

# InvestmentNews

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## 2013 DATABOOK

### 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

# of retail offices (as of 9/30/11): 287

# of active client accounts: 45,000

RIA platform: Offered

Social-media use: Permitted

Financials Year-end: Dec. 31	2011 (\$M)	1-year % chg
<b>Total revenue</b>	<b>\$37.4</b>	<b>↑ 19.5%</b>
Commission	\$25.0	15.5%
Fee	\$12.4	28.6%
Other	\$0.0	N/M
<b>Total account assets</b>	<b>\$3,720.0</b>	<b>↑ 15.5%</b>
Fee-based	\$848.8	47.9%
Other account assets	\$2,871.2	8.5%
Excess net capital	\$1.5	22.1%
Total operating expenses	\$35.3	20.2%
Pretax earnings	\$2.1	9.5%