

April 23-27, 2012

InvestmentNews™

crain \$3.00 / \$56 Year

The Leading News Source for Financial Advisers

InvestmentNews.com

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 Sept. 30):
287

of active client accounts: 45,000

RIA platform: Offered

Social-media use: Permitted

Financials Year-end: Dec. 31	2011 (\$ in millions)	1-year % chg
Total revenue	\$37.4	↑ 19.5%
Commission	\$25.0	15.5%
Fee	\$12.4	28.6%
Other	\$0.0	N/M
Total acct. assets	\$3,720.0	↑ 15.5%
Fee-based	\$848.8	47.9%
Other acct. 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%