

FOR IMMEDIATE RELEASE

STIFEL BOLSTERS TECH & COMMUNICATIONS INFRASTRUCTURE COVERAGE WITH HIRING OF JOHN MARCHETTI AS MANAGING DIRECTOR

ST. LOUIS, May 8, 2018 – Stifel Financial Corp. (NYSE: SF) today announced that John Marchetti has joined the firm as Managing Director and Senior Analyst covering the applied technology and communications infrastructure sector. Mr. Marchetti is based in Stifel’s New York office.

“The pace of innovation in the technology and communications infrastructure sector is staggering, and with 5G on the horizon, investors are looking for more clarity on the companies that are best positioned for the future,” said Keith Gay, Director of Research at Stifel. “John’s combination of industry and sell-side experience will help us provide even more quality insight into this rapidly changing sector.”

Mr. Marchetti comes to Stifel with more than a decade of sell-side equity research experience. He specialized in the coverage of optical, communications equipment, wireline, wireless, and enterprise companies as a senior equity analyst at Morgan Stanley and Cowen & Company. Most recently, he served as Senior Vice President for Strategy and Business Development at Cloudbus, a privately held Network-as-a-Service (NaaS) company. Prior to Cloudbus, he spent five years as Chief Strategy Officer and Executive Vice President at Fabrinet (NYSE: FN), a leading provider of advanced optical packaging and precision optical, electro-mechanical, and electronic manufacturing services.

Mr. Marchetti served as an officer in the United States Marine Corps for four years. He received his B.A. from Virginia Tech and his M.B.A. from the University of Connecticut.

This addition reinforces Stifel’s commitment to leadership in technology research. John Marchetti joins 11 fellow technology analysts, who together will cover 177 companies across the full technology spectrum, both in the U.S. and Europe. Stifel is the largest provider of technology sector research in the United States and among the top 10 providers worldwide, according to StarMine data.

Outstanding research is just one way Stifel supports the institutional market in technology. Other ways Stifel supports clients operating in or investing in the technology sector include:

- A dedicated investment banking team, offering a variety of services to corporate clients.
- Market making in more than 804 technology stocks, ranking Stifel among the top 20 largest traders of technology stocks.
- Fixed income coverage of more than 90 tech-related 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; 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.

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