

STIFEL

FINANCIAL

A large, light blue graphic of the Stifel Financial logo, which is a stylized 'S' composed of horizontal lines, positioned behind the word 'FINANCIAL'.

**3rd Quarter 2009
Earnings Conference Call**

November 9, 2009

Forward-Looking Statements

This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that involve significant risks, assumptions and uncertainties, including statements relating to the market opportunity and future business prospects of Stifel Financial Corp., as well as Stifel, Nicolaus and Company, Inc. and its other subsidiaries (collectively, “SF” or the “Company”). These statements can be identified by the use of the words “may,” “will,” “should,” “could,” “would,” “plan,” “potential,” “estimate,” “project,” “believe,” “intend,” “anticipate,” “expect” and similar expressions. In particular, these statements may refer to our goals, intentions and expectations, our business plans and growth strategies, our ability to integrate and manage our acquired businesses, estimates of our risks and future costs and benefits, and forecasted demographic and economic trends relating to our industry.

You should not place undue reliance on any forward-looking statements, which speak only as of the date they were made. We will not update these forward-looking statements, even though our situation may change in the future, unless we are obligated to do so under federal securities laws.

Actual results may differ materially and reported results should not be considered as an indication of future performance. Factors that could cause actual results to differ are included in the Company’s annual and quarterly reports and from time to time in other reports filed by the Company with the Securities and Exchange Commission and include, among other things changes in general economic and business conditions, actions of competitors, regulatory actions, changes in legislation and technology changes.

To supplement our financial statements presented in accordance with GAAP, management uses certain non-GAAP measures of financial performance and liquidity. These non-GAAP measures are in addition to results prepared by the Company in accordance with GAAP, and should only be considered together with the Company’s GAAP results.



Chairman's Comments

“We are pleased with our quarterly results. Our company is on pace for it's 14th consecutive year of record net revenues and, despite significant investment in our platform and capabilities, is also on track to post record net income for the year. Our quarterly results were positively impacted by a \$0.11 earnings per share tax benefit which was offset by approximately \$0.07 earnings per share in transitional expenses, including \$1.9 million in duplicate rent for our New York offices and \$2.5 million in conversion expenses related to our UBS transaction. During the quarter, we raised approximately \$92 million in equity capital to support our plans to become the premiere middle-market investment bank and brokerage firm.”



3rd Quarter 2009 Highlights

- Record net revenues of \$290 million, a 32% increase from the 3rd Quarter of 2008 (3Q08).
 - The Global Wealth Management (GWM) segment posted record net revenues of \$157 million, a 34% increase from the 3Q08.
 - The Capital Markets (CM) segment posted record net revenues of \$130 million, a 28% increase over the 3Q08.
- Record net income of \$22.1 million, or \$0.67 per diluted share, a 73% increase from 3Q08.
 - Pre-tax margin for the 3rd quarter of 2009 (3Q09) was 11% compared to 10% for 3Q08.
 - 3Q09 annualized return on average equity was 12% compared to 10% for 3Q08.
- The number of Financial Advisors increased to 1,823 from 1,228 in 3Q08.



YTD 2009 Highlights

- Record net revenues of \$771 million for the nine months ended September 30, 2009, a 21% increase from the prior-year period.
 - The GWM segment posted record net revenues of \$407 million for the nine months ended September 30, 2009, a 14% increase from the prior-year period.
 - The CM segment posted record net revenues of \$361 million for the nine months ended September 30, 2009, a 30% increase over the prior-year period.
- Record net income of \$51.1 million, or \$1.62 per diluted share, a 30% increase over the prior-year period.
 - For the nine months ended September 30, 2009, pre-tax margin was 10% compared to 10% during the prior-year period.
 - For the nine months ended September 30, 2009, annualized return on average equity was 10% compared to 11% during the prior-year period.
- Successfully completed the acquisition of 56 branches from UBS Financial Services Inc. (“UBS”). As a result, we now have a network of 1,900 Financial Advisors in our GWM segment in 273 offices in 41 states.



Stifel Financial Corp.

Income Statements

(\$ in thousands)	Quarters Ended		Change		YTD		Change	
	09/30/09	09/30/08	\$	%	09/30/09	09/30/08	\$	%
Net revenues	\$ 289,683	\$ 218,923	\$ 70,760	32.3%	\$ 771,169	\$ 639,351	\$ 131,818	20.6%
Compensation and benefits	193,131	150,203	42,928	28.6%	516,852	441,028	75,824	17.2%
Non-comp operating expenses	65,716	47,626	18,090	38.0%	175,217	133,154	42,063	31.6%
Total non-interest expenses	258,847	197,829	61,018	30.8%	692,069	574,182	117,887	20.5%
Income before income taxes	30,836	21,094	9,742	46.2%	79,100	65,169	13,931	21.4%
Provision for income taxes	8,698	8,317	381	4.6%	27,790	25,713	2,077	8.1%
Net income	\$ 22,138	\$ 12,777	\$ 9,361	73.3%	\$ 51,310	\$ 39,456	\$ 11,854	30.0%
Diluted EPS	\$0.67	\$0.46	\$0.21	45.7%	\$1.62	\$1.44	\$0.18	12.5%
<i>Ratios to net revenues</i>								
Compensation and benefits	66.7%	68.6%			67.0%	69.0%		
Operating expenses	22.7%	21.8%			22.7%	20.8%		
Income before income taxes	10.6%	9.6%			10.3%	10.2%		



Significant Quarterly Items

Three Months ended September 30, 2009

(\$ in thousands)

	\$	EPS
UBS conversion costs	\$ (2,524)	\$ (0.04)
Duplicate rent	(1,946)	\$ (0.03)
Total	\$ (4,470)	\$ (0.07)
Tax credit	\$ 3,444	\$ 0.10
Net effect		\$ 0.03



Normalized Pro Forma

Three Months ended September 30, 2009

<i>(\$ in thousands)</i>	Net Revenues	Pre-Tax Operating Contributions	% of Net Rev
As Reported	\$ 289,683	\$ 30,836	10.6%
Pro Forma Adjustments			
Private Client Group (PCG)			
PCG De Novo branches	(16,408)	2,187	
Conversion cost		2,524	
Excess ACATs		1,067	
Excess Transitional Pay		1,825	
Duplicate Rent		1,946	
Pro Forma	\$ 273,275	\$ 40,385	14.8%
Annualized Pro Forma	\$ 1,093,000	\$ 162,000	14.8%



Source of Revenues

(\$ in thousands)

	Quarters Ended				Change		YTD				Change	
	9/30/2009	% of Net Revenues	9/30/2008	% of Net Revenues	\$	%	9/30/2009	% of Net Revenues	9/30/2008	% of Net Revenues	\$	%
Revenues												
Principal transactions	\$ 123,238	42.5%	68,182	31.1%	\$ 55,056	81%	\$ 341,777	44.3%	200,793	31.4%	\$ 140,984	70%
Commissions	90,905	31.4%	88,727	40.5%	2,178	2%	246,236	31.9%	257,491	40.3%	(11,255)	(4%)
Investment banking	35,056	12.1%	25,156	11.5%	9,900	39%	75,262	9.8%	67,935	10.6%	7,327	11%
Asset mgt and service fees	25,498	8.8%	30,336	13.9%	(4,838)	(16%)	74,974	9.7%	90,580	14.2%	(15,606)	(17%)
Other	6,586	2.3%	(1,391)	-0.6%	7,977	N/M	9,440	1.2%	(883)	-0.1%	10,323	N/M
Total operating revenues	281,283	97.1%	211,010	96.4%	70,273	33%	747,689	97.0%	615,916	96.3%	131,773	21%
Interest revenue	11,306	3.9%	12,819	5.9%	(1,513)	(12%)	31,782	4.1%	39,175	6.1%	(7,393)	(19%)
Total revenues	292,589	101%	223,829	102%	68,760	31%	779,471	101%	655,091	102%	124,380	19%
Interest expense	2,906	1.0%	4,906	2.2%	(2,000)	(41%)	8,302	1.1%	15,740	2.5%	(7,438)	(47%)
Net revenues	\$ 289,683	100%	\$ 218,923	100%	\$ 70,760	32%	\$ 771,169	100%	\$ 639,351	100%	\$ 131,818	21%



Principal Transactions

(\$ in thousands)

	Quarters Ended		Change		YTD		Change	
	9/30/2009	9/30/2008	\$	%	9/30/2009	9/30/2008	\$	%
Principal transactions								
Taxable debt	\$ 76,204	\$ 39,197	\$ 37,007	94%	\$ 226,190	\$ 124,696	\$ 101,494	81%
Municipal debt	17,943	10,993	6,950	63%	49,859	31,395	18,464	59%
Equities	18,271	11,793	6,478	55%	39,200	27,703	11,497	42%
Other	10,820	6,199	4,621	75%	26,528	16,999	9,529	56%
Total Principal Transactions	\$ 123,238	\$ 68,182	\$ 55,056	81%	\$ 341,777	\$ 200,793	\$ 140,984	70%



Stifel Income Statements

Non-Interest Expenses

(\$ in thousands)

	Quarters Ended				Change		YTD				Change	
	9/30/2009	% of Net Revenues	9/30/2008	% of Net Revenues	\$	%	9/30/2009	% of Net Revenues	9/30/2008	% of Net Revenues	\$	%
Net revenues	\$ 289,683	100%	\$ 218,923	100%	\$ 70,760	32%	\$ 771,169	100%	\$ 639,351	100%	\$ 131,818	21%
<u>Non-interest expenses:</u>												
Compensation and benefits	178,300	61.6%	134,077	61.2%	44,223	33%	475,984	61.7%	396,381	62.0%	79,603	20%
Transitional pay	14,831	5.1%	9,666	4.4%	5,165	53%	40,868	5.3%	25,522	4.0%	15,346	60%
Acquisition-related	-	0.0%	6,460	3.0%	(6,460)	n/a	-	0.0%	19,125	3.0%	(19,125)	n/a
Total compensation and benefits	193,131	66.7%	150,203	68.6%	42,928	29%	516,852	67.0%	441,028	69.0%	75,824	17%
Occupancy and equipment rental	24,730	8.5%	17,286	7.9%	7,444	43%	63,311	8.2%	49,012	7.7%	14,299	29%
Communication and office supplies	14,429	5.0%	11,192	5.1%	3,237	29%	39,403	5.1%	32,887	5.1%	6,516	20%
Commissions and floor brokerage	6,486	2.2%	4,348	2.0%	2,138	49%	17,167	2.2%	8,315	1.3%	8,852	106%
Other operating expenses	20,071	6.9%	14,800	6.8%	5,271	36%	55,336	7.2%	42,940	6.7%	12,396	29%
Total non-interest/non-comp expenses	65,716	22.7%	47,626	21.8%	18,090	38%	175,217	22.7%	133,154	20.8%	42,063	32%
Income before income taxes	30,836	10.6%	21,094	9.6%	9,742	46%	79,100	10.3%	65,169	10.2%	13,931	21%
Provision for income taxes	8,698	3.0%	8,317	3.8%	381	5%	27,970	3.6%	25,713	4.0%	2,257	9%
Net income	\$ 22,138	7.6%	\$ 12,777	5.8%	\$ 9,361	73%	\$ 51,130	6.6%	\$ 39,456	6.2%	\$ 11,674	30%



Segment Comparison

(\$ in thousands)

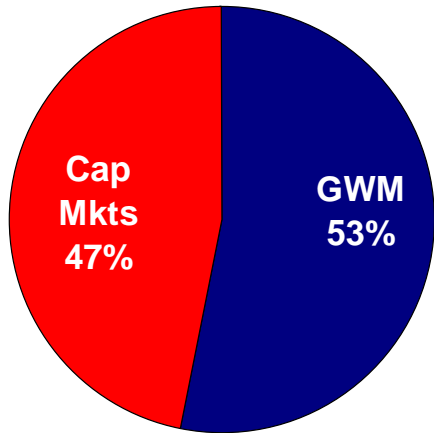
	Quarters Ended		Change		YTD		Change	
	09/30/09	09/30/08	\$	%	09/30/09	09/30/08	\$	%
Net revenues:								
Global Wealth Management	\$ 157,145	\$ 117,151	\$ 39,994	34%	\$ 406,619	\$ 358,322	\$ 48,297	13%
Capital Markets	130,179	101,598	28,581	28%	360,787	277,548	83,239	30%
Other	2,359	174	2,185	1256%	3,763	3,481	282	8%
Total net revenues	\$ 289,683	\$ 218,923	\$ 70,760	32%	\$ 771,169	\$ 639,351	\$ 131,818	21%
Operating contribution:								
Global Wealth Management	\$ 27,540	\$ 23,533	\$ 4,007	17%	\$ 67,081	\$ 79,725	\$ (12,644)	(16%)
Capital Markets	33,433	23,789	9,644	41%	91,317	60,999	30,318	50%
Other	(30,137)	(26,228)	(3,909)	15%	(79,298)	(75,555)	(3,743)	5%
Total operating contribution	\$ 30,836	\$ 21,094	\$ 9,742	46%	\$ 79,100	\$ 65,169	\$ 13,931	21%



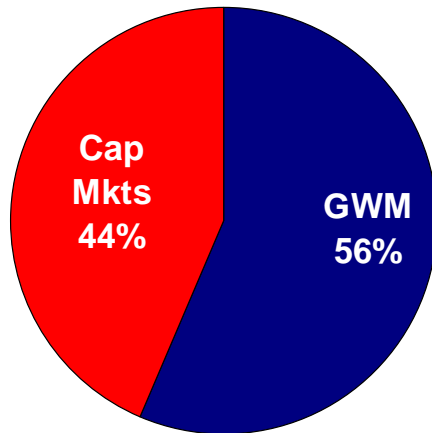
YTD Segment Comparison (Excludes Acquisitions)

- Balanced business model facilitates growth during volatile markets
 - Stable GWM business is augmented by profitable and growing Capital Markets.

Revenue

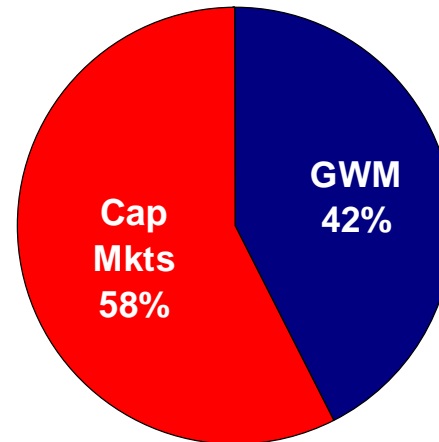


2009

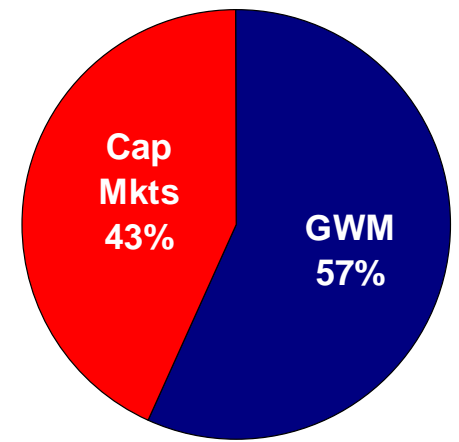


2008

Operating Profit



2009



2008



Global Wealth Management Income Statements

(\$ in thousands)	Quarters Ended		Change		YTD		Change	
	9/30/09	9/30/08	\$	%	9/30/09	9/30/08	\$	%
Net revenues	\$ 157,145	\$ 117,151	\$ 39,994	34.1%	\$ 406,619	\$ 358,322	\$ 48,297	13.5%
Compensation and benefits	96,711	71,388	25,323	35.5%	253,169	218,661	34,508	15.8%
Non-comp operating expenses	32,894	22,230	10,664	48.0%	86,369	59,936	26,433	44.1%
Total non-interest expenses	129,605	93,618	35,987	38.4%	339,538	278,597	60,941	21.9%
Income before income taxes	\$ 27,540	\$ 23,533	4,007	17.0%	\$ 67,081	\$ 79,725	(12,644)	(15.9%)
<i>Ratios to net revenues</i>								
Compensation and benefits	61.5%	60.9%			62.3%	61.0%		
Operating expenses	20.9%	19.0%			21.2%	16.7%		
Income before income taxes	17.5%	20.1%			16.5%	22.2%		



Stifel Bank & Trust

Income Statements

(\$ in thousands)	Quarters Ended					YTD			
			Flux			Flux			Flux
	09/30/09	06/30/09		09/30/08		09/30/09	09/30/08		
Revenues									
Interest	4,962	3,823	30%	4,130	20%	12,395	13,318	-7%	
Other Revenues	865	1,365	-37%	540	60%	3,284	1,977	66%	
Total Revenues	5,827	5,188	12%	4,670	25%	15,679	15,295	3%	
Less: Interest Expense	911	1,008	-10%	1,447	-37%	2,605	5,890	-56%	
Total Net Revenues	4,916	4,180	18%	3,223	53%	13,074	9,405	39%	
Compensation and Benefits	914	630	45%	1,073	-15%	1,968	2,209	-11%	
Non-Comp Operating Expenses	1,832	1,880	-3%	1,417	29%	5,492	4,191	31%	
Total non-interest expenses	2,746	2,510	9%	2,490	10%	7,460	6,400	17%	
Income before income taxes	\$ 2,170	\$ 1,670	30%	\$ 733	196%	\$ 5,614	\$ 3,005	87%	
Ratios to Net Revenues									
Compensation & Benefits	18.6%	15.1%		33.3%		15.1%	23.5%		
Operating expenses	37.3%	45.0%		44.0%		42.0%	44.6%		
Efficiency ratio	46.1%	51.1%		60.2%		46.4%	51.4%		
Income before income taxes	44.1%	40.0%		22.7%		42.9%	32.0%		



Stifel Bank & Trust

Balance Sheet

- Assets increased 78% to \$966 million as of 9/30/2009
- Investment portfolio increased 126% from \$133 million as of 6/30/09 to total \$301 million as of 9/30/09
 - Purchases since quarter-end increased the portfolio to \$492 million
 - Agency MBS comprise over 74% of the portfolio
 - The portfolio has a weighted average life < 3 years and a weighted average rate of 3.70%
- Retained loan portfolio increased 85% from \$182 million as of 6/30/09 to \$336 million as of 9/30/2009
 - Reg. U loans from the UBS transaction accounted for \$141 million of the increase from the prior quarter
 - After closing the final wave from the UBS transaction during October, the balance of the Reg. U loan portfolio totaled \$225 million
- Excess on-balance sheet liquidity totaled \$271 million as of 9/30/2009

Mortgage Banking

- Over \$665 million in loans sold into the secondary market over the first nine months of 2009, compared to \$330 million for all of fiscal 2008
- Gross mortgage revenues totaled \$9.6 million for the nine months ended 9/30/09, compared to \$4.4 million for all of fiscal 2008
- \$19.8 million in retained mortgage loan originations in the nine months ended 9/30/09 with a weighted average LTV of 47% and weighted average FICO of 765

Credit Quality

- Non-performing loans totaled \$1.9 million as of 9/30/2009 compared to \$4.0 million as of 6/30/2009
- Losses for the 12-months ended 9/30/2009 totaled \$1.7 million compared to \$709,000 as of 6/30/2009
- Excluding acquired loans, the allowance as a percentage of gross loans totaled 1.25% as of 9/30/2009 compared to 1.66% as of 6/30/2009
- Other real estate owned totaled \$2.7 million as of 9/30/2009 compared to \$1.9 million as of 6/30/2009



Capital Markets

Income Statement

(\$ in thousands)	Quarters Ended		Change		YTD		Change	
	9/30/09	9/30/08	\$	%	9/30/09	9/30/08	\$	%
Net revenues	\$ 130,179	\$ 101,598	\$ 28,581	28.1%	\$ 360,787	\$ 277,548	\$ 83,239	30.0%
Compensation and benefits	77,483	62,030	15,453	24.9%	214,251	171,875	42,376	24.7%
Non-comp operating expenses	19,263	15,779	3,484	22.1%	55,219	44,674	10,545	23.6%
Total non-interest expenses	96,746	77,809	18,937	24.3%	269,470	216,549	52,921	24.4%
Income before income taxes	\$ 33,433	\$ 23,789	\$ 9,644	40.5%	\$ 91,317	\$ 60,999	\$ 30,318	49.7%
<i>Ratios to net revenues</i>								
Compensation and benefits	59.5%	61.1%			59.4%	61.9%		
Operating expenses	14.8%	15.5%			15.3%	16.1%		
Income before income taxes	25.7%	23.4%			25.3%	22.0%		



Capital Markets Revenues

(\$ in thousands)	Quarters Ended		Change		YTD		Change	
	9/30/09	9/30/08	\$	%	9/30/09	9/30/08	\$	%
ECM flow business	\$ 39,733	\$ 44,827	\$ (5,094)	-11%	\$ 114,598	\$ 115,361	\$ (763)	-1%
FICM flow business	58,196	34,050	24,146	71%	174,698	105,399	69,299	66%
Total sales & trading	97,929	78,877	19,052	24%	289,296	220,760	68,536	31%
Capital raising	18,070	7,733	10,337	134%	32,890	22,257	10,633	48%
Advisory fees	12,724	14,052	(1,328)	-9%	33,197	31,988	1,209	4%
Investment banking	30,794	21,785	9,009	41%	66,087	54,245	11,842	22%
Other revenue	1,456	936	520	56%	5,404	2,543	2,861	113%
Total net revenue	\$ 130,179	\$ 101,598	\$28,581	28%	\$ 360,787	\$ 277,548	\$83,239	30%

Ratios to net revenues

Sales & trading	75.2%	77.6%	80.2%	79.5%
Investment banking	23.7%	21.4%	18.3%	19.5%

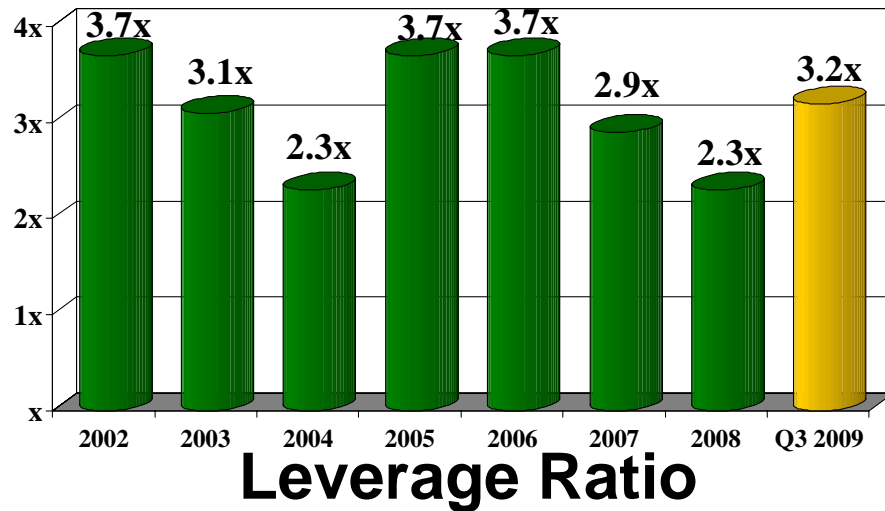
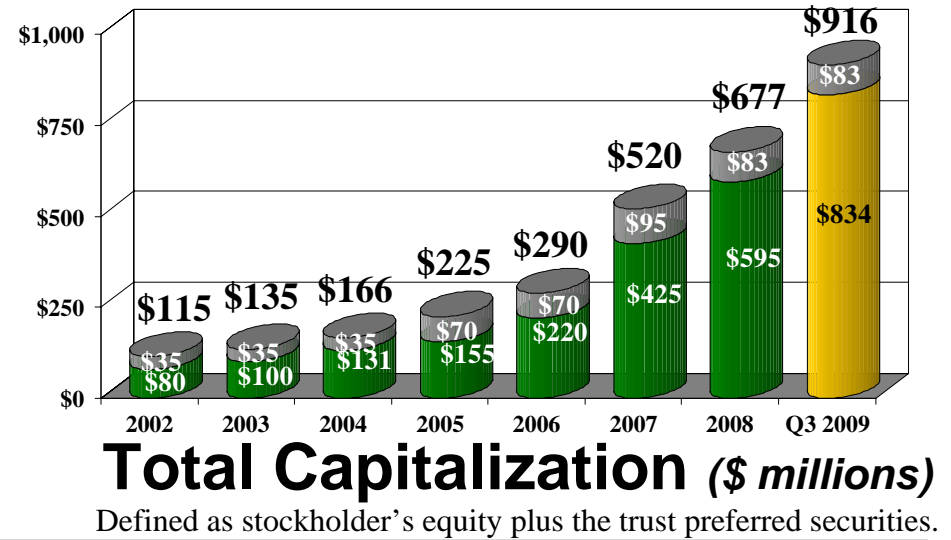
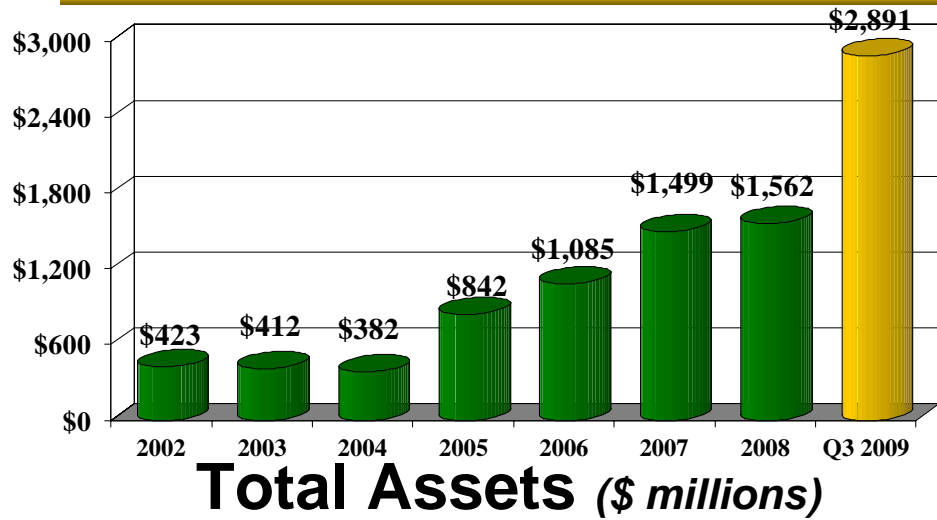


Other Segment Analysis

	Quarters Ended		Change		YTD		Change	
	09/30/09	09/30/08	\$	%	09/30/09	09/30/08	\$	%
<i>(\$ in thousands)</i>								
Net revenue	\$ 2,359	\$ 178	\$ 2,181	1225%	\$ 3,763	\$ 3,485	\$ 278	8%
Compensation and benefits	18,937	10,325	8,612	83%	49,432	31,368	18,064	58%
Non-comp operating expenses:								
Occupancy and equipment	6,584	4,051	2,533	63%	15,668	12,435	3,233	26%
Communication and office supplies	2,642	2,095	547	26%	7,122	4,959	2,163	44%
Commission and floor brokerage	46	-	46	n/a	49	-	49	n/a
Other operating expenses	4,287	3,429	858	25%	10,790	10,627	163	2%
Total non-comp operating expenses	13,559	9,575			33,629	28,021		
Total non-interest expenses	32,496	19,900	12,596	63%	83,061	59,389	23,672	40%
Income before Income Taxes	(30,137)	(19,722)	(10,415)	53%	(79,298)	(55,904)	(23,394)	42%
Acquisition-related	-	(6,506)	6,506	n/a	-	(19,651)	19,651	n/a
Other and acquisition-related	(30,137)	(26,228)	(3,909)	15%	(79,298)	(75,555)	(3,743)	5%



Stifel Financial Balance Sheet Graphs



Capital Structure

(\$ in thousands)

Total Assets	\$ 2,890,795
Stockholders' Equity	\$ 833,594
Debtures to:	
Stifel Financial Capital Trust II - LIBOR plus 1.70% (fixed at 6.38% until 9/30/10), due 9/30/35	\$ 35,000
Stifel Financial Capital Trust III - LIBOR plus 1.85% (fixed at 6.79% until 6/6/12), due 6/6/37	\$ 35,000
Stifel Financial Capital Trust IV - LIBOR plus 1.85% (fixed at 6.78% until 9/6/12), due 9/6/37	\$ 12,500
<i>Total Debtures (average 6.64% per annum)</i>	<i>\$ 82,500</i>
Total Capitalization	\$ 916,094

Ratios:

Equity to Assets	29%
Capitalization to Assets	32%
Debtures to Equity	10%
Leverage Ratio	3.2x
Equity Capitalization	3.5x



Level 3 Assets

	Carrying Value		Change
	9/30/09	12/31/08	
<i>(\$ in thousands)</i>			
Auction Rate Securities	\$ 55,786	\$ 18,509	\$ 37,277
Stifel Bank & Trust Investments	11,700	10,423	1,277
Trading Securities	767	4,161	(3,394)
Other Investments	5,093	5,169	(76)
	<u>\$ 73,346</u>	<u>\$ 38,262</u>	<u>\$ 35,084</u>
<i>Percentage of Equity</i>	9%	7%	



Other Financial Data

Other Data	Quarterly Data			% Change	
	9/30/2009	6/30/2009	9/30/2008	vs Q2 2009	vs Q3 2008
Bank Assets	\$ 965,569	\$ 532,308	\$ 327,279	81%	195%
SN & SF Assets	1,925,226	1,755,684	1,714,146	10%	12%
Total Assets (000's)	\$ 2,890,795	\$ 2,287,992	\$ 2,041,425	26%	42%
Stockholders Equity (000's)	\$ 833,594	\$ 702,702	\$ 565,387	19%	47%
Book value Per Share	\$27.63	\$24.86	\$22.21	11%	24%
Financial Advisors*	1,823	1,562	1,228	17%	48%
Full Time Employees	4,289	3,849	3,038	11%	41%
Locations	281	239	194	18%	45%
Total Client Assets (000's)	\$ 83,501,000	\$ 64,653,000	\$ 58,860,000	29%	42%

*Includes all retail Financial Advisors.



Stifel Outlook

- Unstable conditions in the private client market presents opportunity for Stifel to continue to grow organically and through M&A
 - The uncertainty surrounding the largest domestic and European private client platforms impacts thousands of US-based Financial Advisors.
 - Success with UBS signings is testament to the private client platform
- Balanced business mix facilitates growth during volatile markets
 - 53% of 2009 net revenues generated by GWM and 47% by Capital Markets.
- Capital Markets turmoil creates a pool of very qualified candidates
 - All segments of Capital Markets continued to build out platform and hire in 2009.
 - Hired Victor Nesi as Co-Head of Capital Markets
- Company should beginning to see payoffs from our investment in De Novo branches.



Growth

Business Units	2004	Total As of 9/30/2009	% Change	YTD Additions
Firm Net Revenues (<i>millions</i>)	\$247	\$1,028 *	317%	
Equity Capital (<i>millions</i>)	\$131	\$834	535%	
Share Price	\$13.97	\$54.90	293%	
Market Cap (<i>millions</i>)	\$207	\$1,663	703%	
Total Associates	1,384	4,289	210%	1203
Global Wealth Management				
Financial Advisors	621	1,823	194%	583
Branch Support	284	1,011	256%	388
Stifel Bank & Trust Support Associates	0	74	n/a	13
Offices	86	256	198%	66
Capital Markets				
Equity Sales & Trading Professionals	23	159	591%	15
Fixed Income Sales & Trading Professionals	14	178	1171%	19
Investment Banking Professionals	29	161	455%	19
Public Finance Professionals	31	65	110%	10
Capital Market Support Associates	21	65	210%	28
Other				
Support Associates	195	510	162%	128

* 2009 Revenues are annualized.



ACAT Fee Reimbursement

Automated Customer Account Transfer System

Qtr	2009		2008	
	No. ACAT	Reimbursed Fees	No. ACAT	Reimbursed Fees
Q1	15,857	(\$1,384,000)	4,872	(\$406,000)
Q2	39,151	(3,657,000)	7,708	(653,000)
Q3	27,055	(2,454,000)	16,528	(1,386,000)
Total	82,063	(\$7,495,000)	29,108	(\$2,445,000)



De Novo Branches (1)

(\$ in thousands)	% of Net		% of Net		% of Net	
	Quarter	Revenues	YTD	Revenues	Potential	Revenues
Revenues ⁽²⁾	\$ 16,907	100%	\$ 36,464	100%	\$ 110,000	100%
Compensation and benefits	10,957	65%	\$ 24,028	66%	\$ 66,200	60%
Non-compensation expenses	4,148	25%	\$ 10,703	29%	\$ 17,800	16%
Pre-tax operating contribution before transitional expenses	\$ 1,802	11%	\$ 1,733	5%	\$ 26,000	24%
Transitional compensation	2,217	13%	5,228	14%	14,300	13%
Transitional operating expenses	1,273	8%	4,112	11%	-	0%
Operating contribution	\$ (1,688)	-10%	\$ (7,607)	-21%	\$ 11,700	11%

(1) De Novo Branches are new offices opened in 2008 & 2009, excluding acquisitions.

(2) Includes only commissionable revenues and does not include interest or managed fees.



Q & A