

# STIFEL NICOLAUS

ONE FINANCIAL PLAZA  
501 NORTH BROADWAY  
ST. LOUIS, MISSOURI 63102-2188

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## **CONSOLIDATED STATEMENT OF FINANCIAL CONDITION (Unaudited)**

As of June 30, 2010

**STIFEL, NICOLAUS & COMPANY, INCORPORATED**  
**Consolidating Statement of Financial Condition (Unaudited)**  
**June 30, 2010**

*(in thousands, except share and per share amounts)*

<b>Assets</b>	
Cash and cash equivalents	\$ 67,097
Cash segregated for regulatory purposes	19
Receivables:	
Brokerage clients, net	441,854
Broker, dealers and clearing organizations	196,097
Securities purchased under agreements to resell	88,668
Trading securities owned, at fair value (includes securities pledged of \$253,835)	476,498
Investments, at fair value	115,738
Goodwill	150,040
Intangible assets, net	22,508
Loans and advances to financial advisors and other employees, net	180,562
Deferred tax assets, net	55,173
Other assets	80,333
<b>Total assets</b>	<b><u>\$ 1,874,587</u></b>
 <b>Liabilities and shareholder's equity</b>	
Short-term borrowings from banks	\$ 163,900
Payables:	
Customers	218,647
Brokers, dealers and clearing organizations	111,364
Drafts	47,235
Securities sold under agreements to repurchase	58,584
Trading securities sold, but not yet purchased, at fair value	253,463
Accrued compensation	115,966
Accounts payable and accrued expenses	91,244
Due to Parent and affiliates	19,187
	<u>1,079,590</u>
Liabilities subordinated to claims of general creditors	43,241
Shareholder's equity:	
Common stock – par value \$1; authorized 30,000 shares; outstanding 1,000 shares	1
Additional paid-in-capital	432,404
Retained earnings	319,351
	<u>751,756</u>
<b>Total liabilities and shareholder's equity</b>	<b><u>\$ 1,874,587</u></b>

*See accompanying Notes to Consolidated Statement of Financial Condition.*

**STIFEL, NICOLAUS & COMPANY, INCORPORATED**  
**Notes to Consolidated Statement of Financial Condition (unaudited)**  
**June 30, 2010**  
**(in thousands)**

**NOTE 1 – Nature of Operations and Basis of Presentation**

***Nature of Operations***

Stifel, Nicolaus & Company, Incorporated (“Stifel Nicolaus”) is principally engaged in retail brokerage, securities trading, investment banking, investment advisory, and related financial services throughout the United States. Although we have offices throughout the United States, our major geographic area of concentration is in the Midwest and Mid-Atlantic regions, with a growing presence in the Northeast, Southeast and Western United States. We provide securities brokerage services, including the sale of equities, mutual funds, fixed income products, insurance, and banking products to our clients. We are a wholly-owned subsidiary of Stifel Financial Corp. (the “Parent”).

***Basis of Presentation***

The consolidated statement of financial condition includes Stifel Nicolaus and its wholly-owned subsidiaries. All material inter-company accounts and transactions have been eliminated. Unless otherwise indicated, the terms “we,” “us,” “our,” or “our company” in this report refer to Stifel, Nicolaus & Company, Incorporated and its wholly-owned subsidiaries.

The accompanying consolidated statement of financial condition has been prepared in conformity with U.S. generally accepted accounting principles, which require management to make certain estimates and assumptions that affect the reported amounts. We consider significant estimates, which are most susceptible to change and impacted significantly by judgments, assumptions and estimates, to be: the fair value of investments; the accrual for litigation; the allowance for doubtful receivables from loans and advances to financial advisors and other employees; the fair value of goodwill and intangible assets; and income tax reserves. Actual results could differ from those estimates.

***Consolidation Policies***

The consolidated statement of financial condition includes the accounts of Stifel Nicolaus and its subsidiaries. We also have investments or interests in other entities for which we must evaluate whether to consolidate by determining whether we have a controlling financial interest or are considered to be the primary beneficiary. In determining whether to consolidate these entities or not, we determine whether the entity is a voting interest entity or a variable interest entity (“VIE”).

***Voting Interest Entity.*** Voting interest entities are entities that have (i) total equity investment at risk sufficient to fund expected future operations independently; and (ii) equity holders who have the obligation to absorb losses or receive residual returns and the right to make decisions about the entity's activities. We consolidate voting interest entities when we determine that there is a controlling financial interest, usually ownership of all, or a majority of, the voting interest.

***Variable Interest Entity.*** VIEs are entities that lack one or more of the characteristics of a voting interest entity. We are required to consolidate VIEs in which we are deemed to be the primary beneficiary. The primary beneficiary is defined as the entity that has a variable interest, or a combination of variable interests, that will either: (i) absorb a majority of the VIEs expected losses; (ii) receive a majority of the VIEs expected returns; or (iii) both.

We determine whether we are the primary beneficiary of a VIE by first performing a qualitative analysis of the VIE’s expected losses and expected residual returns. This analysis includes a review of, among other factors, the VIE’s capital structure, contractual terms, which interests create or absorb variability, related party relationships and the design of the VIE. Where qualitative analysis is not conclusive, we perform a quantitative analysis. We reassess our initial evaluation of an entity as a VIE and our initial determination of whether we are the primary beneficiary of a VIE upon the occurrence of certain reconsideration events. See Note 16 for further discussion.

## **NOTE 2 – Summary of Significant Accounting Policies**

### ***Cash and Cash Equivalents***

We consider all highly liquid investments with original maturities of three months or less that are not segregated to be cash equivalents. Cash and cash equivalents include money market mutual funds and deposits with banks.

### ***Cash Segregated for Regulatory Purposes***

We are subject to Rule 15c3-3 under the Securities Exchange Act of 1934, which requires our company to maintain cash or qualified securities in a segregated reserve account for the exclusive benefit of its clients. In accordance with Rule 15c3-3, our company has portions of its cash segregated for the exclusive benefit of clients at June 30, 2010.

### ***Securities Borrowed and Securities Loaned***

Securities borrowed require our company to deliver cash to the lender in exchange for securities and are included in receivables from brokers, dealers, and clearing organizations. For securities loaned, we receive collateral in the form of cash in an amount equal to the market value of securities loaned. Securities loaned are included in payables to brokers, dealers, and clearing organizations. We monitor the market value of securities borrowed and loaned generally on a daily basis, with additional collateral obtained or refunded as necessary.

Substantially all of these transactions are executed under master netting agreements, which gives us right of offset in the event of counterparty default; however, such receivables and payables with the same counterparty are not set-off in the consolidated statement of financial condition.

### ***Securities Purchased Under Agreements to Resell***

Securities purchased under agreements to resell (“resale agreements”) are collateralized investing transactions that are recorded at their contractual amounts plus accrued interest. We obtain control of collateral with a market value equal to or in excess of the principal amount loaned and accrued interest under resale agreements. We value collateral on a daily basis, with additional collateral obtained when necessary to minimize the risk associated with this activity.

### ***Financial Instruments***

We measure certain financial assets and liabilities at fair value on a recurring basis, including cash equivalents, trading securities owned, investments and trading securities sold, but not yet purchased. Other than those separately discussed in the notes to the consolidated statement of financial condition, the remaining financial instruments are generally short-term in nature and their carrying values approximate fair value.

### ***Fair Value Hierarchy***

The fair value of a financial instrument is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e. “the exit price”) in an orderly transaction between market participants at the measurement date. We have categorized our financial instruments measured at fair value into a three-level classification in accordance with Financial Accounting Board (“FASB”) Accounting Standards Codification Topic 820 (“Topic 820”), “*Fair Value Measurement and Disclosures*,” which established a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from independent sources. Unobservable inputs reflect our assumptions that market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. The hierarchy is broken down into three levels based on the transparency of inputs as follows:

Level 1 – Quoted prices (unadjusted) are available in active markets for identical assets or liabilities as of the measurement date. A quoted price for an identical asset or liability in an active market provides the most reliable fair value measurement because it is directly observable to the market.

Level 2 – Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the measurement date. The nature of these financial instruments include instruments for which quoted prices are available but traded less frequently, derivative instruments whose fair value have been derived using a model where inputs to the model are directly observable in the market, or can be

derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed.

Level 3 – Instruments that have little to no pricing observability as of the measurement date. These financial instruments do not have two-way markets and are measured using management’s best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation.

#### *Valuation of Financial Instruments*

When available, we use observable market prices, observable market parameters, or broker or dealer prices (bid and ask prices) to derive the fair value of financial instruments. In the case of financial instruments transacted on recognized exchanges, the observable market prices represent quotations for completed transactions from the exchange on which the financial instrument is principally traded.

A substantial percentage of the fair value of our trading securities and other investments owned, trading securities pledged as collateral, and trading securities sold, but not yet purchased, are based on observable market prices, observable market parameters, or derived from broker or dealer prices. The availability of observable market prices and pricing parameters can vary from product to product. Where available, observable market prices and pricing or market parameters in a product may be used to derive a price without requiring significant judgment. In certain markets, observable market prices or market parameters are not available for all products, and fair value is determined using techniques appropriate for each particular product. These techniques involve some degree of judgment.

For investments in illiquid or privately held securities that do not have readily determinable fair values, the determination of fair value requires us to estimate the value of the securities using the best information available. Among the factors we consider in determining the fair value of investments are the cost of the investment, terms and liquidity, developments since the acquisition of the investment, the sales price of recently issued securities, the financial condition and operating results of the issuer, earnings trends and consistency of operating cash flows, the long-term business potential of the issuer, the quoted market price of securities with similar quality and yield that are publicly traded, and other factors generally pertinent to the valuation of investments. In instances where a security is subject to transfer restrictions, the value of the security is based primarily on the quoted price of a similar security without restriction but may be reduced by an amount estimated to reflect such restrictions. The fair value of these investments is subject to a high degree of volatility and may be susceptible to significant fluctuation in the near term and the differences could be material.

The degree of judgment used in measuring the fair value of financial instruments generally correlates to the level of pricing observability. Pricing observability is impacted by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established and the characteristics specific to the transaction. Financial instruments with readily available active quoted prices for which fair value can be measured from actively quoted prices generally will have a higher degree of pricing observability and a lesser degree of judgment used in measuring fair value. Conversely, financial instruments rarely traded or not quoted will generally have less, or no, pricing observability and a higher degree of judgment used in measuring fair value. See Note 4 for additional information on how we value our financial instruments.

#### ***Investments***

Investments on the consolidated statement of financial condition contain investments in securities that are marketable and securities that are not readily marketable. These investments are not included in our trading inventory and represent the acquiring and disposing of debt or equity instruments for our benefit.

We report changes in fair value of marketable and non-marketable securities through current period earnings based on guidance provided by the AICPA Audit and Accounting Guide, “Brokers and Dealers in Securities.” The fair values of marketable investments are generally based on either quoted market or dealer prices. The fair value of non-marketable securities is based on management’s estimate using the best information available, which consists of quoted market prices for similar securities and internally developed discounted cash flow models.

#### ***Goodwill and Intangible Assets***

Goodwill represents the cost of acquired businesses in excess of the fair value of the related net assets acquired. Goodwill is tested for impairment at least annually or whenever indications of impairment exist. In testing for the potential impairment of goodwill, we estimate the fair value of each of our company’s reporting units (generally defined as the businesses for which financial information is available and reviewed regularly by management), and compare it to their carrying value. If the estimated fair value of a reporting unit is less than its

carrying value, we are required to estimate the fair value of all assets and liabilities of the reporting unit, including goodwill. If the carrying value of the reporting unit's goodwill is greater than the estimated fair value, an impairment charge is recognized for the excess. We have elected July 31 as our annual impairment testing date.

Identifiable intangible assets, which are amortized over their estimated useful lives, are tested for potential impairment whenever events or changes in circumstances suggest that the carrying value of an asset or asset group may not be fully recoverable.

#### ***Loans and Advances***

We offer transition pay, principally in the form of upfront loans, to financial advisors and certain key revenue producers as part of our company's overall growth strategy. These loans are generally forgiven by a charge to compensation and benefits over a five- to ten-year period if the individual satisfies certain conditions, usually based on continued employment and certain performance standards. We monitor and compare individual financial advisor production to each loan issued to ensure future recoverability. If the individual leaves before the term of the loan expires or fails to meet certain performance standards, the individual is required to repay the balance. In determining the allowance for doubtful receivables from former employees, management considers the facts and circumstances surrounding each receivable, including the amount of the unforgiven balance, the reasons for the terminated employment relationship, and the former employees' overall financial positions. The loan balance from former employees at June 30, 2010 is \$2,122 with associated loss allowances of \$894.

#### ***Securities Sold Under Agreements to Repurchase***

Securities sold under agreements to repurchase ("repurchase agreements") are collateralized investing transactions that are recorded at their contractual amounts plus accrued interest. We make delivery of securities sold under agreements to repurchase and monitor the value of these securities on a daily basis. When necessary, we will deliver additional collateral.

#### ***Legal Loss Allowances***

We record loss allowances related to legal proceedings resulting from lawsuits and arbitrations, which arise from our business activities. Some of these lawsuits and arbitrations claim substantial amounts, including punitive damage claims. Management has determined that it is likely that the ultimate resolution of certain of these claims will result in losses to our company. We have, after consultation with outside legal counsel and consideration of facts currently known by management, recorded estimated losses to the extent we believe certain claims are probable of loss and the amount of the loss can be reasonably estimated. This determination is inherently subjective, as it requires estimates that are subject to potentially significant revision as more information become available and due to subsequent events. Factors considered by management in estimating our liability is the loss and damages sought by the claimant/plaintiff, the merits of the claim, the amount of loss in the client's account, the possibility of wrongdoing on the part of the employee of our company, the total cost of defending the litigation, the likelihood of a successful defense against the claim, and the potential for fines and penalties from regulatory agencies. Results of litigation and arbitration are inherently uncertain, and management's assessment of risk associated therewith is subject to change as the proceedings evolve. After discussion with counsel, management, based on its understanding of the facts, accrues what they consider appropriate to provide loss allowances for certain claims, which is included in "Accounts payable and accrued expenses" on the consolidated statement of financial condition.

#### ***Stock-Based Compensation***

We participate in an incentive stock award plan sponsored by the Parent that provides for the granting of stock options, stock appreciation rights, restricted stock, performance awards and stock units to our employees. Costs incurred under these plans are allocated to our company based on our employee's participation in the plans. See Note 12 for a further discussion of stock-based compensation plans.

#### ***Income Taxes***

We are included in the consolidated federal and certain state income tax returns filed by the Parent. Our portion of the consolidated current income tax liability, computed on a separate return basis pursuant to a tax sharing agreement and our stand-alone tax liability or receivable are included on the consolidated statement of financial condition.

We compute income taxes using the asset and liability method, under which deferred income taxes are provided for the temporary differences between the financial statement carrying amounts and the tax basis of our

company's assets and liabilities. We establish a valuation allowance for deferred tax assets if it is more likely than not that these items will either expire before we are able to realize their benefits, or that future deductibility is uncertain.

We recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities, based on the technical merits of the position. The tax benefits recognized in the consolidated statement of financial condition from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. We recognize interest and penalties related to income tax matters in income tax expense. See Note 15 for a further discussion of income taxes.

### ***Recently Adopted Accounting Guidance***

#### *Consolidation*

In February 2010, the FASB issued Update No. 2010-10, "*Consolidation (Topic 810): Amendments for Certain Investment Funds*," which provides for a deferral of the consolidation requirements of Topic 810 resulting from the issuance of FASB Statement No. 167 ("Statement 167"), *Amendments to FASB Interpretation No. 46R*," for a reporting entity's interest in an entity that has all the attributes of an investment company; or for which it is industry practice to apply measurement principles for financial reporting purposes that are consistent with those followed by investment companies (the "deferral"). The deferral does not apply in situations in which a reporting entity has the explicit or implicit obligation to fund losses of an entity that could potentially be significant to the entity. The deferral also does not apply to interests in securitization entities, asset-backed financing entities, or entities formerly considered qualifying special purpose entities. An entity that qualifies for the deferral will continue to be assessed under the overall guidance on the consolidation of variable interest entities in Subtopic 810-10 (before the Statement 167 amendments) or other applicable consolidation guidance, such as the guidance for the consolidation of partnerships in Subtopic 810-20. This guidance does not defer the disclosure requirements of Topic 810, as amended. The amendments in this Update are effective as of the beginning of the first annual reporting period that begins after November 15, 2009 and for interim periods within the first annual reporting period (January 1, 2010 for our company). The adoption of this guidance permits us to defer the consolidation requirements of Topic 810 resulting from the issuance of Statement 167 for certain of these entities. See Note 16 – Variable Interest Entities.

#### *Subsequent Events*

In February 2010, the FASB issued Accounting Standards Update ("Update") No. 2010-09, "*Subsequent Events (Topic 855): Amendments to Certain Recognition and Disclosure Requirements*," which amends certain provisions of the current guidance, including the elimination of the requirement for disclosure of the date through which an evaluation of subsequent events was performed in issued and revised financial statements. This guidance was effective for the first interim and annual reporting periods beginning after issuance (March 31, 2010 for our company). The adoption of this new guidance did not have a material impact on our consolidated statement of financial condition. See Note 17 – Subsequent Events.

#### *Fair Value of Financial Instruments*

In January 2010, the FASB issued Update No. 2010-06, "*Fair Value Measurements and Disclosures (Topic 820): Improving Disclosures about Fair Value Measurements*," which amends the disclosure requirements related to recurring and nonrecurring fair value measurements. The guidance requires new disclosures on the transfers of assets and liabilities between Level 1 (quoted prices in active market for identical assets or liabilities) and Level 2 (significant other observable inputs) of the fair value measurement hierarchy, including the reasons and the timing of the transfers. Additionally, the guidance requires a roll forward of activities on purchases, sales, issuance, and settlements of the assets and liabilities measured using significant unobservable inputs (Level 3 fair value measurements). The guidance became effective for us with the reporting period beginning January 1, 2010, except for the disclosure on the roll forward activities for Level 3 fair value measurements, which will become effective for us with the reporting period beginning January 1, 2011. Other than requiring additional disclosures, the adoption of this new guidance did not have a material impact on our consolidated statement of financial condition. See Note 4 – Fair Value of Financial Instruments.

#### *Accounting for Transfers of Financial Assets*

In June 2009, the FASB issued and subsequently codified guidance amending Topic 860, "*Transfers and Servicing*," designed to improve the relevance, representational faithfulness, and comparability of the information that a reporting entity provides in its financial statements about a transfer of financial assets; the effects of a

transfer on its financial position, financial performance, and cash flows; and a transferor's continuing involvement, if any, in transferred financial assets. Additionally, the new guidance eliminates the qualifying special-purpose entity ("QSPE") concept. The guidance became effective for us with the reporting period beginning January 1, 2010. The adoption of this new guidance did not have a material impact on our consolidated statement of financial condition.

**NOTE 3 – Receivables from and Payables to Brokers, Dealers and Clearing Organizations**

Amounts receivable from brokers, dealers and clearing organizations at June 30, 2010 included (*in thousands*):

Deposits paid for securities borrowed	\$ 117,922
Securities failed to deliver	53,773
Receivable from clearing organizations	24,402
	<u>\$ 196,097</u>

Amounts payable to brokers, dealers and clearing organizations at June 30, 2010 included (*in thousands*):

Deposits received from securities loaned	\$ 71,110
Securities failed to receive	36,415
Payable to clearing organizations	3,839
	<u>\$ 111,364</u>

Deposits paid for securities borrowed approximate the market value of the securities. Securities failed to deliver and receive represent the contract value of securities that have not been delivered or received on settlement date.

**NOTE 4 – Fair Value of Financial Instruments**

We measure certain financial assets and liabilities at fair value on a recurring basis, including cash equivalents, trading securities owned, investments and trading securities sold, but not yet purchased.

The degree of judgment used in measuring the fair value of financial instruments generally correlates to the level of pricing observability. Pricing observability is impacted by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established and the characteristics specific to the transaction. Financial instruments with readily available active quoted prices for which fair value can be measured from actively quoted prices generally will have a higher degree of pricing observability and a lesser degree of judgment used in measuring fair value. Conversely, financial instruments rarely traded or not quoted will generally have less, or no, pricing observability and a higher degree of judgment used in measuring fair value.

The following is a description of the valuation techniques used to measure fair value.

*Cash equivalents*

Cash equivalents include highly liquid investments with original maturities of three months or less. Actively traded money market funds are measured at their net asset value and classified as Level 1.

*Financial instruments (Trading securities)*

When available, the fair value of financial instruments are based on quoted prices in active markets and reported in Level 1. Level 1 financial instruments include highly liquid instruments with quoted prices such as certain U.S. treasury bonds, corporate bonds and equities listed in active markets.

If quoted prices are not available, fair values are obtained from pricing services, broker quotes, or other model-based valuation techniques with observable inputs such as the present value of estimated cash flows and reported as Level 2. The nature of these financial instruments include instruments for which quoted prices are available but traded less frequently, instruments whose fair value have been derived using a model where inputs to the model are directly observable in the market, or can be derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed. Level 2 financial instruments generally include certain U.S. government agency securities, corporate bonds, municipal securities and equities which are not actively traded.



Level 3 financial instruments have little to no pricing observability. These financial instruments do not have active two-way markets and are measured using management's best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation. We have identified Level 3 financial instruments to include corporate bonds where there was less frequent or nominal market activity or when we were able to obtain only a single broker quote. Our Level 3 corporate bonds are valued using prices from comparable securities.

#### *Investments*

Investments in public companies are valued based on quoted prices in active markets and reported in Level 1. Investments in equity securities with unobservable inputs and auction rate securities ("ARS") for which the market has been dislocated and largely ceased to function are reported as Level 3 assets. Investments in equity securities with unobservable inputs are valued using management's best estimate of fair value, where the inputs require significant management judgment. ARS are valued based upon our expectations of issuer redemptions and using internal models.

#### *Trading securities sold but not yet purchased*

Trading securities sold but not purchased are recorded at fair value based on quoted prices in active markets and other observable market data are reported as Level 1. Trading securities owned include highly liquid instruments with quoted prices such as U.S. Treasury bonds, corporate bonds, and equities listed in active markets.

If quoted prices are not available, fair values are obtained from pricing services, broker quotes, or other model-based valuation techniques with observable inputs such as the present value of estimated cash flows and reported as Level 2. The nature of these financial instruments include instruments for which quoted prices are available but traded less frequently, instruments whose fair value have been derived using a model where inputs to the model are directly observable in the market, or can be derived principally from or corroborated by observable market data, and instruments that are fair valued using other financial instruments, the parameters of which can be directly observed. Level 2 financial instruments generally include corporate bonds, municipal securities, and equities which are not actively traded.

Level 3 financial instruments have little to no pricing observability. These financial instruments do not have active two-way markets and are measured using management's best estimate of fair value, where the inputs into the determination of fair value require significant management judgment or estimation. We have identified Level 3 financial instruments to include corporate bonds where there was less frequent or nominal market activity or when we were able to obtain only a single broker quote. Our Level 3 corporate bonds are valued using prices from comparable securities.

The following table summarizes the valuation of our financial instruments by pricing observability levels as of June 30, 2010 (*in thousands*):

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
<b>Assets:</b>				
Cash equivalents	\$ 50,016	\$ 50,016	\$ —	\$ —
<b>Trading securities owned:</b>				
U.S. government agency securities	116,197	—	116,197	—
U.S. government securities	15,044	15,044	—	—
Corporate securities:				
Fixed income securities	255,263	128,387	117,752	9,124
Equity securities	15,536	15,160	376	—
State and municipal securities	74,458	—	74,458	—
Total trading securities owned	<u>476,498</u>	<u>158,591</u>	<u>308,783</u>	<u>9,124</u>
<b>Investments:</b>				
Corporate equity securities	7,432	7,432	—	—
Mutual funds	28,256	28,256	—	—
Auction rate securities:				
Equity securities	62,846	—	—	62,846
Municipal securities	10,788	—	—	10,788
Other	6,416	70	6	6,340
Total investments	<u>115,738</u>	<u>35,758</u>	<u>6</u>	<u>79,974</u>
	<u>\$ 642,252</u>	<u>\$ 244,365</u>	<u>\$ 308,789</u>	<u>\$ 89,089</u>
<b>Liabilities:</b>				
<b>Trading securities sold, but not yet purchased:</b>				
U.S. government securities	\$ 133,911	\$ 133,911	\$ —	\$ —
Corporate securities:				
Fixed income securities	109,115	75,476	31,284	2,355
Equity securities	10,130	9,631	499	—
State and municipal securities	307	—	307	—
	<u>\$ 253,463</u>	<u>\$ 219,018</u>	<u>\$ 32,090</u>	<u>\$ 2,355</u>

The following table summarizes the changes in fair value carrying values associated with Level 3 financial instruments during the six months ended June 30, 2010 (*in thousands*):

	<u>Investments</u>					<b>Corporate Fixed Income Securities**</b>
	<b>Corporate Fixed Income Securities*</b>	<b>Auction Rate Securities – Equity</b>	<b>Auction Rate Securities – Municipal</b>	<b>Other</b>		
<b>Balance at December 31, 2009</b>	<b>\$ 1,243</b>	<b>\$ 46,297</b>	<b>\$ 9,706</b>	<b>\$ 4,707</b>	<b>\$ —</b>	<b>—</b>
Unrealized gains/(losses):						
Included in changes in net assets	94	(976)	(73)	125		50
Included in OCI	—	—	—	—		—
Realized gains	1,038	—	5	—		83
Purchases, issuances, settlements, net	6,615	17,525	1,150	1,508		1,332
Level III transfers:						
Into level 3	135	—	—	—		890
Out of level 3	(1)	—	—	—		—
Net change	7,881	16,549	1,082	1,633		2,355
<b>Balance at June 30, 2010</b>	<b>\$ 9,124</b>	<b>\$ 62,846</b>	<b>\$ 10,788</b>	<b>\$ 6,340</b>	<b>\$ 2,355</b>	<b>—</b>

\* Included in "Trading securities owned" on the consolidated statement of financial condition.

\*\* Included in "Trading securities sold, but not yet purchased" on the consolidated statement of financial condition.

The results included in the table above are only a component of the overall trading strategies of our company. The table above does not present Level 1 or Level 2 valued assets or liabilities. The changes to our company's Level 3 classified instruments were principally a result of: purchases of ARS from our customers, unrealized gains and losses, and redemptions of ARS at par during the three months ended June 30, 2010.

#### *Transfers within the Fair Value Hierarchy*

We assess our financial instruments on a quarterly basis to determine the appropriate classification within the fair value hierarchy, as defined by Topic 820. Transfers between fair value classifications occur when there are changes in pricing observability levels. Transfers of financial instruments among the levels occur at the end of the reporting period. There were no material transfers between our Level 1 and Level 2 classified instruments during the six months ended June 30, 2010.

### *Fair Value of Financial Instruments*

The following is a summary of the carrying values and estimated fair values of certain financial instruments as of June 30, 2010 (*in thousands*):

	<b>Carrying value</b>	<b>Estimated fair value</b>
<b>Financial assets:</b>		
Cash and cash equivalents	\$ 67,097	\$ 67,097
Securities purchased under agreements to resell *	88,668	88,668
Trading securities owned	476,498	476,498
Investments	115,738	115,738
<b>Financial liabilities:</b>		
Securities sold under agreements to repurchase *	58,584	58,584
Trading securities sold but not yet purchased	253,463	253,463
Liabilities subordinated to the claims of general creditors	43,241	42,329

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\* Carrying value approximates fair value.

The following describes the valuation techniques used in estimating the fair value of those financial instruments, not previously described in Note 2 and above, as of June 30, 2010.

#### **Financial liabilities**

##### *Liabilities subordinated to claims of general creditors*

The fair value of subordinated debt was measured using the interest rates commensurate with borrowings of similar terms. See Note 8 for additional details.

These fair value disclosures represent our best estimates based on relevant market information and information about the financial instruments. Fair value estimates are based on judgments regarding future expected losses, current economic conditions, risk characteristics of the various instruments, and other factors. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in the above methodologies and assumptions could significantly affect the estimates.

## NOTE 5 – Trading Securities Owned and Trading Securities Sold, But Not Yet Purchased

The components of trading securities owned and trading securities sold, but not yet purchased at June 30, 2010 are as follows (*in thousands*):

### Trading securities owned:

U.S. government agency securities	\$	116,197
U.S. government securities		15,044
Corporate securities:		
Fixed income securities		255,263
Equity securities		15,536
State and municipal securities		74,458
	\$	<u>476,498</u>

### Trading securities sold, but not yet purchased:

U.S. government securities	\$	133,911
Corporate securities:		
Fixed income securities		109,115
Equity securities		10,130
State and municipal securities		307
	\$	<u>253,463</u>

At June 30, 2010, trading securities owned in the amount of \$253,835 were pledged as collateral for our repurchase agreements and short-term borrowings from banks.

Trading securities sold, but not yet purchased represent obligations of our company to deliver the specified security at the contracted price, thereby creating a liability to purchase the security in the market at prevailing prices. We are obligated to acquire the securities sold short at prevailing market prices, which may exceed the amount reflected on the consolidated statement of financial condition.

## NOTE 6 – Goodwill and Intangible Assets

Goodwill impairment is tested at the reporting unit level, which is an operating segment or one level below an operating segment on an annual basis. The goodwill impairment analysis is a two-step test. The first step, used to identify potential impairment, involves comparing each reporting unit's fair value to its carrying value including goodwill. If the fair value of a reporting unit exceeds its carrying value, applicable goodwill is considered not to be impaired. If the carrying value exceeds fair value, there is an indication of impairment and the second step is performed to measure the amount of impairment. No indicators of impairment were identified during our annual impairment testing as of July 31, 2009.

The carrying amount of goodwill and intangible assets is presented in the following table (*in thousands*):

<b>Goodwill:</b>		
<b>Balance at December 31, 2009</b>	\$	<b>150,040</b>
Net additions		—
<b>Balance at June 30, 2010</b>	\$	<b><u>150,040</u></b>
<b>Intangible assets:</b>		
<b>Balance at December 31, 2009</b>	\$	<b>23,588</b>
Net additions		391
Amortization of intangible assets		(1,471)
<b>Balance at June 30, 2010</b>	\$	<b><u>22,508</u></b>

Amortizable intangible assets consist of acquired customer lists and non-compete agreements that are amortized to expense over their contractual or determined useful lives. Intangible assets subject to amortization as of June 30, 2010 were as follows (*in thousands*):

	<u>Gross Carrying Value</u>	<u>Accumulated Amortization</u>	Net
Customer lists	\$ 31,145	\$ 8,948	\$ 22,197
Non-compete agreement	2,789	2,478	311
	<u>\$ 33,934</u>	<u>\$ 11,426</u>	<u>\$ 22,508</u>

The weighted-average remaining lives of the following intangible assets at June 30, 2010 are: customer lists 7.9 years; and non-compete agreements 1.4 years. As of June 30, 2010, we expect amortization expense in future periods to be as follows (*in thousands*):

<u>Fiscal year</u>	
Remainder of 2010	\$ 1,628
2011	2,826
2012	2,448
2013	2,184
2014	2,022
Thereafter	11,400
	<u>\$ 22,508</u>

#### **NOTE 7 – Short-Term Borrowings**

Our short-term financing is generally obtained through the use of bank loans and securities lending arrangements. We borrow from various banks on a demand basis with company-owned and customer securities pledged as collateral. The value of the customer-owned securities used as collateral is not reflected in the consolidated statement of financial condition. We maintain available ongoing credit arrangements with banks that provided a peak daily borrowing of \$303,800 during the six months ended June 30, 2010. There are no compensating balance requirements under these arrangements. At June 30, 2010, short-term borrowings from banks were \$163,900 at an average rate of 1.05%, which were collateralized by company-owned securities valued at \$186,669. The average bank borrowing was \$116,614 during the six months ended June 30, 2010 at weighted average daily interest rate of 1.02%.

At June 30, 2010, Stifel Nicolaus had a stock loan balance of \$71,110 at weighted average daily interest rate of 0.57%. The average outstanding securities lending arrangements utilized in financing activities were \$49,450 during the six months ended June 30, 2010 at weighted average daily effective interest rate of 1.66%. Customer-owned securities were utilized in these arrangements.

## NOTE 8 – Liabilities Subordinated to Claims of General Creditors

We maintain a deferred compensation plan for our financial advisors who achieve certain levels of production, whereby a certain percentage of their earnings are deferred as defined by the plan, of which 50% is deferred into the Parent's stock units and 50% is deferred in mutual funds that earn a return based on the performance of index mutual funds as designated by our company or a fixed income option. We obtained approval from the New York Stock Exchange to subordinate the liability for future payments for the portion of compensation that is not deferred in stock units. Required annual payments, as of June 30, 2010, are as follows (*in thousands*):

<b>Lender</b>	<b>Distribution</b>	<b>Total</b>
Stifel Financial Corp.	September 30, 2010	\$ 35,000
Various financial advisors	January 31, 2011	1,284
Various financial advisors	January 31, 2012	1,638
Various financial advisors	January 31, 2013	2,188
Various financial advisors	January 31, 2014	3,131
		<b>\$ 43,241</b>

The subordinated liabilities are subject to cash subordination agreements approved by the Financial Industry Regulatory Authority ("FINRA") and, therefore, are included in our computation of net capital under the Securities and Exchange Commission's (the "SEC") Uniform Net Capital Rule. We have estimated the fair value of the liability to be \$42,329 as of June 30, 2010.

## NOTE 9 – Commitments and Contingencies

### *Concentration of Credit Risk*

We provide investment, capital-raising and related services to a diverse group of domestic customers, including governments, corporations, and institutional and individual investors. Our company's exposure to credit risk associated with the non-performance of customers in fulfilling their contractual obligations pursuant to securities transactions can be directly impacted by volatile securities markets, credit markets and regulatory changes. This exposure is measured on an individual customer basis and on a group basis for customers that share similar attributes. To alleviate the potential for risk concentrations, counterparty credit limits have been implemented for certain products and are continually monitored in light of changing customer and market conditions. As of June 30, 2010, we did not have significant concentrations of credit risk with any one customer or counterparty, or any group of customers or counterparties.

### *Other Commitments*

In the normal course of business, we enter into underwriting commitments. Settlement of transactions relating to such underwriting commitments, which were open at June 30, 2010, had no material effect on the consolidated statement of financial condition.

In connection with margin deposit requirements of The Options Clearing Corporation, we pledged customer-owned securities valued at \$69,909 to satisfy the minimum margin deposit requirement of \$33,640 at June 30, 2010.

In connection with margin deposit requirements of the National Securities Clearing Corporation, we deposited \$21,900 in cash at June 30, 2010, which satisfied the minimum margin deposit requirements of \$20,675.

We also provide guarantees to securities clearinghouses and exchanges under their standard membership agreement, which requires members to guarantee the performance of other members. Under the agreement, if another member becomes unable to satisfy its obligations to the clearinghouse, other members would be required to meet shortfalls. Our company's liability under these agreements is not quantifiable and may exceed the cash and securities it has posted as collateral. However, the potential requirement for our company to make payments under these arrangements is considered remote. Accordingly, no liability has been recognized for these arrangements.

On December 28, 2009, it was announced that Stifel Nicolaus had reached an agreement between the State of Missouri, the State of Indiana, the State of Colorado and with an association of other State securities regulatory authorities regarding the repurchase of ARS from Eligible ARS investors. As part of the modified ARS repurchase offer we have accelerated the previously announced repurchase plan. We have agreed to repurchase ARS from Eligible ARS investors in four phases starting in January 2010 and ending on December 31, 2011. At June 30, 2010, we estimate that our retail clients held \$87,750 of eligible ARS after issuer redemptions of \$29,945 and Stifel Nicolaus repurchases of \$78,655.

The first phase of the modified ARS repurchase offer was completed in January 2010. The remaining three phases of the modified ARS repurchase offer will be completed by December 31, 2011. During phases two and three, which will be completed by December 31, 2010, we estimate that we will repurchase ARS of \$20,050. During phase four, we estimate that we will repurchase ARS of \$67,200, which will be completed by December 31, 2011.

We have recorded a liability for our estimated exposure to the voluntary repurchase plan based upon a net present value calculation, which is subject to change and future events, including redemptions. ARS redemptions have been at par and we believe will continue to be at par over the voluntary repurchase period. Future periods' results may be affected by changes in estimated redemption rates or changes in the fair value of ARS.

#### *Operating leases and purchase obligations*

We have noncancelable operating leases for office space and equipment and purchase obligations for services such as professional services and hardware-and-software related agreements. Future minimum commitments under these operating leases and purchase obligations at June 30, 2010 are as follows (*in thousands*):

	<b>Operating leases</b>	<b>Purchase obligations</b>	<b>Total</b>
Remainder of 2010	\$ 40,849	\$ 24,740	\$ 65,589
2011	36,791	10,254	47,045
2012	31,082	3,675	34,757
2013	27,776	1,592	29,368
2014	23,986	1,372	25,358
Thereafter	75,273	793	76,066
	<b><u>\$ 235,757</u></b>	<b><u>\$ 42,426</u></b>	<b><u>\$ 278,183</u></b>

#### **Note 10 – Legal Proceedings**

Our company and its subsidiaries are named in and subject to various proceedings and claims arising primarily from our securities business activities, including lawsuits, arbitration claims, class actions, and regulatory matters. Some of these claims seek substantial compensatory, punitive, or indeterminate damages. Our company and its subsidiaries are also involved in other reviews, investigations and proceedings by governmental and self-regulatory organizations regarding our business, which may result in adverse judgments, settlements, fines, penalties, injunctions and other relief. We are contesting the allegations in these claims, and we believe that there are meritorious defenses in each of these lawsuits, arbitrations and regulatory investigations. In view of the number and diversity of claims against the company, the number of jurisdictions in which litigation is pending and the inherent difficulty of predicting the outcome of litigation and other claims, we cannot state with certainty what the eventual outcome of pending litigation or other claims will be. In our opinion, based on currently available information, review with outside legal counsel, and consideration of amounts provided for in our consolidated financial statements with respect to these matters, the ultimate resolution of these matters will not have a material adverse impact on our financial position.

The regulatory investigations include inquiries from the SEC, FINRA and several state regulatory authorities requesting information concerning our activities with respect to ARS and other matters, and inquiries from the SEC and a state regulatory authority requesting information relating to our role in investments made by five Southeastern Wisconsin school districts (the "school districts") in transactions involving CDOs. We intend to cooperate fully with the SEC, FINRA and the several states in these investigations.



We are named in a civil lawsuit filed in the Circuit Court of Milwaukee, Wisconsin (the “Wisconsin State Court”) on September 29, 2008. The lawsuit has been filed against our company, Stifel Nicolaus, Royal Bank of Canada Europe Ltd. (“RBC”), and certain other RBC entities (collectively the “Defendants”) by the school districts and the individual trustees for other post-employment benefit (“OPEB”) trusts established by those school districts (collectively the “Plaintiffs”).

The suit arises out of purchases of certain CDOs by the OPEB trusts. The RBC entities structured and served as “arranger” for the CDOs. We served as the placement agent/broker in connection with the transactions. The school districts each formed trusts that made investments designed to address their OPEB liabilities. The total amount of the investments made by the OPEB trusts was \$200,000. Plaintiffs assert that the school districts contributed \$37,500 to the OPEB trusts to purchase the investments. The balance of \$162,500 used to purchase the investments was borrowed by the OPEB trusts from Depfa Bank. The recourse of the lender is each of the OPEB trusts’ respective assets and the moral obligation of each school district. The legal claims asserted include violation of the Wisconsin Securities Act, fraud and negligence. The lawsuit seeks equitable relief, unspecified compensatory damages, treble damages, punitive damages and attorney’s fees and costs. The Plaintiffs claim that the RBC entities and our company either made misrepresentations or failed to disclose material facts in connection with the sale of the CDOs, and thus allegedly violated the Wisconsin Securities Act. We believe the Plaintiffs reviewed and understood the relevant offering materials and that the investments were suitable based upon, among other things, our receipt of written acknowledgement of risks from each of the Plaintiffs. The Wisconsin State Court denied the Defendants’ motions to dismiss, and the Defendants have responded to the allegations of the Second Amended Complaint. We believe, based upon currently available information and review with outside counsel, that we have meritorious defenses to this lawsuit, and intend to vigorously defend all of the Plaintiffs’ claims.

#### **NOTE 11 – Regulatory Capital Requirements**

We operate in a highly regulated environment and are subject to net capital requirements, which may limit distributions to the Parent from its broker-dealer subsidiaries. Distributions from Stifel Nicolaus to the Parent are subject to net capital rules. A broker-dealer that fails to comply with the SEC’s Uniform Net Capital Rule (Rule 15c3-1) may be subject to disciplinary actions by the SEC and self-regulatory organizations, such as FINRA, including censures, fines, suspension, or expulsion. Stifel Nicolaus has chosen to calculate its net capital under the alternative method, which prescribes that their net capital shall not be less than the greater of \$1,000, or two percent of aggregate debit balances (primarily receivables from customers) computed in accordance with the SEC’s Customer Protection Rule (Rule 15c3-3). Stifel Nicolaus has consistently operated in excess of its capital adequacy requirements. The only restriction with regard to the payment of cash dividends by the Parent is its ability to obtain cash through dividends and advances from its subsidiaries, if needed. At June 30, 2010, Stifel Nicolaus had net capital of \$243,828, which was 49.2% of aggregate debit items and \$233,925 in excess of its minimum required net capital.

#### **NOTE 12 – Employee Incentive, Deferred Compensation and Retirement Plans**

Our employees participate in several incentive stock award plans sponsored by the Parent that provide for the granting of stock options, stock appreciation rights, restricted stock, performance awards and stock units to our employees. Awards under our company’s incentive stock award plans are granted at market value at the date of grant. Options expire ten years from the date of grant. The awards generally vest ratably over a three- to eight-year vesting period. In addition, our employees participate in the Stifel Nicolaus Profit Sharing 401(k) Plan (the “Profit Sharing Plan”) and the Parent’s Employee Stock Ownership Plan (“ESOP”).

All stock-based compensation plans are administered by the Compensation Committee of the Board of Directors of the Parent, which has the authority to interpret the plans, determine to whom awards may be granted under the plans, and determine the terms of each award.

On August 3, 2010, the Board of Directors of the Parent approved the modification of our deferred compensation plan, whereby we modified outstanding awards such that employees who terminate their employment or are terminated without cause may continue to vest, so long as the awards are not forfeited as a result of a violation of non-compete and non-solicitation provisions of the plan. See Note 17 – Subsequent Events for further information regarding the modification.

### *Deferred Compensation Plans*

Certain revenue producers, officers, and key administrative employees of our company are eligible to participate in the Parent's Deferred Compensation Plan (the "Plan"), whereby a certain percentage of their incentive compensation is deferred as defined by the Plan into Parent stock units with a 25% matching contribution. Participants may elect to defer up to an additional 15% of their incentive compensation with a 25% matching contribution. Units generally vest over a three- to five-year period and are distributable upon vesting or at future specified dates. Deferred compensation costs are amortized on a straight-line basis over the vesting period. Elective deferrals are 100% vested.

We maintain a deferred compensation plan for our financial advisors who achieve certain levels of production, whereby a certain percentage of their earnings are deferred as defined by the plan, of which 50% is deferred into stock units of the Parent with a 25% matching contribution and 50% is deferred in mutual funds which earn a return based on the performance of index mutual funds as designated by our company or a fixed income option. Financial advisors may elect to defer an additional 1% of earnings into stock units of the Parent with a 25% matching contribution. Financial advisors have no ownership in the mutual funds. Included on the consolidated statement of financial condition under the caption "Investments" are \$28,256 at June 30, 2010 in mutual funds that were purchased by our company to economically hedge, on an after-tax basis, its liability to the financial advisors who choose to base the performance of their return on the index mutual fund option. At June 30, 2010, the deferred compensation liability of \$23,700 is included in "Accrued compensation" on the consolidated statement of financial condition.

In addition, certain financial advisors, upon joining our company, may receive company stock units in lieu of transition cash payments. Deferred compensation related to this plan generally cliff vests over a five to eight-year period. Deferred compensation costs are amortized on a straight-line basis over the deferral period.

### *Retirement Plans*

Eligible employees of our company who have met certain service requirements may participate in the Profit Sharing Plan. We may match certain employee contributions or make additional contributions to the Profit Sharing Plan at the discretion of the Parent.

### *Employee Stock Ownership Plan*

The Parent has an internally leveraged ESOP in which qualified employees of our company, as defined in the ESOP participate.

### **NOTE 13 – Off-Balance Sheet Credit Risk**

In the normal course of business, we execute, settle, and finance customer and proprietary securities transactions. These activities expose our company to off-balance sheet risk in the event that customers or other parties fail to satisfy their obligations.

In accordance with industry practice, securities transactions generally settle within three business days after trade date. Should a customer or broker fail to deliver cash or securities as agreed, we may be required to purchase or sell securities at unfavorable market prices.

We borrow and lend securities to facilitate the settlement process and finance transactions, utilizing customer margin securities held as collateral. We monitor the adequacy of collateral levels on a daily basis. We periodically borrow from banks on a collateralized basis utilizing firm and customer margin securities in compliance with SEC rules. Should the counterparty fail to return customer securities pledged, we are subject to the risk of acquiring the securities at prevailing market prices in order to satisfy our customer obligations. We control our exposure to credit risk by continually monitoring our counterparties' positions and, where deemed necessary, we may require a deposit of additional collateral and/or a reduction or diversification of positions. Our company sells securities it does not currently own (short sales) and is obligated to subsequently purchase such securities at prevailing market prices. We are exposed to risk of loss if securities prices increase prior to closing the transactions. We control our exposure to price risk from short sales through daily review and setting position and trading limits.

We manage our risks associated with the aforementioned transactions through position and credit limits, and the continuous monitoring of collateral. Additional collateral is required from customers and other counterparties when appropriate.

We have accepted collateral in connection with resale agreements, securities borrowed transactions, and customer margin loans. Under many agreements, we are permitted to sell or repledge these securities held as collateral and use these securities to enter into securities lending arrangements or to deliver to counterparties to cover short positions. At June 30, 2010, the fair value of securities accepted as collateral where we are permitted to sell or repledge the securities was \$764,800, and the fair value of the collateral that had been sold or repledged was \$67,166.

#### **NOTE 14 – Related Party Transactions**

Under an agreement, we provide all funding for the Parent's cash requirements and, accordingly, all expenditures of the Parent are recorded through an intercompany account. In addition, the Parent's excess cash is available for Stifel Nicolaus to fund operations and accordingly is recorded through the same intercompany account. In addition, we provide funding for affiliated companies. At June 30, 2010, "Due to Parent and affiliates" was \$19,187. At June 30, 2009 amounts due from affiliates was \$2,348, which is included in "Other assets" on the consolidated statement of financial condition.

We serve as a carrying broker-dealer and clear security transactions on a fully disclosed basis for Century Securities Associates, Inc. ("CSA"), an affiliated company. Under the arrangement, we have a Proprietary Accounts of Introducing Brokers agreement with CSA. At June 30, 2010, the amount due from CSA of \$839 consisted of commissions payable net of brokerage and clearing expense, payroll, independent contractor fees, and taxes that were paid on behalf of the affiliated company and is included on the consolidated statement of financial condition in "Other assets."

We also serve as a carrying broker-dealer and clear security transactions on a fully disclosed basis for Stifel Nicolaus Limited ("Stifel Limited"), an affiliated company. At June 30, 2010, the amount due to Stifel Limited of \$480 consisted of commissions payable net of brokerage and clearing expense that are due to the affiliated company and is included on the consolidated statement of financial condition in "Due to Parent and affiliates."

#### **NOTE 15 – Income Taxes**

The liability for unrecognized tax benefits was \$947 as of June 30, 2010, that if recognized would affect the effective tax rate for income before taxes. As of June 30, 2010, accrued interest and penalties included in the unrecognized tax benefits liability were \$174.

We are included in the consolidated federal and certain state income tax returns filed by the Parent. We file separate income tax returns in certain local jurisdictions. The Parent's consolidated federal and certain state returns and our separate local returns are not subject to examination by tax authorities for taxable years before 2006. Certain consolidated state returns are not subject to examination by tax authorities for taxable years before 2000.

There is a reasonable possibility that the unrecognized tax benefits will change within the next 12 months as a result of the expiration of various statutes of limitations or for the resolution of U.S. federal and state examinations, but we do not expect this change to be material to the consolidated financial statements.

#### **NOTE 16 – Variable Interest Entities**

The determination as to whether an entity is a VIE is based on the structure and nature of the entity. We also consider other characteristics such as the ability to influence the decision making relative to the entity's activities and how the entity is financed. The determination as to whether we are the primary beneficiary for entities subject to the deferral is based on a qualitative analysis of the VIE's expected losses and expected residual returns. This analysis includes a review of, among other factors, the VIE's capital structure, contractual terms, which interests create or absorb variability, related party relationships and the design of the VIE. For entities not subject to the deferral, the determination as to whether we are the primary beneficiary is based on an analysis of the power to direct the activities of the VIE as well as the obligation to absorb losses or benefits that could potentially be significant to the entity. Where qualitative analyses are not conclusive, we perform a quantitative analysis.

We have formed several non-consolidated investment funds with third-party investors that are typically organized as limited liability companies or limited partnerships. These partnerships and LLCs have assets of approximately \$267,967 at June 30, 2010. For those funds where we act as the general partner, our company's economic interest is generally limited to management fee arrangements as stipulated by the Operating Agreements. We have generally provided the third-party investors with rights to terminate the funds or to remove us as the general partner. In assessing whether or not we have control we look to the accounting guidance in determining whether a general partner controls a limited partnership. Under the current accounting rules, the

general partner in a limited partnership is presumed to control that limited partnership. The presumption may be overcome if the limited partners have either (1) the substantive ability to dissolve the limited partnership or otherwise remove the general partner without cause or (2) substantive participating rights, which provide the limited partners with the ability to effectively participate in significant decisions that would be expected to be made in the ordinary course of the limited partnership's business and thereby preclude the general partner from exercising unilateral control over the partnership. If the criteria are not met, the consolidation of the partnership or limited liability company is required. Based on our evaluation of these entities, we determined that these entities do not require consolidation. In addition, our direct investment interest in these entities is insignificant at June 30, 2010.

**NOTE 17 – Subsequent Events**

In accordance with Topic 855 “*Subsequent Events*,” we evaluate subsequent events that have occurred after the balance sheet date but before the financial statements are issued. There are two types of subsequent events: (1) recognized, or those that provide additional evidence about conditions that existed at the date of the balance sheet, including the estimates inherent in the process of preparing financial statements, and (2) non-recognized, or those that provide evidence about conditions that did not exist at the date of the balance sheet but arose after that date.

Based on the evaluation, we did not identify any recognized subsequent events that would have required adjustment to the consolidated statement of financial condition. However, we identified the following as non-recognized subsequent events:

***Modification of Stock-based Compensation Plan***

On August 3, 2010, the Board of Directors of the Parent approved the modification of the existing deferred compensation plan, whereby forfeiture would not result from an event of termination, except termination for cause, provided that the employee does not compete with our company or violate non-solicitation provisions during the remaining term of the award.

Under the provisions of the modified plan, future deferred compensation awards to employees will continue to be subject to continued service and employment requirements with the grant date fair value of these awards amortized as compensation expense over the required service period, which is typically three to eight years; however, participants who wish to leave the firm and whose awards have not met the service requirements for vesting at that time, may seek the approval of the plan's administrative committee to receive those awards. Upon receipt of approval, the employee's awards will continue to vest over the remaining service period of the award provided that the employee execute a non-compete, non-solicitation agreement, which will be effective over the remaining term of the award.

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A current copy of the copy of the consolidated statement of financial condition filed pursuant to Rule 17a-5 of the Securities Exchange Act of 1934 is available for examination at the Chicago regional office of the Securities and Exchange Commission or at our principal office at One Financial Plaza, 501 North Broadway, St. Louis, Missouri 63102.