

**FOR IMMEDIATE RELEASE****STIFEL AND KBW COMBINE FOR NO. 1 RANKING  
IN 2016 THOMSON REUTERS STARMINE ANALYST AWARDS**

**ST. LOUIS, May 24, 2016** — Stifel Financial Corp. (NYSE: SF) today announced that its Stifel, Nicolaus & Company, Incorporated (“Stifel”) and Keefe, Bruyette & Woods (“KBW”) subsidiaries combined to win 18 awards in the 2016 Thomson Reuters StarMine Analyst Awards, ranking the firm tied for first in number of awards won among 167 qualifying U.S. firms. With more than 1,400 companies under coverage in the U.S., Stifel also ranks as the overall largest provider of equity research and as the largest provider of small- and mid-cap coverage.

“We are proud of our analysts’ accomplishments and their recognition by StarMine, across all our brands and geographies,” said Hugh Warns, Global Head of Research. “While we are thrilled with earning our first overall No. 1 ranking, we are even happier to report that it continues a 10-year track record of top 10 rankings in the survey (including firms acquired by Stifel). This consistency is what impresses me most about our team and shows that our analysts are committed to using their industry experience and expertise to add value and drive excess returns for our clients.”

**Performance by Subsidiary:****Stifel**

In the U.S., Stifel analysts won 15 awards, including five No. 1 industry rankings. Stifel’s Benjamin Nolan earned a No. 10 overall ranking in the earnings estimate accuracy category out of 1,870 analysts.

“We are honored to receive a No. 1 ranking,” said Keith Gay, Director of U.S. Research for Stifel. “This award is a result of our analysts’ hard work and deep industry expertise. It also reflects our strong commitment to rigorous, high-quality fundamental equity research.”

**KBW**

KBW analysts added three awards to the firm’s total. Notable among KBW’s results was Bose George extending his winning streak to four years. “KBW’s performance speaks to our consistency in providing our clients with high-quality, in-depth analysis,” said Fred Cannon, Global Director of Research for KBW. “These awards reflect our dedication to our clients.”

**Stifel Nicolaus Europe Limited**

Analysts from Stifel’s European subsidiary won four awards in the Thomson Reuters StarMine United Kingdom & Ireland Analyst Awards, including three No. 1 industry rankings and Robin Haworth’s No. 8 overall ranking in stock picking. Stifel Europe also won one award in the Thomson Reuters StarMine Europe Analyst Awards. “We are proud to be recognized for our industry expertise and our focus on high-quality fundamental research,” said Hector Forysthe, Head of European Research.

For a complete listing of the firm’s awards, please see below.

(More)

### **About the Thomson Reuters StarMine Analyst Awards**

The StarMine Analyst Awards recognize sell-side securities analysts based on the returns of their buy/sell recommendations and the accuracy of their earnings estimates. In determining the winners, StarMine identified the top three earnings estimators and stock pickers in 64 industries, as well as the top ten earnings estimators and stock pickers overall.

### **About Stifel Research**

Stifel's equity research department is an industry leader in terms of breadth and quality. Stifel covers 1,131 U.S. and European companies across 12 industry groups and 63 sub-sectors. With 963 U.S. stocks under coverage, Stifel is one of the 10 largest providers of U.S. equity research. Stifel is also the No. 2 provider of U.S. small cap equity coverage and a top ten provider of U.S. equity coverage in the consumer & retail, diversified industrials, health care, Internet & media, real estate, technology, and transportation sectors, according to StarMine.

### **About KBW Research**

KBW's equity research department is an industry leader in specialized financial services. KBW covers 594 U.S. and European companies across 19 sub-sectors and is the largest provider of U.S. equity research in financial institutions. KBW also is the sixth largest provider of U.S. small cap equity coverage and ranks among the top providers in coverage of banks, capital markets, insurance, and thrifts & mortgage finance, according to StarMine.

### **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 wealth management, 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](http://www.stifel.com).

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### **Research Media Relations:**

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# STIFEL

## U.S.

### *Earnings Estimate Accuracy*

- Benjamin Nolan, No. 10 overall out of 1,874 analysts.
- Stanley Elliott, No. 1 in Construction Materials
- Christopher Growe, No. 1. In Food Products (Six-time award winner)
- Christopher Growe, No. 1 in Tobacco
- Benjamin Nolan, No. 1 in Marine
- Paul Westra, No. 1 in Restaurants
- Shlomo Rosenbaum, No. 2 in Professional Services (Two-time award winner)
- Simon Yarmak, No. 2 in Real Estate Investment Trusts
- Simon Yarmak, No. 3 in Hotels & Leisure (Four-time award winner)
- Drew Crum, No. 3 in Leisure Products (Two-time award winner)

### *Stock Picking*

- John Baugh, No. 2 in Household Durables (Four-time award winner)
- Joseph DeNardi, No. 2 in Aerospace & Defense
- Mark Swartzberg, No. 2 in Beverages (Six-time award winner)
- Joseph DeNardi, No. 3 in Airlines
- Annabel Samimy, No. 3 in Pharmaceuticals



A Stifel Company

## U.S.

### *Earnings Estimate Accuracy*

- Bose George, No. 1 in Thrifts & Mortgage Finance (Five-time award winner)
- Joel Jeffrey, No. 2 in Capital Markets (Three-time award winner)
- Jade Rahmani, No. 3 in Household Durables

# STIFEL NICOLAUS EUROPE LIMITED

## United Kingdom & Ireland

## Europe

### *Earnings Estimate Accuracy*

- Max Herrmann, No. 1 in Health Care

### *Stock Picking*

- Max Herrmann, No. 2 in Pharmaceuticals

### *Stock Picking*

- Robin Haworth, No. 8 overall
- Robin Haworth, No. 1 in Energy
- Max Herrmann, No. 1 in Health Care