

## FOR IMMEDIATE RELEASE

### **STIFEL HIRES PAUL MATTEIS AS MANAGING DIRECTOR COVERING BIOTECH SECTOR**

#### **Senior Analyst Appointment Further Strengthens Stifel's Established Healthcare Franchise**

**ST. LOUIS, June 8, 2018** – Stifel Financial Corp. (NYSE: SF) today announced that Paul Matteis has joined the firm as Managing Director and Senior Analyst covering the biotechnology sector. He will co-head the Stifel Biotech Team along with current Managing Director and Senior Analyst Steve Willey. Mr. Matteis is based in the firm's Boston office.

"We are thrilled that Paul has joined the Stifel Healthcare Research Team," said Keith Gay, Director of Research. "Paul is widely recognized as a fresh, influential voice in biotech. He brings a unique combination of leadership, expertise, and energy that we believe will supercharge our already industry-leading healthcare capabilities."

#### **A Rising Star**

Mr. Matteis was previously a Senior Biotechnology Analyst covering small-cap and mid-cap companies at Leerink, with a focus on neuroscience and the central nervous system. He was named a "Rising Star" by Institutional Investor in both 2015 and 2016, as part of the publication's All-America Research Team rankings. Before starting at Leerink in 2012, Mr. Matteis was a Research Assistant at the Harvard Division of Sleep Medicine at Brigham & Women's Hospital in Boston. He attended Skidmore College in New York, where he studied Psychology and Pre-Medical Sciences, and graduated Phi Beta Kappa.

"I am ecstatic to be joining Stifel during such a dynamic and innovative time in the biotechnology industry," said Mr. Matteis. "I look forward to continuing my research on emerging companies in neuroscience and expanding into additional exciting areas across the small-to-large-cap biotech spectrum."

#### **Established Healthcare Franchise**

Healthcare is currently the third-largest sector of the S&P 500, and the addition of Mr. Matteis greatly enhances Stifel's presence in this fast growing segment. With this hire, Stifel has a global research team of 24 healthcare professionals, including 10 senior analysts, covering more than 154 companies within the biotechnology, healthcare providers, medical technology & supplies, and specialty pharmaceutical sectors.

In addition to providing outstanding research, Stifel also supports clients operating in or investing in the healthcare sector in multiple ways, including:

- Dedicated equity sales specialists, led by Melissa Scott, who recently joined Stifel after spending eight years at Morgan Stanley. Ms. Scott's previous experience includes roles at UBS, Leerink, and Goldman Sachs.

- Market making in more than 600 stocks across the healthcare spectrum, ranking the firm among the largest traders of public healthcare companies.
- An investment banking team with deep industry expertise, providing a full range of services to support growth companies in healthcare, raising nearly \$30 billion in capital since 2010.

### **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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