. The following highlights the breadth and success of these diversification efforts in fiscal 2023.

- Our secondary municipal traders and sales team generated record municipal trading revenues by delivering investment ideas and opportunities to investors.
- We achieved strong results and market penetration through our work to grow key business lines such as the Utah market and Senior Living/Structured Housing.
- Our taxable sales and trading group worked to broaden our service offerings, utilizing D.A. Davidson’s unique expertise in many sectors, including financial institutions.
- Our CD business significantly increased the number of financial institution relationships, capitalizing on strong investor demand for CDs and a desire from financial institutions to issue new product. Our combined underwriting and secondary CD businesses finished 2023 with record revenue and profitability.
- Despite less-than-ideal market conditions and rising rates during the fiscal year, our ability to diversify our business, together with prudent risk management across the trading desks, strengthened our results and positioned us for future success with our clients.



“After multiple years in a bear bond market, our trading team is well-positioned for the current higher interest rate environment. We work in close collaboration with our talented sales force to find unique opportunities in the market, and we differentiate ourselves by offering a wide range of opportunities for our customers.” — Craig



Craig Johnson
Managing Director,
Head of Municipal Trading



Brett Becker
Senior Vice President,
Tax Exempt Trading

Equity Capital Markets

Our Equity Capital Markets group provides capital markets services and products through investment banking, institutional research, corporate services, and sales and trading. The group focuses on serving clients in four industry verticals: consumer, diversified industrials, financial institutions, and technology.

- We strengthened our institutional equities business with the hiring of industry veteran Liam Healy to lead the division. Liam will continue to position our core strengths to deliver thought leadership and superior service to help our global clients execute their strategic goals.
- Our talent acquisition in institutional equities continued with the addition of a new head of equity trading, bringing extensive experience to the team.
- Building on one of our key strategic initiatives to broaden and diversify the services provided by our investment banking group, we expanded our capital advisory team to further invest in our debt advisory and financial sponsors coverage.
- Within our investment banking group, the diversified industrials team continued its momentum and advised on 19 transactions with an aggregate deal value of \$1.5 billion.

“I am inspired every day to work with a group dedicated to providing superior outcomes with first-rate investment ideas and differentiated proprietary products.” — Liam



Liam Healy
Head of Institutional Equities



The Way of Giving

Philanthropy, derived from the Greek “philanthropia,” translates to “love of mankind.” This fundamental principle, akin to the ethos of D.A. Davidson — and one of our core values — has evolved over time. Since the beginning, kindness and generosity have been the cornerstones of our societal fabric, fostering community and a sense of belonging.

In our 88-year journey, our firm has continually transformed. Yet amidst this evolution, one steadfast element remains: our unwavering commitment to helping others, paving the way for the evolution of giving.

From coast to coast, our associates have exemplified humility, enriching their local communities through acts of giving. Our philanthropic endeavors have expanded, and we now have 13 regional giving committees representing our associates. During fiscal 2023, we extended our support to more than 170 diverse organizations. Our charitable contributions, encompassing giving and employee gift matching, totaled \$1 million.

The act of giving is deeply embedded in our company culture and is an intrinsic part of who we are. As we progress and envision new ways to fortify our presence in communities, we reflect with pride on our journey. We recognize that our identity is intrinsically tied to the enduring “way of giving,” an indispensable part of D.A. Davidson today.



D.A. Davidson Day

D.A. Davidson Day 2023 raised the bar, further reinforcing our commitment of caring for communities and thinking of the bigger picture. During this year’s events, 877 volunteers came together to give more than 2,264 hours of their time, impacting many worthy organizations and causes.

Whether our associates were outdoors building homes, cleaning their local parks and beaches, gathering school supplies and clothing for kids, or lending a hand in food pantries, we applaud their efforts and dedication to making the world a better place. Since D.A. Davidson Day’s inception in 2017, we’ve evolved by branching out, becoming familiar with other nonprofits, spending more time in our communities, and listening to those in need.





Breast Cancer Awareness Walk

Our associates from Los Angeles; Roseville, CA; New York City; and Seattle all partook in Making Strides Against Breast Cancer walks benefiting the American Cancer Society. Raising over \$47,000, we remain committed to helping breast cancer patients, survivors, thrivers, and caregivers.

Headquarters, Great Falls

The Great Falls office continues to be the top pacesetter in our community and had another successful United Way Campaign. Fundraising activities ran from June to September, allowing associates to participate and enjoy multiple events throughout the campaign. These efforts are a leading contributor to United Way of Cascade County, with the firm matching associate pledges.



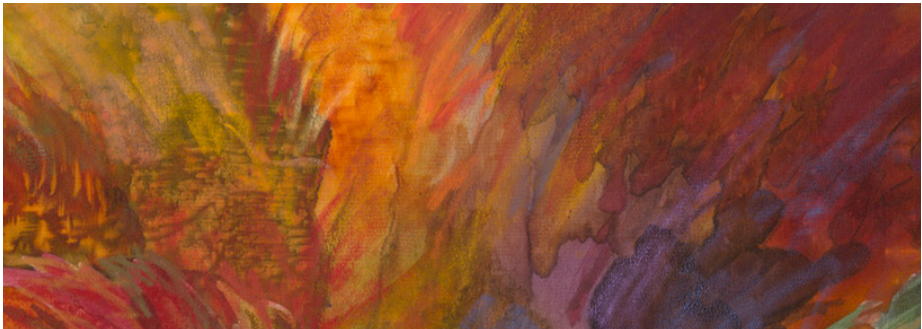
Investing in Our Youth

Our ongoing efforts focused on educating our youth include financial literacy and the Student Investment Program. Fostering the youth in communities ultimately helps build future investors through our programs and provides them the resources to advance in the finance industry.



Habitat for Humanity

In 2023, we were proud to partner with Habitat for Humanity. We donated \$100,000 to the global housing nonprofit to support long-term stability for families through safe, affordable housing. The contribution supported Habitat's Aging in Place program, which provides critical home repairs, modifications, and community services for aging homeowners. This partnership allowed us to build upon Wealth Management's Life's Key Moments initiative and give back in a similar area for maximum impact.



Recognizing Our Own

Bragg Lewis Knutson Community Service Award

“Active and impactful” and “generous of his time and talents” are just a few of the reasons D.A. Davidson has named Zach Swartz as the firm’s recipient of the Bragg Lewis Knutson Community Service Award, given in recognition of outstanding volunteer efforts.

Zach has played a significant role within his community, both helping to create opportunities as well as providing hands-on support to the causes he cares about. He is a past president and founding member of the Rotary Electric Club of Great Falls, which has organized numerous events to help the community. Zach also has been a dedicated volunteer with a local senior center and regularly donates his time and skills to provide free IT services to area nonprofits.



Zach Swartz
Vice President,
Application Support Manager



Ian B. Davidson Cultural Excellence Award

We honor two associates annually with the Ian B. Davidson Cultural Excellence Award, which celebrates employees who exemplify the characteristics outlined in our company’s core values.

This year, we recognize Steve Jackson Jr. for his caring and proactive leadership style, high standards of ethics and integrity, and professionalism and pride in D.A. Davidson.

In addition, we honor Heather Kubas for her ability to maintain a collaborative and productive leadership style, setting the bar high for doing things the right way, and for bringing a spirit of kindness and friendship to work relationships.



Steve Jackson Jr.
Senior Vice President,
Financial Advisor,
Branch Manager



Heather Kubas
Senior Vice President,
Chief Operating Officer &
Chief Compliance Officer,
Davidson Investment Advisors

Our Locations



NORTH AMERICA

CALIFORNIA

Carlsbad
Claremont
Encino
Fresno
Irvine
Long Beach
Los Angeles
Newport Beach
Pasadena
Roseville
Santa Barbara
Ventura
West Hollywood

CANADA

Toronto

COLORADO

Colorado Springs
Denver
Grand Junction

FLORIDA

Boca Raton
Jacksonville

GEORGIA

Atlanta

IDAHO

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

ILLINOIS

Chicago

IOWA

Des Moines

KANSAS

Overland Park

LOUISIANA

Destrehan

MASSACHUSETTS

Boston

MINNESOTA

Oakdale
Plymouth

MISSOURI

Kansas City

MONTANA

Billings
Bozeman
Butte
Great Falls
Hamilton
Havre
Helena
Kalispell
Missoula
Whitefish

NEBRASKA

Columbus
Lincoln
Omaha

NEVADA

Minden
Reno
Stateline

NEW JERSEY

Millstone Township
Red Bank
Upper Saddle River

NEW YORK

New York City

NORTH CAROLINA

Charlotte
Greensboro
Wilmington
Winston-Salem

NORTH DAKOTA

West Fargo

OHIO

Dublin
Independence
Mason
Powell

OKLAHOMA

Norman
Oklahoma City
Tulsa

OREGON

Bend
Hood River
Klamath Falls
Lake Oswego
Medford
Pendleton
Portland
Roseburg
Salem

SOUTH CAROLINA

Lexington

TENNESSEE

Memphis

TEXAS

Austin
Plano
The Woodlands

UTAH

Logan
Midvale
Salt Lake City

VIRGINIA

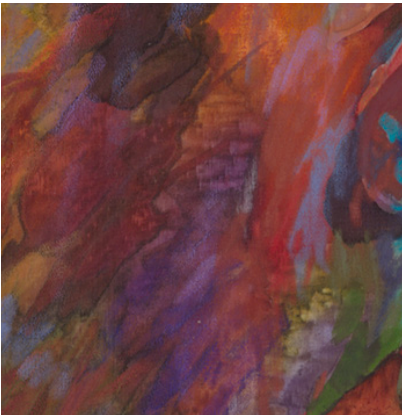
Bedford
Blacksburg
Bluefield
Charlottesville
Harrisonburg
Lynchburg
Richmond

WASHINGTON

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

WYOMING

Gillette
Sheridan



EUROPE

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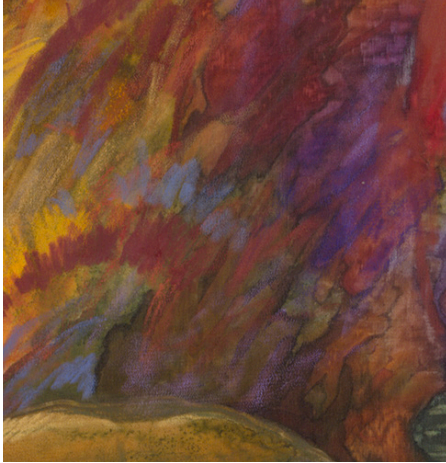
Stockholm

FINLAND*

Helsinki

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