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Press Contacts:

Michael Gelormino, Intermarket Communications, 212-909-4780, kbwpr@intermarket.com

**KEEFE, BRUYETTE & WOODS BOLSTERS INSURANCE PRACTICE
WITH KEY PERSONNEL APPOINTMENT**

Neil Chawhan Joins KBW Investment Banking Department

New York, N.Y. – September 8, 2015 – Keefe, Bruyette & Woods (KBW), a full-service, boutique investment bank and broker-dealer that specializes in the financial services sector, and a wholly owned subsidiary of Stifel Financial Corp. (NYSE: SF), today announced the appointment of Neil Chawhan as Managing Director in the Insurance Investment Banking Group. He is based in the firm’s New York office.

Mr. Chawhan brings over 15 years of experience to KBW. Most recently, he served in the financial institutions group of Bank of America Merrill Lynch where he provided a broad range of advisory and capital raising services to insurance company clients. He began his career with PricewaterhouseCoopers LLP. He graduated *summa cum laude* with a BS in accounting and finance from the University of Connecticut where he was granted the University Scholar Distinction.

“KBW continues to grow its businesses by investing in quality talent and we are thrilled to have someone with Neil’s experience on our team,” said Peter J. Wirth, Co-Head of Global Investment Banking at KBW. “Neil is a proven deal professional and his intimate knowledge of insurance companies will make him a valuable asset to our clients navigating the myriad opportunities and risks in today’s market,” added Rick E. Maples, Co-Head of Global Investment Banking at KBW.

Based in New York, Mr. Chawhan will work alongside Seth Bair and Joseph Beebe, KBW’s Co-Heads of Insurance Investment Banking, and is responsible for expanding the group’s work across the insurance industry, advising clients on mergers & acquisitions, divestitures, public and private equity and debt offerings and demutualizations.

In the United States, KBW is the premier advisor on financial services industry transactions. Since the beginning of 2014, KBW has advised on 87 deals, totaling over \$10 billion in transaction value, and has been the top-ranked underwriter of common stock, participating in 68 deals with a combined deal value of approximately \$29 billion.

About KBW

KBW LLC, a Stifel company, operates in the U.S. and Europe through its broker dealer subsidiaries, Keefe, Bruyette & Woods, Inc. and Stifel Nicolaus Europe Limited (“SNEL”), also trading as Keefe, Bruyette & Woods Europe (“KBW Europe”). Over the years, KBW has established itself as a leading independent authority in the banking, insurance, brokerage, asset management, mortgage banking and specialty finance sectors. Founded in 1962, the firm maintains industry-leading positions in the areas of research, corporate finance, mergers and acquisitions as well as sales and trading in equities securities of financial services companies.

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