

DAVID M. GRAY JOINS STIFEL NICOLAUS WEISEL AS VICE CHAIRMAN IN INVESTMENT BANKING FOCUSED ON INDUSTRIALS

ST. LOUIS, December 3, 2012 – Stifel Financial Corp. (NYSE: SF) today announced that David M. Gray has joined the firm as a Vice Chairman in Investment Banking focused on Industrials. Mr. Gray, who will be based in the firm’s Baltimore office, will be responsible for client relationships across industrials and, in particular, in the Industrial & Environmental services sectors.

Victor Nesi, Co-Head of the Institutional Group at Stifel Financial, said, “I am very pleased to have David join Stifel. His addition to our Industrials franchise further solidifies our commitment to this sector. His extensive relationships and industry expertise are the right fit for our growing industrials team.”

“The addition of David is another example of the proven talent attracted to the Stifel platform,” commented Brad Raymond, Co-Head of Investment Banking at Stifel Nicolaus Weisel. “His experience in the Industrial & Environmental services sectors allows us to build out our broader industrials franchise, an area that is of strategic importance to the firm.”

Mr. Gray joins Stifel from Credit Suisse Securities, where he held senior positions in the Global Industrials Group, most recently as a Managing Director and Senior Advisor. He has advised clients on \$3.4 billion of mergers and acquisitions over the past twelve months.

Prior to joining Credit Suisse, Mr. Gray was a Managing Director at Deutsche Bank Securities and Alex. Brown & Sons. Mr. Gray began his investment banking career at Robertson, Colman & Stephens after working as a consultant at Bain & Company. He graduated from Harvard College with a BA and received his MBA from Harvard Business School.

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 served through Stifel, Nicolaus & Company, Incorporated and through Stifel Nicolaus Weisel, the investment banking division of Stifel, Nicolaus & Company, Incorporated, in the U.S., through Stifel Nicolaus Canada Inc. in Canada, and through Stifel Nicolaus Europe Limited in the United Kingdom and Europe. 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 Financial, please visit the Company’s website at www.stifel.com.

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