

FOR IMMEDIATE RELEASE

STIFEL NICOLAUS RANKS #3 IN FT/STARMINE WORLD'S TOP ANALYSTS SURVEY; EARNS THREE OF TOP TEN SPOTS OVERALL OUT OF 4,000 ANALYSTS

ST. LOUIS, June 5, 2012 — Stifel, Nicolaus & Company, Incorporated today announced that it tied for third out of 350 qualifying firms in the eleventh annual FT/StarMine World's Top Analysts Survey. Stifel analysts earned a total of 14 individual awards (seven for earnings estimate accuracy, four for stock picking, and three overall awards). Stifel has ranked in the survey's top five for the last seven years and the top ten for nine consecutive years. The firm ranks fifth in total awards won since 2004 (Figures include Legg Mason Capital Markets, Ryan Beck, and Thomas Weisel Partners, which were acquired by Stifel Financial Corp.).

Stifel captured three of the top ten overall spots in the earnings estimate accuracy category, giving it more top ten rankings than any other firm. Among a field of approximately 4,000 analysts, Rod Petrik was named the #1 overall estimator, while Mark Swartzberg and Tony Davis ranked fifth and tenth, respectively. Five Stifel analysts received #1 rankings for earnings estimate accuracy in their respective industries, more than any other firm:

- Tony Davis, #1 in Commercial Banks
- Paul Forward, #1 in Oil, Gas & Consumable Fuels
- Rod Petrik, #1 in Real Estate Investment Trusts (Six-time award winner)
- Mark Swartzberg, #1 in Beverages (Seven-time award winner)
- Todd Weller, #1 in Software (Five-time award winner)

Tom Roderick, #2 in Internet Software & Services, and Chris Brendler, #3 in Diversified Financial Services, also received awards for earnings estimate accuracy.

Among the Stifel analysts recognized for their stock-picking skill in this year's survey were:

- Stephen Levenson, #3 in Aerospace & Defense (Two-time award winner)
- Chris Brendler, #3 in Diversified Financial Services (Two-time award winner)

(Two of Stifel's awards for stock picking were won by an analyst who is no longer with the firm.)

Additionally, two members of the Stifel Nicolaus Canada Inc. equity research team were recognized in The Globe and Mail/StarMine Analyst Awards for Canadian analysts: Josh Wolfson was the #1 overall estimator and the #1 estimator in Metals & Mining, while Kurt Molnar was the #3 overall stock picker.

(More)

“With 79 analysts and more than 1,158 stocks under coverage across 83 specialties, our research breadth and depth is extraordinary,” said Hugh Warns, Director of Research at Stifel Nicolaus. “And, our seven-year track record of finishing in the top five and strong performance in the 2012 FT/StarMine Awards validate our goal of consistently providing our clients with valuable insight.”

The FT/StarMine World’s Top Analysts Survey recognizes analysts who have turned in exemplary performances either as earnings estimators or stock pickers during calendar year 2011. In determining the winners, StarMine identified the top three earnings estimators and stock pickers in 69 industries, as well as the top ten earnings estimators and stock pickers overall.

Founded in 1890, Stifel, Nicolaus & Company, Incorporated is a full-service retail and institutional brokerage and investment banking firm. Stifel Nicolaus is the principal subsidiary of Stifel Financial Corp. (NYSE: SF), a financial services holding company headquartered in St. Louis, Missouri. Stifel clients are served through Stifel, Nicolaus & Company, Incorporated in the U.S., through Stifel Nicolaus Canada Inc. in Canada, and through Stifel Nicolaus Europe Limited in the United Kingdom and Europe. Stifel Bank & Trust offers a full range of consumer and commercial lending solutions. Stifel Trust Company, N.A. offers trust and related services. To learn more about Stifel, please visit the company’s web site at www.stifel.com.

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