

InvestmentNews TOP INDEPENDENT BROKER-DEALERS

2013

B-D DATA. Financial profiles and staffing and compensation information on 85 independent broker-dealers begin on Page 20. Visit our B-D Data Center at InvestmentNews.com/bddata to view expanded information on these B-Ds and to use *InvestmentNews'* exclusive ranking and comparison tools.

Kovack Securities Inc.

6451 N. Federal Highway
Fort Lauderdale, FL 33308
(866) 564-6574

joinksi.com

Year founded: 1997

CEO: Ronald J. Kovack

Recruiting contact: Carlo A. Bidone Jr.

Staffing and compensation as of Dec. 31	2012	1-year % chg
# of producing reps	272	-10.8%
# of CFPs	42	13.5%
Avg payout per rep/year	\$131,000	7.4%
# of fee-based advisers served	220	2.3%

Financials	2012	1-year
Year-end: Dec. 31	(\$M)	% chg
Total revenue	\$40.5	↑8.3%
Commission	\$26.8	7.0%
Fee	\$13.7	11.0%
Other	\$0.0	N/M
Total account assets	\$4,278.0	↑15.0%
Fee-based	\$845.7	-0.4%
Other account assets	\$3,432.3	19.5%
Excess net capital	\$1.4	-6.3%
Total operating expenses	\$39.0	10.2%
Pretax earnings	\$2.3	10.9%