

## FOR IMMEDIATE RELEASE

### **EIGHT SENIOR HEALTHCARE PROFESSIONALS JOIN STIFEL NICOLAUS WEISEL**

#### **New Officers Enhance a Strong Healthcare Franchise**

**NEW YORK, October 25, 2010** – Stifel Financial Corp. (NYSE: SF) is pleased to announce a significant expansion of its Healthcare Investment Banking franchise with the addition of eight senior professionals, all of whom are based in the New York office.

Stifel Nicolaus Weisel, the Investment Banking platform of Stifel Nicolaus, welcomes Peter Reikes as Vice Chairman of Healthcare Investment Banking and Declan Quirke as Head of Healthcare Investment Banking. In addition, Jack Kiernan, Bill Reiland, and Mark Secrest have joined or will join the Healthcare Investment Banking team as Managing Directors and Ryan Daws, Neal Karnovsky, and Neha Motwani have joined or will join as Directors. This will give Stifel one of the deepest Healthcare Investment Banking platforms on Wall Street.

“The addition of these high caliber individuals to our team underscores the strength of our Investment Banking franchise. We believe the addition of these proven professionals will greatly enhance our presence across all sub-sectors of Healthcare. With one of the strongest teams in the industry, we are well positioned to capitalize on the opportunities present in today’s environment,” said Victor Nesi, Co-Head of the Institutional Group at Stifel Financial Corp.

Mr. Reikes was most recently Vice Chairman of Cowen and Company’s Healthcare Investment Banking Group, having joined Cowen in 1999 following 14 years at PaineWebber Incorporated. With over 25 years of experience in Healthcare Investment Banking, Mr. Reikes has managed a wide range of financings and merger and acquisition transactions for companies in the Life Sciences, Medical Technology, and Healthcare Services sectors. Mr. Reikes received an M.B.A. in Finance from The Wharton School at the University of Pennsylvania and a B.A. in Economics from the University of California at Los Angeles.

Mr. Quirke was most recently the Head of Healthcare Investment Banking for Cowen and Company, having joined in 2001. Previously, Mr. Quirke worked in the Healthcare Investment Banking Groups at PaineWebber and Robertson Stephens. Mr. Quirke has originated and executed a significant number of transactions over his 20 years of experience across a range of geographies and sectors, with a focus on Biotechnology, Specialty Pharmaceuticals, Pharmaceuticals, and Healthcare Services. Mr. Quirke received an M.B.A. from Columbia University Graduate School of Business and a B.E. in Mechanical Engineering from University College Dublin, Ireland.

Mr. Kiernan was most recently a Managing Director in Cowen and Company’s Healthcare Investment Banking Group, having joined in 2006. Prior to Cowen and Company, Mr. Kiernan served in a similar capacity at Leerink Swann & Company and Citigroup. He was previously a senior Healthcare banker at Donaldson, Lufkin and Jenrette and Merrill Lynch and has over 20 years of investment banking experience advising Healthcare companies on strategic and capital-raising transactions. Mr. Kiernan is a graduate of Dartmouth College and received an M.B.A. from Harvard Business School. He will commence his employment with Stifel Nicolaus Weisel in mid-December 2010.

Mr. Reiland, who will be covering Healthcare Debt Capital Markets, was most recently a Managing Director in Cowen and Company's Healthcare Investment Banking Group. He has over 24 years of experience in Healthcare as an investment banker, research analyst, investor, and consultant. Before Cowen, Mr. Reiland worked as a Managing Director at Leerink Swann & Company, at Morgan Stanley for 15 years, and also in the industry at Stanford University Hospital. Mr. Reiland received an M.B.A. with distinction from the Amos Tuck School of Business at Dartmouth College, where he was a Tuck Scholar, and a B.A. from Yale University. He will commence his employment with Stifel Nicolaus Weisel in November 2010.

Mr. Secrest was most recently a Managing Director in Cowen and Company's Healthcare Investment Banking Group and the Head of Medical Technology and Life Science Tools Mergers & Acquisitions. He joined Cowen in 1998, after three years in the Mergers & Acquisitions Department at UBS Securities and more than five years at Kidder, Peabody & Co. Mr. Secrest holds a B.A. from Stanford University and received an M.B.A. from the Stern School of Business at New York University.

### **Company Information**

Stifel Financial Corp. (NYSE: SF) is a financial services holding company headquartered in St. Louis, Missouri, that conducts its banking, securities, and financial services business through several wholly owned subsidiaries. Stifel clients are primarily served in the U.S. through 314 offices in 43 states and the District of Columbia through Stifel, Nicolaus & Company, Incorporated and Thomas Weisel Partners LLC, and in two Canadian provinces through Stifel Nicolaus Canada Inc. Clients in the United Kingdom and Europe are served through offices of Stifel Nicolaus Limited and Thomas Weisel Partners International Limited. Each of the broker-dealer affiliates provide securities brokerage, investment banking, trading, investment advisory, commercial and retail banking, and related financial services to individual investors, professional money managers, businesses, and municipalities. Stifel Bank & Trust offers a full range of consumer and commercial lending solutions. To learn more about Stifel, please visit the company's web site at [www.stifel.com](http://www.stifel.com).

### **Cautionary Note Regarding Forward-Looking Statements**

This press release contains certain statements that may be deemed to be "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. All statements in this press release not dealing with historical results are forward-looking and are based on various assumptions. The forward-looking statements in this press release are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in or implied by the statements. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among other things, the following possibilities: the ability to successfully integrate acquired companies or the branch offices and financial advisors; a material adverse change in the financial condition; the risk of borrower, depositor, and other customer attrition; a change in general business and economic conditions; changes in the interest rate environment, deposit flows, loan demand, real estate values, and competition; changes in accounting principles, policies, or guidelines; changes in legislation and regulation; other economic, competitive, governmental, regulatory, geopolitical, and technological factors affecting the companies' operations, pricing, and services; and other risk factors referred to from time to time in filings made by Stifel Financial Corp. with the Securities and Exchange Commission. Forward-looking statements speak only as to the date they are made. Stifel Financial Corp. disclaims any intent or obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made.

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