

FOR IMMEDIATE RELEASE

ROBERT MAINS JOINS STIFEL NICOLAUS' EQUITY RESEARCH TEAM AS MANAGING DIRECTOR

ST. LOUIS, June 20, 2012 – Stifel, Nicolaus & Company, Incorporated today announced that Robert M. Mains, CFA[®] has joined the firm as a managing director providing research of healthcare providers and real estate companies. Mr. Mains will be based in Saratoga Springs, New York.

“We are pleased that Rob has joined the Stifel healthcare research team,” stated Hugh Warns, Director of Research at Stifel Nicolaus. “Rob is a proven professional who brings a wealth of experience and expertise to our healthcare research capabilities and furthers our unwavering commitment to research.”

Mr. Mains joins Stifel from Morgan Keegan, where he followed healthcare providers and real estate as a senior equity research analyst from 2007 to 2012. Prior to that, he was a senior research analyst with Ryan Beck from 2005 to 2007, a senior analyst and director of research for The Advest Group from 1996 to 2005, and a research analyst with First Albany from 1989 to 1996. Mr. Mains has been ranked four times in *The Wall Street Journal's* Best on the Street Survey, twice in the Reuters U.S. Larger Company Research Survey, and was named the #1 stock picker among REIT industry analysts in the *Financial Times*/StarMine 2008 Global Analyst Awards.

Prior to beginning his career as an equities analyst, Mr. Mains worked as a programmer, systems analyst, and IT project manager for Drexel Burnham Lambert and Arthur Andersen.

Mr. Mains received a B.A. in applied mathematics, cum laude, from Yale University and an M.B.A. in finance from Rensselaer Polytechnic Institute. He also holds the Chartered Financial Analyst[®] designation.

About Stifel Nicolaus Research

Stifel Nicolaus is one of the leading U.S. equity research departments in terms of breadth and quality, following significant investment over the last eight years. Today, our 79 analysts cover more than 1,100 companies across 13 industry groups and 83 sub-sectors, making Stifel the industry's third largest provider of U.S. equity research. Stifel is also the third largest provider of U.S. small cap equity coverage and the largest provider of U.S. equity coverage in technology and transportation. Our research leadership has been consistently recognized as among the best on Wall Street. Stifel Research's recent award highlights include:

- Ranked #3 in the 2012 FT/StarMine World's Top Analysts Survey
- Ranked in the FT/StarMine top five for the last seven years and top ten for the last nine consecutive years
- Ranked 5th overall in total FT/StarMine awards since 2004 (includes Legg Mason Capital Markets, Ryan Beck and Thomas Weisel Partners, which were acquired by Stifel Financial Corp.)
- #5 out of nearly 200 firms in *The Wall Street Journal's* 2012 Best on the Street Survey

- Only firm ranked in the top 12 each year for the past nine years in *The Wall Street Journal's* Best on the Street Survey (includes Legg Mason Capital Markets acquired by Stifel Financial Corp. on December 1, 2005)

Company Information

Founded in 1890, Stifel, Nicolaus & Company, Incorporated is a full-service retail and institutional brokerage and investment banking firm. Stifel Nicolaus is the principal subsidiary of Stifel Financial Corp. (NYSE: SF), a financial services holding company headquartered in St. Louis, Missouri. Stifel clients are served through 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. 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.

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