






BY THE NUMBERS

The scope of our offerings, the investments into our platforms and the quality of our service are powered by a culture that keeps the focus on advisors and their clients.

OUR BUSINESS INVESTMENTS

 <p>TECHNOLOGY</p> <p>\$700M ANNUAL INVESTMENT</p>	 <p>EQUITY RESEARCH</p> <p>A TOP 5 FIRM IN NORTH AMERICA for the number of companies covered¹</p>	 <p>MARKETING + AGENCY SOLUTIONS</p> <p>150 CREATIVE AND ANALYTICAL MARKETING ASSOCIATES supporting advisors' custom brands</p>	 <p>PRACTICE MANAGEMENT + EDUCATION</p> <p>66 COACHES, CONSULTANTS AND ASSOCIATES supporting practice and personnel development</p>
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OUR INCOMPARABLE CULTURE

<p>8,700 FINANCIAL ADVISORS in the U.S., Canada and the U.K.</p> 	<p><1% ADVISOR REGRETTABLE ATTRITION RATE</p>
 <p>ADVISORCHOICE® Our spectrum of affiliation options that offer the freedom and flexibility to build your business on your terms</p>	 <p>100 HUMAN RIGHTS CAMPAIGN FOUNDATION 2022 Corporate Equality Index score³</p>
 <p>FINANCIAL ADVISOR BILL OF RIGHTS Own your book of business, including the right to sell it²</p>	 <p>\$7.4M CONTRIBUTED TO UNITED WAY CHAPTERS and partner agencies in 2022 by the firm and its associates</p>
<p>1st IN THE NATION CLIENT BILL OF RIGHTS Our commitment to putting clients first</p>	

RECORD GROWTH



In 2022, advisors with

\$54B
of managed assets at their prior firms and

\$330M
of trailing 12-month production affiliated their practices with Raymond James.

RAYMOND JAMES STADIUM



25 YEARS

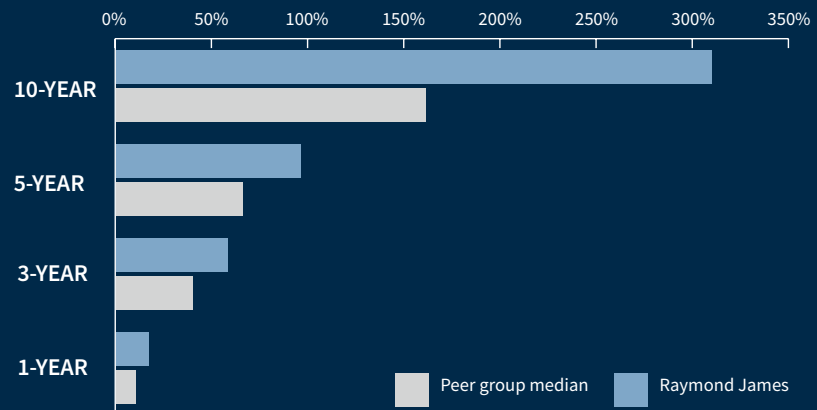
Naming sponsor of the Tampa Bay Buccaneers' home stadium

OUR STRENGTH AND STABILITY

<p>140 CONSECUTIVE QUARTERS of profitability</p>	<p>2X+ REQUIRED REGULATORY CAPITAL</p>	<p>No. 6 LARGEST WEALTH MANAGER in the U.S.⁴</p>
<p>ASSETS</p> <p>\$1.17T+ IN CLIENT ASSETS</p>	<p>\$678B IN FEE-BASED ACCOUNTS</p>	<p>80% OF REVENUE EARNED from asset-based services</p>

PRIVATE CLIENT GROUP GROWTH

Change in assets under administration⁵



<p>ASSET MANAGEMENT SERVICES</p> <p>\$140B UNDER MANAGEMENT</p> <p>\$372B IN NONDISCRETIONARY ASSET-BASED PROGRAMS</p>	<p>RAYMOND JAMES INVESTMENT MANAGEMENT</p> <p>\$64B UNDER MANAGEMENT</p> <p>\$7.8B IN NONDISCRETIONARY ASSET-BASED PROGRAMS</p>	<p>RAYMOND JAMES TRUST</p> <p>\$8.4B UNDER MANAGEMENT</p>
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¹ The StarMine Awards measure the performance of brokers over sets of stocks in two ways: by the returns of their buy/sell recommendations and the accuracy of their earnings estimates. After computing scores on each stock a firm covers, StarMine aggregates the scores on each stock to arrive at an overall score for the broker in each category. ² Terms and conditions apply. ³ As the national benchmarking tool measuring policies, practices and benefits pertinent to lesbian, gay, bisexual, transgender and queer (LGBTQ+) employees, the Human Rights Campaign Foundation's Corporate Equality Index is a primary driving force for LGBTQ+ workplace inclusion. Data from the CEI tells the story of nearly two decades of year over year growth in the adoption of these critical policies and practices indicative of employers' commitment to equality. ⁴ Based on client assets. The definitions for client assets may be inconsistent across companies. Rankings include independent broker/dealers but exclude RIA custodians. Sourced from company reports with latest available data. ⁵ From March 31, 2022. Based on publicly available information and Raymond James Financial estimates and analysis. The definitions for client assets may be inconsistent across companies. Peer firms comprise Ameriprise, Bank of America/Merrill Lynch, LPL Financial, Morgan Stanley, Stifel Financial and Wells Fargo. | Past performance is not indicative of future results. The information provided is for informational purposes only and is not a solicitation to buy or sell Raymond James Financial stock. Raymond James & Associates, Inc., and Raymond James Financial Services, Inc., are affiliated with Raymond James Trust, N.A., and Raymond James Investment Management. © 2023 Raymond James & Associates, Inc., member New York Stock Exchange/SIPC. © 2023 Raymond James Financial Services, Inc., member FINRA/SIPC. 22-PCGAC-2144 AG/BV 2/23