

FOR IMMEDIATE RELEASE

STIFEL HIRES THREE SENIOR INVESTMENT BANKERS IN ITS TECHNOLOGY GROUP

ST. LOUIS, March 7, 2016 – Stifel Financial Corp. (NYSE: SF) today announced three senior hires in its Investment Banking Group. Richard Vieira has joined Stifel as a Vice Chairman in the Technology Group and will be based in Boston. In addition, Gurinder Sidhu, based in Boston, and Raymond Wu, based in San Francisco, joined the Technology Group as Directors. All three will focus on software and will complement Stifel's well-established Software and SaaS Group, which is led by Mark Baillie and Steve Foland.

Mr. Vieira brings over 20 years of technology investment banking experience to Stifel. He was most recently Group Head of Technology Investment Banking at BMO Capital Markets. Prior to BMO, he was a Managing Director at Broadview International LLC and at Jefferies & Co., following the acquisition of Broadview. He holds an MBA from Harvard Business School and a degree in Computer Science from the University of Manchester Institute of Science and Technology.

"We have known and competed with Richard for over a decade and are pleased to have him and his team on our platform. We are seeing significant opportunities in software and are excited to expand the size of our team in order to capitalize on them," said Brad Raymond, Head of Investment Banking at Stifel.

In the past year, Stifel has been involved in notable transactions such as:

- Advisor to Microsemi on their \$2.5 billion acquisition of PMC Sierra
- Advisor to Francisco Partners on the sale of FrontRange Software to Clearlake Capital
- Active joint bookrunner on the Q2 Holdings IPO and subsequent follow-on offerings
- Active joint bookrunner on the Paycom Software follow-on offering

"Today, technology clients need the breadth of offerings from a full-service platform coupled with boutique-like attention and advice. Stifel is unique in providing both, and this is demonstrated in its bookrunner credibility and leading advisory role in market transactions. I am excited about the differentiated platform and joining a committed team that is very well regarded across the entire technology market," said Richard Vieira.

Mr. Sidhu and Mr. Wu join Stifel from BMO Capital Markets, where they were members of the Technology team, principally responsible for coverage of the software area. Mr. Sidhu graduated from Punjab University with a B.Tech in Chemical Engineering and an MBA from Cornell University. Mr. Wu graduated from Harvard College with an AB in Applied Mathematics.

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's broker-dealer clients are served in the United States through Stifel, Nicolaus & Company, Incorporated; Keefe Bruyette & Woods, Inc.; Miller Buckfire & Co., LLC; and Century Securities Associates, Inc., and in the United Kingdom and Europe through Stifel Nicolaus Europe Limited. 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. and Stifel Trust Company Delaware, N.A. offer trust and related services. To learn more about Stifel, please visit the Company's web site at www.stifel.com.

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