

RAYMOND JAMES AT A GLANCE

Raymond James has delivered **120 consecutive quarters of profitability**. We credit much of this performance to the firm's client-first perspective and adherence to its founding core values of **professional integrity, advisor independence, and a conservative, long-term approach to investing**.

BY THE NUMBERS

- ▶ Approximately **7,500** financial advisors
- ▶ Over **3,000** locations (United States, Canada and abroad)
- ▶ Approximately **\$727 billion** in total client assets
- ▶ More than **2x** required total capital ratio
- ▶ **BBB+**, **positive outlook credit rating** (S&P)

STRENGTH AND STABILITY

Diluted quarterly earnings per share



DID YOU KNOW?

FORTUNE 500
2017

In 2017, Raymond James was named to the FORTUNE 500 list for the second year in a row.

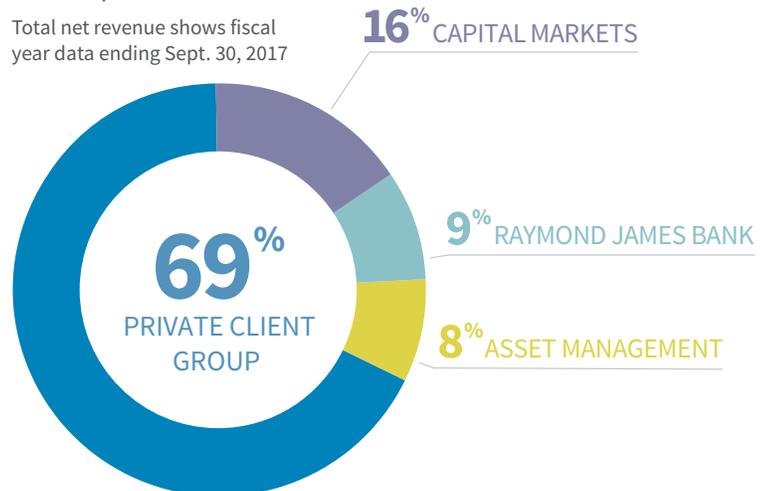
Continuing its tradition of giving back, Raymond James and its associates donated **\$49 million** to charitable organizations in 2017, including **\$6+ million** to the United Way and its partner agencies.

Raymond James was the first in the nation to publish its Client Bill of Rights, setting the standard for the industry.

A DIVERSIFIED SET OF BUSINESSES*

Total \$6.4 billion

Total net revenue shows fiscal year data ending Sept. 30, 2017



*Charts are intended to show relative contribution of each of the firm's four core business segments. Dollar amounts do not add to total net revenues due to "Other" segment and intersegment eliminations not being depicted. Other includes the firm's principal capital and private equity activities, as well as certain corporate overhead costs of Raymond James Financial including the interest cost on our public debt.

RAYMOND JAMES®