

FOR IMMEDIATE RELEASE

STIFEL TO ACQUIRE ZIEGLER LOTSOFF CAPITAL MANAGEMENT

ST. LOUIS, October 16, 2013 – Stifel Financial Corp. (NYSE: SF) today announced that it has entered into an agreement to acquire Ziegler Lotsoff Capital Management, LLC (“ZLCM”) a Chicago and Milwaukee-based asset management business. The acquisition will bring new asset management strategies and capabilities to Stifel’s existing asset management platform. ZLCM will continue its long-term partnership with B.C. Ziegler by continuing to offer investment management services to their mutual current and prospective clients as they have for over twenty years. The transaction, terms of which were not disclosed, is expected to close in the fourth quarter of 2013.

“We have known many of the professionals at ZLCM for years and think very highly of their platform. We are excited to welcome them to the Stifel family,” said Ronald J. Kruszewski, Chairman, President, and CEO of Stifel Financial Corp.

Scott Roberts, President of Ziegler Lotsoff Capital Management, commented, “We think Stifel represents a perfect fit for our team and our clients. We look forward to adding to Stifel’s asset management capabilities and enhancing our services going forward.”

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 clients are served through Stifel, Nicolaus & Company, Incorporated in the U.S., through Stifel Nicolaus Europe Limited in the United Kingdom and Europe, and through Keefe, Bruyette & Woods, Inc. in the U.S. 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, please visit the Company’s web site at www.stifel.com.

Ziegler Lotsoff Capital Management, LLC

Ziegler Lotsoff Capital Management, LLC is an asset management firm with a proven history of providing investment solutions for institutions, mutual fund sub-advisory clients, municipalities, pension plans, Taft-Hartley plans, and individual investors. To learn more about Ziegler Lotsoff Capital Management, please visit the Company’s web site at www.zieglerlotsoff.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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