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KEEFE, BRUYETTE & WOODS BOLSTERS FINANCIAL SERVICES INVESTMENT BANKING PRACTICE WITH KEY MANAGING DIRECTOR HIRE

New York, N.Y. – February 22, 2017 – Keefe, Bruyette & Woods, Inc. (KBW), a full-service, boutique investment bank and broker-dealer that specializes in the financial services sector, and a wholly owned subsidiary of Stifel Financial Corp. (NYSE: SF), today announced that Brian Wornow has joined the firm as Managing Director in the Financial Services Investment Banking Group. He is based in the firm’s New York office.

Mr. Wornow brings more than 20 years of experience to KBW and is responsible for expanding the group’s work across the mortgage finance and real estate services sectors, advising clients on mergers & acquisitions, divestitures, public and private equity and debt offerings. In this role, he will work alongside more than 20 professionals in KBW’s Financial Services Group as well as more than 100 experts in the firm’s overall investment banking group.

“KBW continues to expand our Financial Services Investment Banking division by investing in quality talent with deep industry relationships and we are thrilled to have someone with Brian’s experience and accomplishments join our team,” said Peter J. Wirth, Head of Investment Banking at KBW.

“Brian’s extensive background adds even greater depth to our team of mortgage and real estate services experts. He is a proven deal professional and his intimate operational knowledge of the mortgage and real estate sectors will make him a valuable asset to our clients as they navigate the myriad opportunities and risks in today’s market,” added Keith Meyers, Head of Financial Services Investment Banking.

Mr. Wornow most recently he served as Senior Managing Director at Clayton Holdings. Prior to that, he acted as Managing Director and Co-Head of Morgan Stanley’s residential mortgage whole loan trading business. Brian has also held executive and managerial roles at UBS Securities, LLC, Mortgage IT, LLC (a wholly owned subsidiary of Deutsche Bank Securities), and PriceWaterhouseCoopers. He graduated with honors from the State University of New York at Binghamton and received his J.D. from the University of Wisconsin-Madison.

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About KBW

KBW LLC, a Stifel company, operates in the U.S. and Europe through its broker dealer subsidiaries, Keefe, Bruyette & Woods, Inc. and Stifel Nicolaus Europe Limited (“SNEL”), also trading as Keefe, Bruyette & Woods Europe (“KBW Europe”). Over the years, KBW has established itself as a leading independent authority in the banking, insurance, brokerage, asset management, mortgage banking and specialty finance sectors. Founded in 1962, the firm maintains industry-leading positions in the areas of research, corporate finance, mergers and acquisitions as well as sales and trading in equities securities of financial services companies.

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; Century Securities Associates, Inc.; and Eaton Partners, LLC, 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.