

RAYMOND JAMES QUICK FACTS

Gain insight into the firm's history and highlights at a glance

Raymond James Financial, Inc. (NYSE: RJF) is a leading diversified financial services company providing private client, capital markets, asset management, banking and other services to individuals, corporations and municipalities. Its three principal wholly owned broker/dealers, Raymond James & Associates, Raymond James Financial Services and Raymond James Ltd., have approximately 6,600 financial advisors serving in excess

of 2.7 million client accounts in more than 2,700 locations throughout the United States, Canada and overseas. Total client assets are approximately \$480 billion as of September 30, 2015. Public since 1983, the firm has been listed on the New York Stock Exchange since 1986 under the symbol RJF. Additional information is available at www.raymondjames.com.

STOCK

Listed security: **RJF common stock**

Traded: **New York Stock Exchange**

Fiscal year end: **September 30**

PER SHARE DATA	2010	2011	2012	2013	2014	2015
Stock Price	\$25.33	\$25.96	\$36.65	\$41.67	\$53.58	\$49.46
Book Value	\$19.03	\$20.99	\$24.02	\$26.40	\$29.40	\$31.68
Dividends Declared	\$0.44	\$0.52	\$0.52	\$0.56	\$0.64	\$0.72
Fully Diluted EPS	\$1.83	\$2.19	\$2.20	\$2.58	\$3.32	\$3.43

FINANCIAL HIGHLIGHTS

	2010	2011	2012	2013	2014	2015
Total Revenue (000s)	\$2,979,516	\$3,399,886	\$3,897,900	\$4,595,798	\$4,965,460	\$5,308,164
Net Income (000s)	\$228,283	\$278,353	\$295,869	\$367,154	\$480,248	\$502,140
After-Tax Margin	7.7%	8.2%	7.6%	8.0%	9.7%	9.5%
Return on Equity	10.6%	11.3%	9.7%	10.6%	12.3%	11.5%

COMPANY HIGHLIGHTS

- CEO: Paul Reilly
- Number of associates, advisors and professional partners worldwide: in excess of 14,500
- Client assets under administration as of September 30, 2015, are approximately \$480 billion.
- Financial assets under management in managed programs are approximately \$65.2 billion.
- One of the first financial services firms to provide its clients wrap-fee accounts
- First financial services firm to provide investors a "client's bill of rights," a detailed explanation of an investor's rights and responsibilities adopted by the Securities Industry and Financial Markets Association
- Raymond James Equity Research analysts are regularly recognized with positive praise in national outlets such as *The Wall Street Journal*,¹ Bloomberg, *Fortune*, Reuters and *Institutional Investor*.
- One of the first firms in the nation to offer forward-looking open-end mutual fund research to clients

¹*The Wall Street Journal* does not endorse, sponsor or approve the investment programs of Raymond James. Past performance is no guarantee of future results.

The information contained herein is for informational purposes and is not intended as a solicitation to buy or sell Raymond James Financial stock.

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