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FOR IMMEDIATE RELEASE

KBW HIRES RAJIB SARKAR AS MANAGING DIRECTOR IN INSURANCE INVESTMENT BANKING GROUP

New York, N.Y. – July 16, 2018 – 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 Rajib Sarkar has joined the firm as Managing Director in the Insurance Investment Banking Group, based in New York. He is responsible for advising clients across several insurance sub-sectors, including distribution, claims, benefits administration, and software.

Mr. Sarkar comes to KBW from Evercore, where he was a Managing Director and provided a broad range of advisory and capital raising services to clients in the insurance industry. Prior to that, he spent six years in the Financial Institutions Group at JP Morgan, focusing on the insurance industry.

Mr. Sarkar began his career as a software engineer, with stints at Intel and Lucent Technologies. He received a Bachelor of Technology degree from the Indian Institute of Technology and an MBA from the University of Texas, Austin.

“The appetite for insurance-services deals has grown strongly as companies and financial sponsors look to participate in the industry without taking underwriting risk,” said Seth Bair, Co-Head of Insurance Investment Banking at KBW.

“Rajib’s unique skillset, which combines intimate knowledge of both insurance services and technology, is a perfect complement to our team and he will be a valuable asset for our clients as they look to navigate this changing industry,” added Joe Beebe, Co-Head of Insurance Investment Banking at KBW.

In the United States, KBW is the premier advisor on financial services industry transactions. In the past year, KBW has advised on 61 deals, totaling over \$12.6 billion in transaction value, and has been the top-ranked underwriter of common stock, participating in 38 deals with a combined deal value of approximately \$1.2 billion.

KBW Information

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.

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