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Janney Adds Seven Fixed Income Professionals

PHILADELPHIA, PA – November 16, 2015 – Janney Montgomery Scott announced today the addition of seven fixed income professionals. Mark Anderson, Cricket Barlow, Jeffrey Bertoni, John Otis, Anthony Pizirusso, Wayne Seaton, and Terrell Wilson have all joined the firm.

“We are pleased to announce the hiring of Mark, Cricket, Jeff, John, Anthony, Wayne, and Terrell. Each of these individuals brings substantial industry experience and product knowledge to our firm, as well as relationships with key decision makers within our institutional client base,” said Steven Genyk, Head of Fixed Income. “Their addition reflects Janney’s continued commitment to provide clients with sales professionals that have the product knowledge and relationships necessary to leverage our outstanding research and continued growth of our institutional business,” commented Genyk

Mark Anderson, Managing Director - Mark joined Janney from Oppenheimer in San Francisco. He brings a high level of industry experience in the Securitized space to the Janney platform. Mark’s early experience was at Merrill Lynch where he spent the first 15 years of his career in Portfolio Strategy and Fixed Income sales. Mark is located at the firm’s San Francisco Institutional sales office.

Cricket Barlow, Director - Institutional CD Sales - Cricket has broad experience in fixed income asset management and trading, most recently at Wells Fargo Asset Management. She brings valuable, long-term industry expertise in the fixed income markets to the Janney platform. Cricket is located at the firm’s headquarters in Philadelphia.

Jeffrey Bertoni, Director - Fixed Income Sales - Jeff joined Janney from GK Baum as a Director in the Securitized sales group. He brings a highly successful career history and deep structured credit knowledge to the Janney platform. Jeff is located at the firm’s Boston office.

John Otis, Director - Mortgage Trading - John will be trading CMBS. John formerly worked at CapRoK Capital as a Managing Director and brings to Janney over 25 years of experience in the industry. He is a Chartered Financial Analyst and is located at the firm’s New York office.

Anthony Pizirusso, Fixed Income Trader - Anthony is a trader in the IG Corporate area focused on the Mining, Metals, and Energy sectors. He previously worked for KGS Alpha. Anthony is located at the firm’s New York City office.

Wayne A. Seaton, Managing Director, Public Finance - With over 22 years of experience, Mr. Seaton has served as lead investment banker for over \$20 billion in municipal issuance for some of the largest and most complex capital programs in the nation. Mr. Seaton was formerly the Head of Sustainable Public Infrastructure at Wells Fargo Securities. Prior to joining Wells Fargo Securities, he was Head of Public Finance for a minority-owned firm for four years, and before that, Managing Director at Bear, Stearns & Co. Inc. Wayne is located at the firm’s New York City public finance office.

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Terrell Wilson, Director – Terrell rejoined Janney as a Director in the firm’s generalist sales group. He brings with him years of experience and product knowledge spanning a variety of asset classes within the fixed income markets. Terrell joins Janney from Stifel and was previously employed by Sterne Agee and Janney. Terrell is located at the firm’s Atlanta office.

About Janney Montgomery Scott

Janney provides advice to individual, corporate and institutional clients. Our expertise includes guidance about asset management, corporate and public finance, equity and fixed income investing, equity research, institutional equity and fixed income sales and trading, investment strategy, financial planning, mergers and acquisitions, public and private capital raising, portfolio management, retirement and income planning, and wealth management. Janney is an independently-operated subsidiary of The Penn Mutual Life Insurance Company and is a member of the Financial Industry Regulatory Authority (FINRA) and Securities Investor Protection Corporation (SIPC). Additional company information is available at www.janney.com.

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