

## FOR IMMEDIATE RELEASE

### STIFEL WELCOMES ISM TEAM

**LONDON, May 3, 2016** – Stifel Financial Corp. (NYSE: SF) today announced that Stifel Nicolaus Europe Limited, its wholly-owned European broker-dealer, has closed the acquisition of ISM Capital LLP (“ISM”), an independent investment bank focused on international debt capital markets. The acquisition of ISM adds significantly to Stifel’s debt capital markets origination, sales and research capabilities in Europe, including an end-to-end platform for convertible securities and other equity-linked debt instruments.

Based in London, ISM has raised over \$2.1 billion for corporate clients since 2009. ISM maintains active dialogues with a core universe of over 180 global institutional investors with a focus on corporate debt. ISM’s senior team collectively has over five decades of experience at global investment banks such as Jefferies & Co. and Wasserstein Perella. ISM will become a core element of Stifel’s expanding debt capital markets business in Europe.

“ISM complements Stifel’s existing European business, particularly within our fixed income platform. ISM is well regarded in the emerging markets and credit research areas, and will add convertible brokerage capabilities for our institutional clients. We are excited to welcome Cliff and his team to Stifel,” said Ronald J. Kruszewski, Chairman and CEO of Stifel.

“ISM has a track record of achieving outsized results on a relatively small platform. We believe that our partnership with Stifel is the ideal way to leverage the skills, experience, and both client and investor relationships to jointly grow the ISM business as part of Stifel. Our joint efforts will greatly expand our capabilities, reach and the value proposition we offer our clients,” said Cliff Siegel, founder and Executive Chairman of ISM.

#### **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. The Company’s broker-dealer affiliates provide wealth management, 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. and Stifel Trust Company Delaware, N.A. offer trust and related services. To learn more about Stifel, please visit the Company’s web site at [www.stifel.com](http://www.stifel.com).

Stifel Nicolaus Europe Limited, (“SNEL”), is authorized and regulated in the United Kingdom by the Financial Conduct Authority (“FCA”) whose address is 25 The North Colonnade, Canary Wharf, London E14 5HS. SNEL’s FCA Firm Reference Number, (“FRN”) is 190412 and is incorporated in England and Wales under company number 03719559 and our registered office is 7th Floor, One Broadgate, London, EC2M 2QS.

## **About ISM Capital**

Founded in 2009, ISM Capital LLP is a full-service investment bank that creates structured financing solutions, enabling middle-market companies to access international capital markets in order to fund growth, develop projects, complete acquisitions and optimize capital structure. The firm's services include the structuring and placement of equity-linked securities, high-yield debt, leveraged loans and private debt, delivered by a team with deep capital markets and advisory experience. ISM has helped its clients raise more than \$2.1 billion since the firm's founding. The ISM team has collectively structured and distributed more than \$20 billion of securities across a broad spectrum of industries and advised on over \$5 billion of restructuring and merger and acquisition transactions.

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

This press release contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended that are based upon our current expectations and projections about future events. We intend for these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and we are including this statement for purposes of these safe harbor provisions. The forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in or implied by the statements. In addition, our past results of operations do not necessarily indicate our future results. These factors include, but are not limited to, the state of the financial markets and the economy, Stifel's ability to implement its strategic initiatives and achieve the expected benefits of the merger with ISM Capital, retain key professionals, as well as other competitive, economic, political, and market conditions and fluctuations, government and industry regulation, risks relating to the merger with ISM Capital, including the effect of the completion of the transaction on Stifel's or ISM Capital's business relationships, operating results and business generally, and other factors. Some of the other factors are those that are discussed in Item 1A "Risk Factors" in Stifel's Annual Report on Form 10-K for the year ended December 31, 2014, and in Stifel's Quarterly Reports on Form 10-Q filed with the SEC thereafter. We do not assume responsibility for the accuracy or completeness of any forward-looking statement, and you should not rely on forward-looking statements as predictions of future events. We are under no duty to update any of these forward-looking statements to conform them to actual results or revised expectations.

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