

## FOR IMMEDIATE RELEASE

### STIFEL DEEPENS FOCUS ON INDUSTRIALS WITH HIRE OF VETERAN INVESTMENT BANKER JAMES NAPPO

**ST. LOUIS, April 12, 2018** – Stifel Financial Corp. (NYSE: SF) today announced that James Nappo has joined the firm as a Managing Director and senior member of the Investment Banking team focused on the industrials sector. He is based in Stifel’s Chicago office.

Mr. Nappo, who until recently was Global Head of Diversified Industrials at Jefferies, is a recognized leader in capital raising and M&A advisory with an extensive network in the industrials sector.

“Jim Nappo has been focused on industrials throughout his banking career and has cultivated and maintained relationships with key company executives and financial sponsors active in the space,” said Brad Raymond, Head of Investment Banking at Stifel. “We’ve known and competed with Jim for years and are thrilled to add a professional of his caliber to our growing team.”

“Now more than ever, clients need the breadth of offerings from a full-service platform coupled with boutique-like attention and advice that only Stifel can deliver,” commented Mr. Nappo. “I’m excited to get to work.”

Prior to joining Jefferies in 2013, Mr. Nappo spent two decades at Credit Suisse, working his way up from analyst to Global Co-Head of Diversified Industrials and Co-Head of the firm’s Chicago office. He holds a Bachelor of Business Administration degree from the University of Notre Dame.

In 2017, Stifel completed transactions worth an aggregate \$131 billion, including 277 debt and equity offerings and 105 M&A strategic advisory assignments.

#### **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 website at [www.stifel.com](http://www.stifel.com).

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