News Release

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FOR IMMEDIATE RELEASE

Two Hilliard Lyons Equity Research Analysts Win 2013 StarMine Analyst Awards

LOUISVILLE, Ky. – Hilliard Lyons is very pleased to announce that Hilliard Lyons Equity Research Analysts Spencer Joyce and David Burks have been recognized as top stock pickers by StarMine!

Joyce was named the Number One analyst for his picks in the water utilities industry and Burks placed second in the electric utilities industry. Joyce's accomplishment is noteworthy as this was the first year in which he was eligible to win.

In addition to the water utilities industry, Joyce follows the natural gas industry. A Chartered Financial Analyst, he holds a bachelor's degree in Business Administration (Finance) from the University of Kentucky. He has been with Hilliard Lyons since 2009.

This is the fourth time Burks has been recognized by StarMine. He is also a four-time winner in *The Wall Street Journal*'s annual survey of top ranking equity analysts. A Senior Vice President, Burks holds an MBA and a B.S. in Commerce from the University of Louisville. In addition to the electric utilities industry, he follows the telecommunications industry. Burks has been a member of the Hilliard Lyons Research Department since 1983.

StarMine objectively measures the performance of analysts based on the returns of their buy/sell recommendations and the accuracy of their earnings estimates. The 2013 stock picking awards for the United States are based on the 2012 calendar-year performance of recommendations.

Hilliard Lyons, a full-service financial services firm, is proud to provide its clients and Financial Consultants with original analysis from an in-house research department.

Hilliard Lyons is a member of the New York Stock Exchange, the Financial Industry Regulatory Authority (FINRA) and the Securities Investors Protection Corp. (SIPC).

Hilliard Lyons focuses on the creation, preservation and distribution of its clients' wealth. The firm specializes in planning issues that include retirement, business succession, trust and estate planning and education funding. Hilliard Lyons offers comprehensive financial services and advice, including professionally managed accounts, as well as a broad menu of investment vehicles, such as stocks, bonds, options, mutual funds, annuities and insurance to facilitate the financial strategies recommended.



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Founded in Louisville, Kentucky in 1854, the firm has a long and distinguished history in the American marketplace. Hilliard Lyons operates 70 branches in 12 states. The firm's Financial Consultants use original and purchased research tools and state-of-the-art software – coupled with their own knowledge and experience – to advise their clients through the financial challenges that life brings.

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