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FOR IMMEDIATE RELEASE

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ALEX. BROWN OPENS NEW ANNAPOLIS OFFICE

ANNAPOLIS, Md. – After a nearly 20-year pause, Alex. Brown is pleased to return to the Annapolis market with an office located in the Annapolis Town Center at Parole, a luxury business, retail and residential development that offers advisors and clients access to an array of unique amenities.

The office is led by Mid-Atlantic Manager Marcus Aiello. As a native to the region, Aiello has a great understanding of the local market as well as the culture and geography of the area. He has been with Alex. Brown for the past 18 years, serving as chief operating officer for the division before becoming the Mid-Atlantic manager.

“Alex. Brown’s long, rich history in Annapolis – stemming back to the underwriting of the Chesapeake Bay Bridge – makes our return to this important market even more thrilling,” said Aiello. “We’re looking forward to recruiting and partnering with high-caliber, well-established professionals who will complement our talented sales force.”

Aiello will lead the office’s growth strategy and plans to bolster community involvement in Annapolis, as well as further immerse Alex. Brown in the development of the area through philanthropic and commercial activities.

“The opportunity to bring the Alex. Brown name back – not just nationally but in a city that was part of our history – is remarkable,” said Alex. Brown President Haig Ariyan. “Re-establishing our roots in Annapolis is a key part of our strategic growth plans in the Baltimore-Washington, D.C., corridor. There is ample opportunity to deepen our support for clients and their advisors throughout the Mid-Atlantic, and this is one way we’re pursuing it.”

About Alex. Brown, a division of Raymond James

Alex. Brown, a division of Raymond James, was originally founded in 1800, becoming the nation’s first investment bank. Alex. Brown advisors offer financial planning and wealth management services for high-net-worth individuals and institutions. The division’s broker/dealer of record is Raymond James & Associates, Inc., member New York Stock Exchange/SIPC, a wholly owned subsidiary of Raymond James Financial, Inc. (NYSE-RJF), a leading diversified financial services company with approximately 7,600 financial advisors in 3,000 locations throughout the United States, Canada and overseas. Total client assets are \$730 billion. Additional information is available at alexbrown.com.