

## FOR IMMEDIATE RELEASE

### STIFEL COMPLETES ACQUISITION OF 1919 INVESTMENT COUNSEL & TRUST COMPANY

**ST. LOUIS, November 10, 2014** – Stifel Financial Corp. (NYSE: SF) today announced the completion of the previously announced acquisition of 1919 Investment Counsel & Trust Company, N.A., formerly known as Legg Mason Investment Counsel & Trust Co., N.A. With over \$9 billion in assets under management, 1919 Investment Counsel provides customized investment advisory, trust and family offices services, on a discretionary basis, to individuals, families, and institutions throughout the country. Offices are located in Baltimore, Cincinnati, New York, and Philadelphia.

“As we look to grow our asset management capabilities, 1919 Investment Counsel fits perfectly within this goal. Our combined assets under management are now over \$16 billion,” commented Ron Kruszewski, Chairman and CEO of Stifel. “We’ve known this talented team of professionals for a long time, and are pleased they are now focused on growing their business at Stifel.”

Harry O’Mealia, President and CEO of 1919 Investment Counsel, stated “We’ve built our business on the idea that if we provide sound advice and counsel, always putting our clients’ interests before our own, our firm will prosper alongside our clients. This value is as important today as it was in 1919, the year our legacy firm was founded. We are excited to partner with Stifel.”

#### **Stifel 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’s broker-dealer clients are served in the United States through Stifel, Nicolaus & Company, Incorporated; Keefe Bruyette & Woods, Inc.; Miller Buckfire & Co., LLC; and Century Securities Associates, Inc., and in the United Kingdom and Europe through Stifel Nicolaus Europe Limited; Keefe, Bruyette & Woods Limited; and Oriel Securities Limited. The Company’s broker-dealer affiliates provide securities brokerage, investment banking, trading, investment advisory, 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. Stifel Trust Company, N.A. offers trust and related services. 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**

The information contained in 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 release not dealing with historical results are forward-looking and are based on various assumptions. The forward-looking statements in this release are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in or implied by the statements. Material factors and assumptions could cause actual results to differ materially from current expectations. The Company does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made. The Company disclaims any intent or obligation to update these forward-looking statements.

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