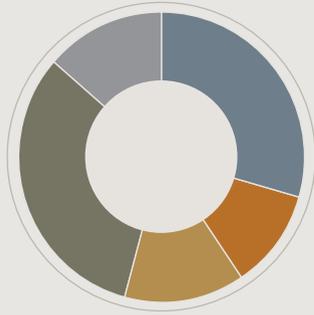


2017 NET REVENUE **\$6,371,097,000**

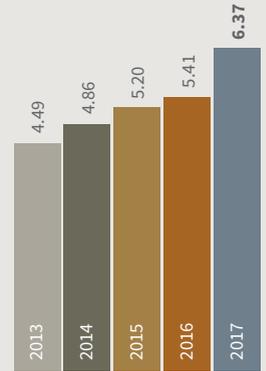
PRIVATE CLIENT GROUP	\$4,421,633,000	69%
CAPITAL MARKETS	\$1,013,683,000	16%
ASSET MANAGEMENT	\$487,658,000	8%
RAYMOND JAMES BANK	\$592,670,000	9%
OTHER	(\$29,870,000)	(0%)
INTERSEGMENT	(\$114,677,000)	(2%)



2017 TOTAL PRE-TAX INCOME* **\$925,346,000**

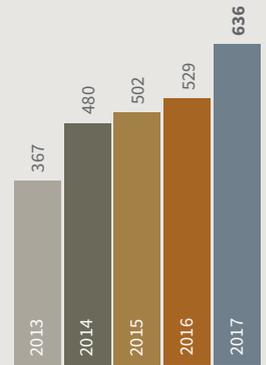
PRIVATE CLIENT GROUP	\$372,950,000	40%
CAPITAL MARKETS	\$141,236,000	15%
ASSET MANAGEMENT	\$171,736,000	19%
RAYMOND JAMES BANK	\$409,303,000	44%
OTHER	(\$169,879,000)	(18%)

*PRE-TAX INCOME EXCLUDING NONCONTROLLING INTERESTS



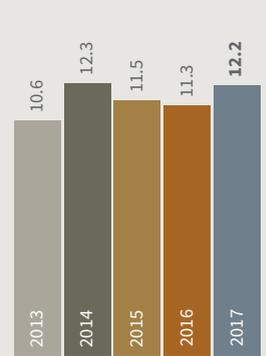
NET REVENUE

\$Billions



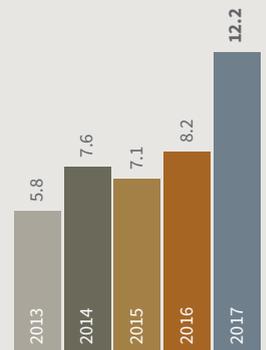
NET INCOME

\$Millions



RETURN ON EQUITY

% Percent



MARKET CAPITALIZATION

\$Billions

FISCAL YEAR FINANCIAL HIGHLIGHTS

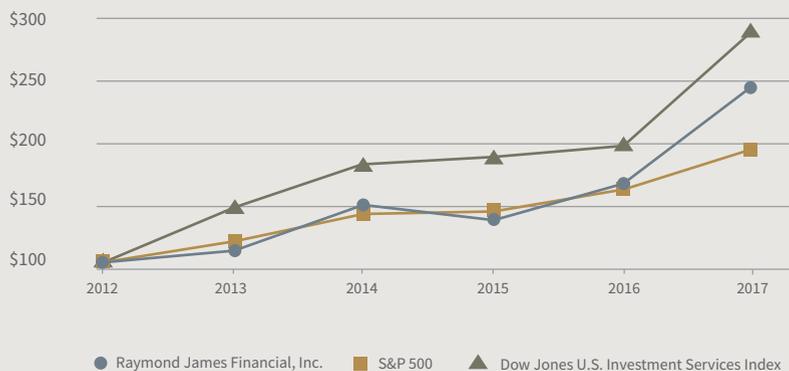
	2017	2016	CHANGE
Total Revenues	\$6,524,875,000	\$5,521,120,000	18%
Net Revenues	\$6,371,097,000	\$5,405,064,000	18%
Net Income	\$636,235,000	\$529,350,000	20%
Earnings per Share (Diluted)	\$4.33	\$3.65	19%
Shareholders' Equity Attributable to RJF	\$5,581,713,000	\$4,916,545,000	14%
Shares Outstanding ⁽¹⁾	144,097,000	141,545,000	2%
Book Value per Share	\$38.74	\$34.73	12%

ALL DATA AS OF FISCAL YEAR ENDED SEPTEMBER 30, 2017

(1) Excludes non-vested shares

COMPARISON OF FIVE-YEAR CUMULATIVE TOTAL RETURN SEPTEMBER 2017

Assumes initial investment of \$100 and reinvestment of dividends.
Prepared by Zacks Investment Research.



● Raymond James Financial, Inc. ■ S&P 500 ▲ Dow Jones U.S. Investment Services Index