



Fourth Quarter & Fiscal 2024 Results

October 23, 2024

RAYMOND JAMES

Forward-looking statements

Certain statements made in this presentation and the associated conference call may constitute “forward-looking statements” under the Private Securities Litigation Reform Act of 1995. Forward-looking statements include information concerning future strategic objectives, business prospects, anticipated savings, financial results (including expenses, earnings, liquidity, cash flow and capital expenditures), industry or market conditions (including changes in interest rates and inflation), demand for and pricing of our products (including cash sweep and deposit offerings), anticipated timing and benefits of our acquisitions or divestitures, and our level of success in integrating acquired businesses, anticipated results of litigation, regulatory developments, and general economic conditions. In addition, words such as “believes,” “expects,” “anticipates,” “intends,” “plans,” “estimates,” “projects,” “forecasts,” and future or conditional verbs such as “will,” “may,” “could,” “should,” and “would,” as well as any other statement that necessarily depends on future events, are intended to identify forward-looking statements. Forward-looking statements are not guarantees, and they involve risks, uncertainties and assumptions. Although we make such statements based on assumptions that we believe to be reasonable, there can be no assurance that actual results will not differ materially from those expressed in the forward-looking statements. We caution investors not to rely unduly on any forward-looking statements and urge you to carefully consider the risks described in our filings with the Securities and Exchange Commission (the “SEC”) from time to time, including our most recent Annual Report on Form 10-K, and subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, which are available at www.raymondjames.com and the SEC’s website at www.sec.gov. We expressly disclaim any obligation to update any forward-looking statement in the event it later turns out to be inaccurate, whether as a result of new information, future events, or otherwise.

Overview of Results

Paul Reilly
Chair & CEO, Raymond James Financial

Fiscal 4Q24 highlights

| <i>\$ in millions, except per share amounts</i> | | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|--|--------|----------|-------------|-------------|
| <u>As reported:</u> | | | | |
| Net revenues | RECORD | \$ 3,462 | 13% | 7% |
| Net income available to common shareholders | RECORD | \$ 601 | 39% | 22% |
| Earnings per common share — diluted | RECORD | \$ 2.86 | 42% | 24% |
| | | | 4Q23 | 3Q24 |
| Return on common equity — annualized | | 21.2% | 17.3% | 17.8% |
| <u>Non-GAAP measures*:</u> | | | | |
| Adjusted net income available to common shareholders | RECORD | \$ 621 | 36% | 22% |
| Adjusted earnings per common share — diluted | RECORD | \$ 2.95 | 38% | 23% |
| | | | 4Q23 | 3Q24 |
| Adjusted return on common equity — annualized | | 21.9% | 18.3% | 18.4% |
| Adjusted return on tangible common equity — annualized | | 25.8% | 22.2% | 21.9% |

*These are non-GAAP measures. See the schedules in the Appendix of this presentation for a reconciliation of our non-GAAP measures to the most directly comparable GAAP measures and for more information on these measures.

Fiscal 4Q24 key metrics

| <i>\$ in billions</i> | | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|--|--------|------------|-------------|-------------|
| Client assets under administration | RECORD | \$ 1,571.1 | 25% | 6% |
| Private Client Group (PCG) assets under administration | RECORD | \$ 1,507.0 | 25% | 6% |
| PCG assets in fee-based accounts | RECORD | \$ 875.2 | 28% | 7% |
| Financial assets under management | RECORD | \$ 244.8 | 25% | 7% |
| Total clients' domestic cash sweep and Enhanced Savings Program balances | | \$ 57.9 | 3% | 3% |
| PCG financial advisors | RECORD | 8,787 | 1% | —% |
| Bank loans, net | RECORD | \$ 46.0 | 5% | 2% |
| | | | 4Q23 | 3Q24 |
| Domestic PCG net new assets* | | \$ 13.0 | \$ 14.2 | \$ 16.5 |
| Domestic PCG net new assets growth — annualized* | | 4.0% | 5.0% | 5.2% |

*Domestic PCG net new assets represents domestic PCG client inflows, including dividends and interest, less domestic PCG client outflows, including commissions, advisory fees and other fees. The domestic PCG net new asset growth — annualized percentage is based on the beginning domestic PCG assets under administration balance for the indicated period.

Fiscal 4Q24 segment results

| <i>\$ in millions</i> | | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|------------------------------------|--------|-----------------|-------------|-------------|
| <u>Net revenues:</u> | | | | |
| Private Client Group | RECORD | \$ 2,476 | 9% | 2% |
| Capital Markets | | \$ 483 | 42% | 46% |
| Asset Management | RECORD | \$ 275 | 17% | 4% |
| Bank | | \$ 433 | (4)% | 4% |
| Consolidated net revenues | RECORD | \$ 3,462 | 13% | 7% |
| <u>Pre-tax income:</u> | | | | |
| Private Client Group | | \$ 461 | (3)% | 5% |
| Capital Markets | | \$ 95 | NM | NM |
| Asset Management | RECORD | \$ 116 | 16% | 4% |
| Bank | | \$ 98 | 26% | (15)% |
| Consolidated pre-tax income | RECORD | \$ 760 | 30% | 18% |

Note: Segments do not total consolidated results because of the Other segment and intersegment eliminations not shown.

FY 2024 highlights

| <i>\$ in millions, except per share amounts</i> | | FY 2024 | vs. FY 2023 |
|--|--------|-----------|----------------|
| <u>As reported:</u> | | | |
| Net revenues | RECORD | \$ 12,821 | 10% |
| Net income available to common shareholders | RECORD | \$ 2,063 | 19% |
| Earnings per common share — diluted | RECORD | \$ 9.70 | 22% |
| | | | FY 2023 |
| Return on common equity | | 18.9% | 17.7% |
| <u>Non-GAAP measures*:</u> | | | |
| Adjusted net income available to common shareholders | RECORD | \$ 2,137 | 18% |
| Adjusted earnings per common share — diluted | RECORD | \$ 10.05 | 21% |
| | | | FY 2023 |
| Adjusted return on common equity | | 19.6% | 18.4% |
| Adjusted return on tangible common equity | | 23.3% | 22.5% |

*These are non-GAAP measures. See the schedules in the Appendix of this presentation for a reconciliation of our non-GAAP measures to the most directly comparable GAAP measures and for more information on these measures.

FY 2024 segment results

| <i>\$ in millions</i> | | FY 2024 | vs. FY 2023 |
|------------------------------------|---------------|------------------|----------------|
| <u>Net revenues:</u> | | | |
| Private Client Group | RECORD | \$ 9,459 | 9% |
| Capital Markets | | \$ 1,472 | 21% |
| Asset Management | RECORD | \$ 1,027 | 16% |
| Bank | | \$ 1,716 | (15)% |
| Consolidated net revenues | RECORD | \$ 12,821 | 10% |
| <u>Pre-tax income:</u> | | | |
| Private Client Group | RECORD | \$ 1,785 | 1% |
| Capital Markets | | \$ 67 | NM |
| Asset Management | RECORD | \$ 421 | 20% |
| Bank | | \$ 380 | 2% |
| Consolidated pre-tax income | RECORD | \$ 2,643 | 16% |

Note: Segments do not total consolidated results because of the Other segment and intersegment eliminations not shown.

Financial Review

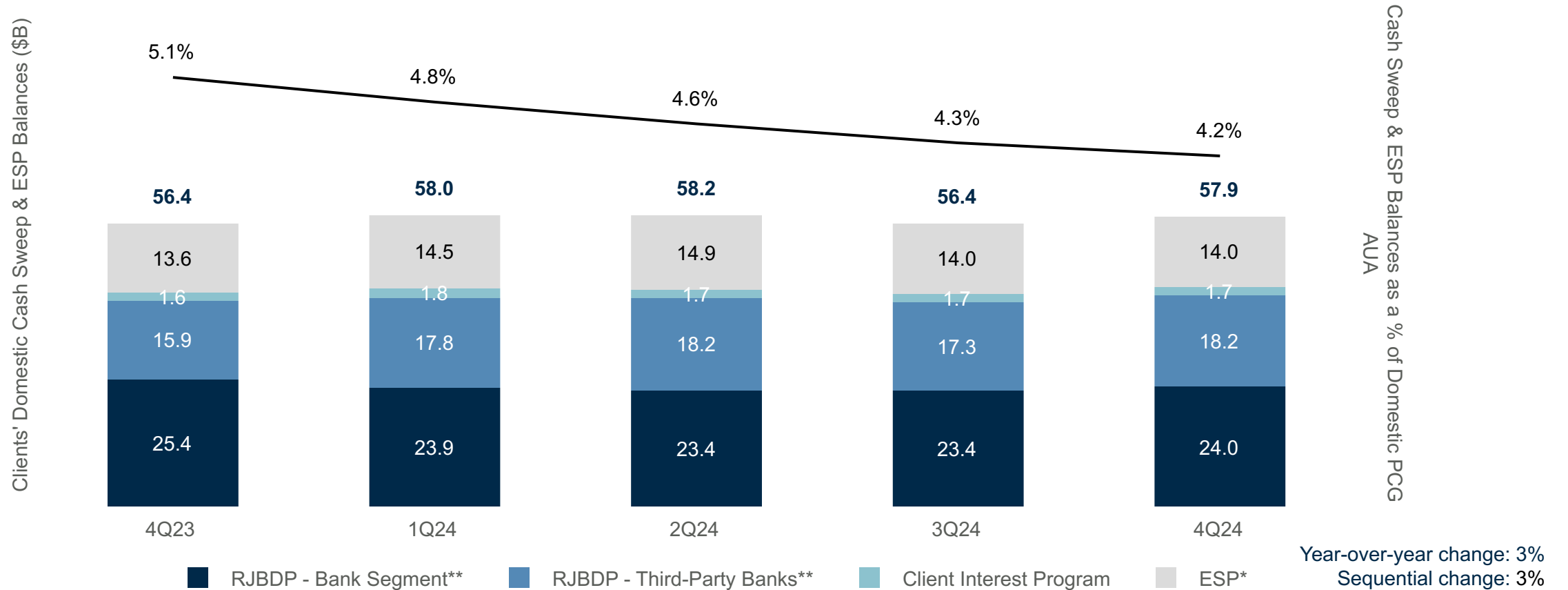
Butch Oorlog
Chief Financial Officer, Raymond James Financial

Consolidated net revenues

| <i>\$ in millions</i> | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|--|-----------------|-------------|-------------|
| Asset management and related administrative fees | \$ 1,662 | 15% | 3% |
| Brokerage revenues | 561 | 17% | 5% |
| Account and service fees | 332 | 6% | 1% |
| Investment banking | 315 | 56% | 72% |
| Interest income | 1,073 | 5% | 2% |
| Other | 60 | 11% | 18% |
| Total revenues | 4,003 | 14% | 6% |
| Interest expense | (541) | 17% | 1% |
| Net revenues | \$ 3,462 | 13% | 7% |

Domestic cash sweep and ESP balances

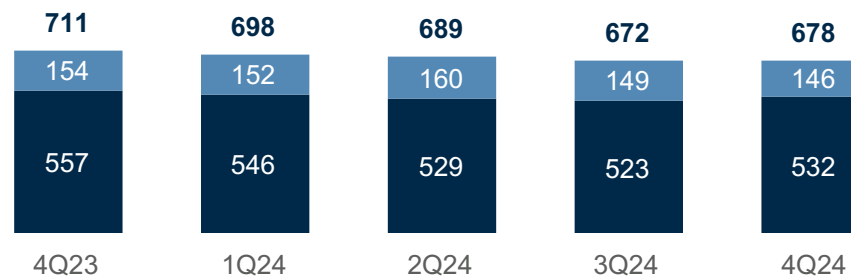
CLIENTS' DOMESTIC CASH SWEEP & ENHANCED SAVINGS PROGRAM (ESP)* BALANCES AS A % OF DOMESTIC PCG ASSETS UNDER ADMINISTRATION (AUA)



Note: May not total due to rounding. *Our Enhanced Savings Program is a deposit offering in which Private Client Group clients may deposit cash in a high-yield Raymond James Bank account. **We earn fees from the Raymond James Bank Deposit Program (RJB DP), a multi-bank sweep program in which clients' cash deposits in their brokerage accounts are swept into interest-bearing deposit accounts at Raymond James Bank and TriState Capital Bank, which are included in our Bank segment, as well as various third-party banks.

Net interest income & RJBDP fees (third-party banks)

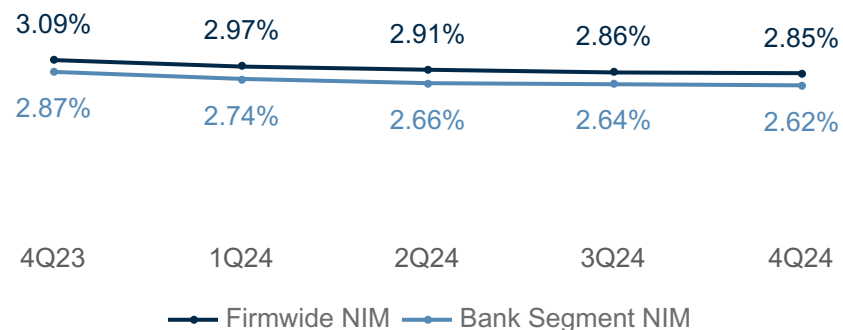
\$ IN MILLIONS



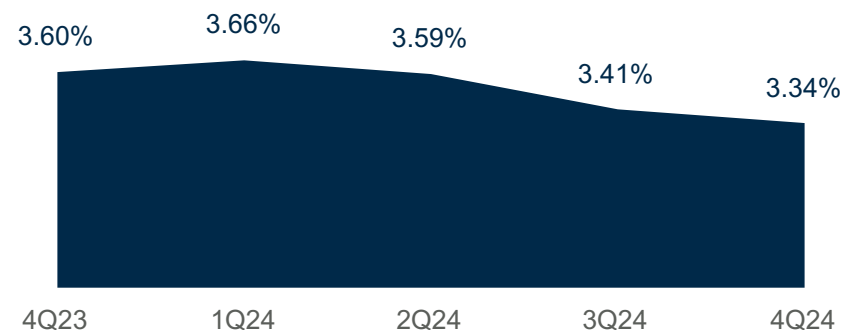
■ Firmwide Net Interest Income
■ RJBDP Fees (Third-Party Banks)*

Year-over-year change: (5)%
 Sequential change: 1%

NET INTEREST MARGIN (NIM)



AVERAGE YIELD ON RJBDP (THIRD-PARTY BANKS)**



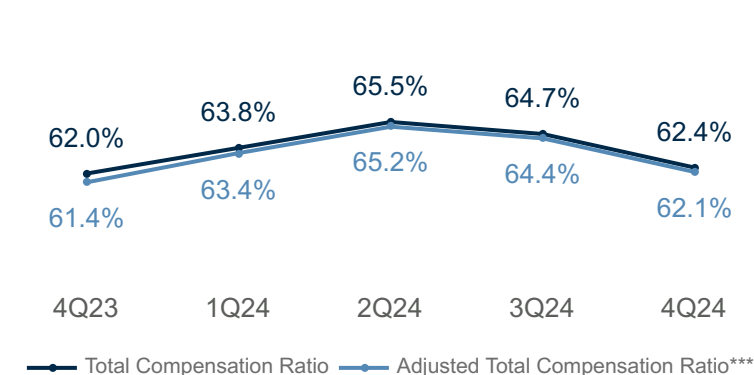
*As reported in "Account and service fees" in the PCG segment.

**Computed by dividing annualized RJBDP Fees (Third-Party Banks), which are net of the interest expense paid to clients by the third-party banks, by the average daily RJBDP balances at third-party banks.

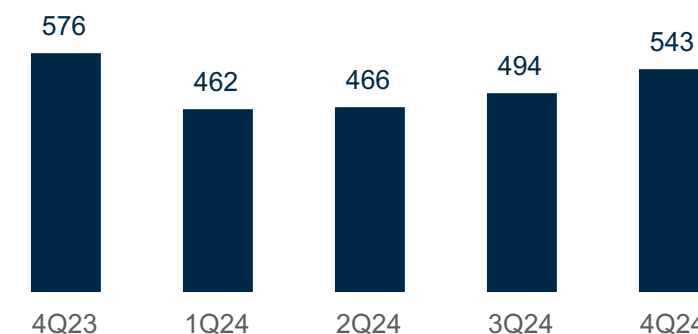
Consolidated expenses

| <i>\$ in millions</i> | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|---|-----------------|-------------|-------------|
| Compensation, commissions and benefits | \$ 2,159 | 14% | 3% |
| Non-compensation expenses: | | | |
| Communications and information processing | 181 | 15% | 9% |
| Occupancy and equipment | 76 | 10% | 1% |
| Business development | 64 | (3)% | (11)% |
| Investment sub-advisory fees | 50 | 22% | 4% |
| Professional fees | 47 | 18% | 24% |
| Bank loan provision/(benefit) for credit losses | 22 | (39)% | NM |
| Other* | 103 | (38)% | (2)% |
| Total non-compensation expenses | 543 | (6)% | 10% |
| Total non-interest expenses | \$ 2,702 | 9% | 5% |

TOTAL COMPENSATION RATIO**

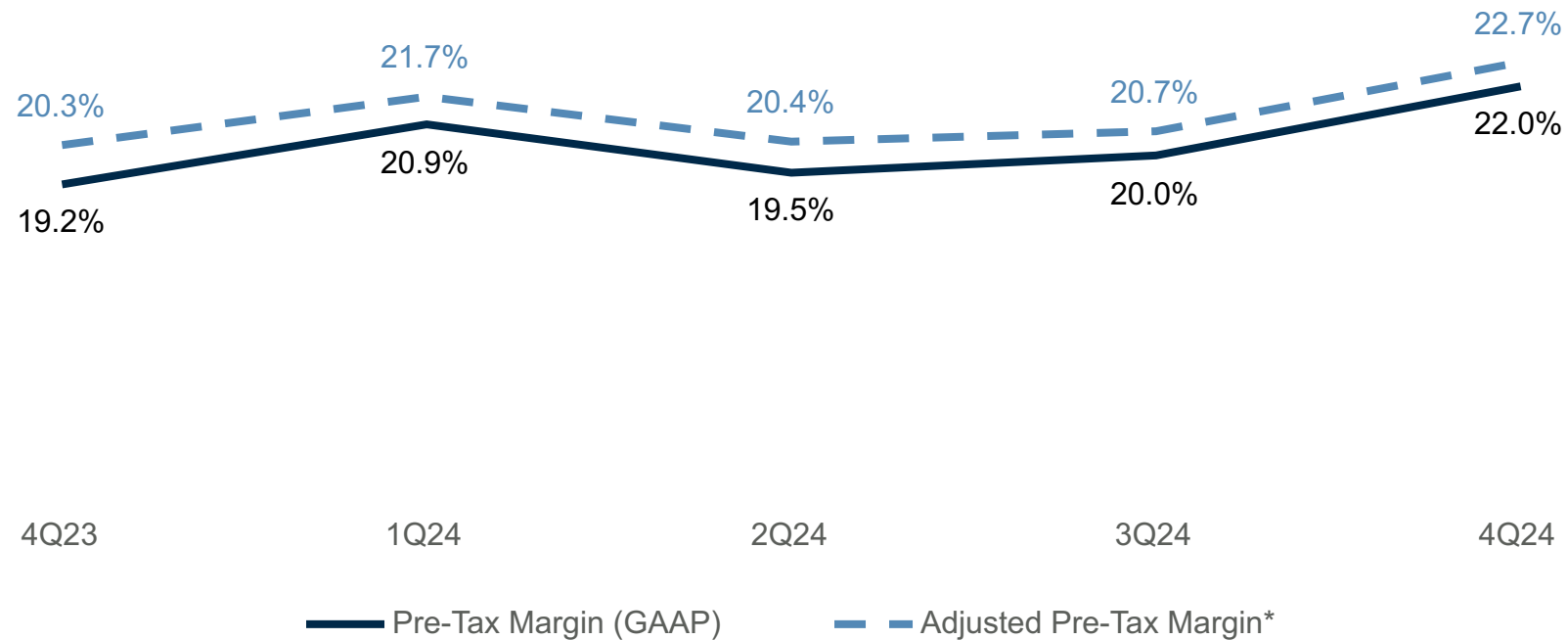


TOTAL NON-COMPENSATION EXPENSES
\$ IN MILLIONS



*Provisions for legal and regulatory matters did not have a significant impact on our results for 4Q24 and 3Q24. 4Q23 included the unfavorable impact of elevated provisions for legal and regulatory matters. **Total compensation ratio is computed by dividing compensation, commissions and benefits expense by net revenues for each respective period. Adjusted total compensation ratio is computed by dividing adjusted compensation, commissions and benefits expense by net revenues for each respective period. ***This is a non-GAAP financial measure. See the schedules in the Appendix of this presentation for a reconciliation of our non-GAAP measures to the most directly comparable GAAP measures and for more information on these measures.

Consolidated pre-tax margin



*This is a non-GAAP measure. See the schedules in the Appendix of this presentation for a reconciliation of our non-GAAP measures to the most directly comparable GAAP measures and for more information on these measures.

Other financial information

| <i>\$ in millions, except per share amounts</i> | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|--|-----------|-------------|-------------|
| Total assets | \$ 82,992 | 6% | 3% |
| RJF corporate cash* | \$ 2,162 | 4% | 3% |
| Total common equity attributable to RJF | \$ 11,594 | 14% | 4% |
| Book value per share | \$ 57.03 | 17% | 5% |
| Tangible book value per share** | \$ 48.43 | 21% | 6% |
| Weighted-average common and common equivalent shares outstanding — diluted | 210.1 | (2)% | (1)% |
| | | 4Q23 | 3Q24 |
| Tier 1 leverage ratio*** | 12.8% | 11.9% | 12.7% |
| Tier 1 capital ratio*** | 22.8% | 21.4% | 22.2% |
| Common equity tier 1 ratio*** | 22.6% | 21.2% | 22.0% |
| Total capital ratio*** | 24.1% | 22.8% | 23.6% |
| Effective tax rate | 20.8% | 25.8% | 23.6% |

*This amount includes cash on hand at the parent, as well as parent cash loaned to Raymond James & Associates ("RJ&A"), which RJ&A has invested on behalf of RJF in cash and cash equivalents or otherwise deployed in its normal business activities. **This is a non-GAAP measure. See the schedules in the Appendix of this presentation for a reconciliation of our non-GAAP measures to the most directly comparable GAAP measures and for more information on these measures. ***Estimated.

Capital management

\$1.4B

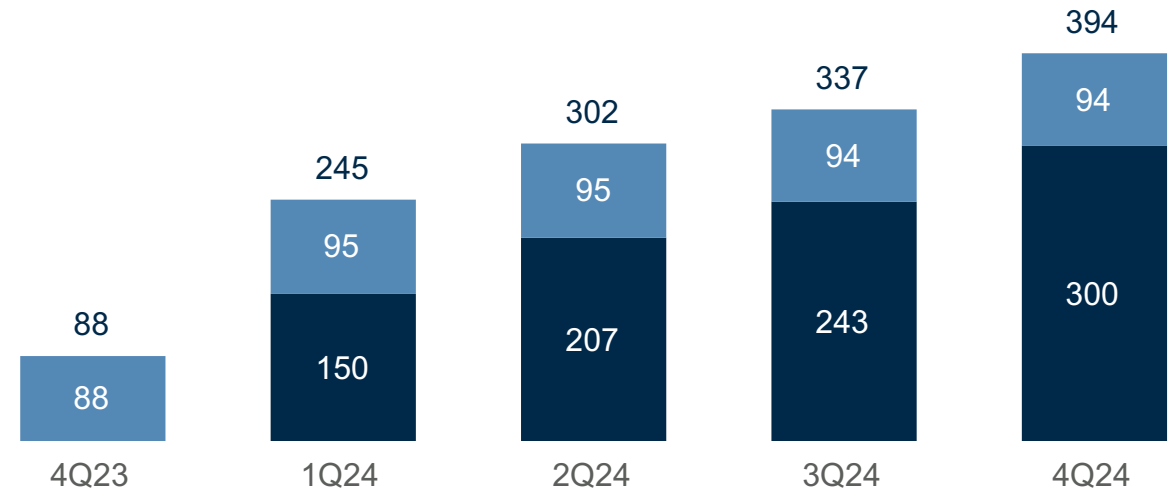
of dividends paid and share repurchases over the past 5 quarters

~\$645M

remains under current common stock repurchase authorization***

DIVIDENDS PAID AND SHARE REPURCHASES \$ IN MILLIONS

■ Share Repurchases* ■ Dividends Paid**



Number of Shares Repurchased* (thousands)

N/A 1,408 1,695 1,994 2,598

Average Share Price of Shares Repurchased*

N/A \$106.51 \$121.99 \$121.98 \$115.49

*Under the Board of Directors' common stock repurchase authorization. **Reflects dividends paid to holders of common shares. ***Indicates amount remaining as of September 30, 2024 under the Board of Directors' \$1.5 billion common stock repurchase authorization approved on November 30, 2023.

Bank segment key credit trends

| <i>\$ in millions</i> | 4Q24 | vs. 4Q23 | vs. 3Q24 |
|--|-------|-------------|-------------|
| Bank loan provision for credit losses | \$ 22 | (39)% | NM |
| Net charge-offs | \$ 20 | 18% | 233% |
| | | 4Q23 | 3Q24 |
| Nonperforming assets as a % of total assets | 0.28% | 0.21% | 0.26% |
| Bank loan allowance for credit losses as a % of loans held for investment | 0.99% | 1.07% | 1.00% |
| <i>Bank loan allowance for credit losses on corporate loans as a % of corporate loans held for investment*</i> | 1.99% | 2.03% | 2.00% |
| Criticized loans as a % of loans held for investment | 1.47% | 1.17% | 1.15% |

Note: Our Bank segment includes Raymond James Bank and TriState Capital Bank.

*Corporate loans include commercial and industrial loans, commercial real estate loans, and real estate investment trust loans.

Outlook



Appendix

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

We utilize certain non-GAAP financial measures as additional measures to aid in, and enhance, the understanding of our financial results and related measures. These non-GAAP financial measures have been separately identified in this document. We believe certain of these non-GAAP financial measures provide useful information to management and investors by excluding certain material items that may not be indicative of our core operating results. We utilize these non-GAAP financial measures in assessing the financial performance of the business, as they facilitate a comparison of current- and prior-period results. We believe that return on tangible common equity and tangible book value per share are meaningful to investors as they facilitate comparisons of our results to the results of other companies. In the following tables, the tax effect of non-GAAP adjustments reflects the statutory rate associated with each non-GAAP item. These non-GAAP financial measures should be considered in addition to, and not as a substitute for, measures of financial performance prepared in accordance with GAAP. In addition, our non-GAAP financial measures may not be comparable to similarly titled non-GAAP financial measures of other companies. The following tables provide a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures for those periods which include non-GAAP adjustments.

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| \$ in millions | Three months ended | | | | | Twelve months ended | |
|---|--------------------|-------------------|----------------|---------------|--------------------|---------------------|--------------------|
| | September 30, 2023 | December 31, 2023 | March 31, 2024 | June 30, 2024 | September 30, 2024 | September 30, 2023 | September 30, 2024 |
| Net income available to common shareholders | \$ 432 | \$ 497 | \$ 474 | \$ 491 | \$ 601 | \$ 1,733 | \$ 2,063 |
| Non-GAAP adjustments: | | | | | | | |
| Expenses related to acquisitions: | | | | | | | |
| Compensation, commissions and benefits: | | | | | | | |
| Acquisition-related retention ⁽¹⁾ | 17 | 11 | 11 | 11 | 9 | 70 | 42 |
| Other acquisition-related compensation | — | — | — | — | — | 10 | — |
| Total “Compensation, commissions and benefits” expense | 17 | 11 | 11 | 11 | 9 | 80 | 42 |
| Communication and information processing | 2 | — | 1 | — | 1 | 2 | 2 |
| Professional fees | 3 | 1 | 1 | 1 | 1 | 3 | 4 |
| Other | | | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 12 | 11 | 11 | 11 | 11 | 45 | 44 |
| All other acquisition-related expenses | — | — | 2 | — | 3 | — | 5 |
| Total “Other” expense | 12 | 11 | 13 | 11 | 14 | 45 | 49 |
| Total expenses related to acquisitions | 34 | 23 | 26 | 23 | 25 | 130 | 97 |
| Other — Insurance settlement received ⁽³⁾ | — | — | — | — | — | (32) | — |
| Pre-tax impact of non-GAAP adjustments | 34 | 23 | 26 | 23 | 25 | 98 | 97 |
| Tax effect of non-GAAP adjustments | (9) | (6) | (6) | (6) | (5) | (25) | (23) |
| Total non-GAAP adjustments, net of tax | 25 | 17 | 20 | 17 | 20 | 73 | 74 |
| Adjusted net income available to common shareholders | \$ 457 | \$ 514 | \$ 494 | \$ 508 | \$ 621 | \$ 1,806 | \$ 2,137 |
| Pre-tax income | \$ 585 | \$ 630 | \$ 609 | \$ 644 | \$ 760 | \$ 2,280 | \$ 2,643 |
| Pre-tax impact of non-GAAP adjustments (as detailed above) | 34 | 23 | 26 | 23 | 25 | 98 | 97 |
| Adjusted pre-tax income | \$ 619 | \$ 653 | \$ 635 | \$ 667 | \$ 785 | \$ 2,378 | \$ 2,740 |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| | Three months ended | | | | |
|---|-----------------------|----------------------|-------------------|------------------|-----------------------|
| | September 30, 2023 | December 31, 2023 | March 31, 2024 | June 30, 2024 | September 30, 2024 |
| Pre-tax margin ⁽⁴⁾ | 19.2 % | 20.9 % | 19.5 % | 20.0 % | 22.0 % |
| Impact of non-GAAP adjustments on pre-tax margin: | | | | | |
| Expenses related to acquisitions: | | | | | |
| Compensation, commissions and benefits: | | | | | |
| Acquisition-related retention ⁽¹⁾ | 0.6 % | 0.4 % | 0.3 % | 0.3 % | 0.3 % |
| Other acquisition-related compensation | — % | — % | — % | — % | — % |
| Total “Compensation, commissions and benefits” expense | 0.6 % | 0.4 % | 0.3 % | 0.3 % | 0.3 % |
| Communication and information processing | — % | — % | — % | — % | — % |
| Professional fees | 0.1 % | — % | 0.1 % | — % | — % |
| Other: | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 0.4 % | 0.4 % | 0.4 % | 0.4 % | 0.3 % |
| All other acquisition-related expenses | — % | — % | 0.1 % | — % | 0.1 % |
| Total “Other” expense | 0.4 % | 0.4 % | 0.5 % | 0.4 % | 0.4 % |
| Total expenses related to acquisitions | 1.1 % | 0.8 % | 0.9 % | 0.7 % | 0.7 % |
| Other — Insurance settlement received ⁽³⁾ | — % | — % | — % | — % | — % |
| Total non-GAAP adjustments | 1.1 % | 0.8 % | 0.9 % | 0.7 % | 0.7 % |
| Adjusted pre-tax margin ⁽⁴⁾ | 20.3 % | 21.7 % | 20.4 % | 20.7 % | 22.7 % |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| <i>\$ in millions</i> | Three months ended | | | | |
|--|-----------------------|----------------------|-------------------|------------------|-----------------------|
| | September 30, 2023 | December 31, 2023 | March 31, 2024 | June 30, 2024 | September 30, 2024 |
| Compensation, commissions and benefits expense | \$ 1,892 | \$ 1,921 | \$ 2,043 | \$ 2,090 | \$ 2,159 |
| Less: Total compensation-related acquisition expenses ⁽¹⁾ | 17 | 11 | 11 | 11 | 9 |
| Adjusted compensation, commissions and benefits expense | <u>\$ 1,875</u> | <u>\$ 1,910</u> | <u>\$ 2,032</u> | <u>\$ 2,079</u> | <u>\$ 2,150</u> |
| Total compensation ratio ⁽⁵⁾ | 62.0 % | 63.8 % | 65.5 % | 64.7 % | 62.4 % |
| <u>Less the impact of non-GAAP adjustments on compensation ratio:</u> | | | | | |
| Acquisition-related retention ⁽¹⁾ | 0.6 % | 0.4 % | 0.3 % | 0.3 % | 0.3 % |
| Other acquisition-related compensation | — % | — % | — % | — % | — % |
| Total “Compensation, commissions and benefits” expenses related to acquisitions | <u>0.6 %</u> | <u>0.4 %</u> | <u>0.3 %</u> | <u>0.3 %</u> | <u>0.3 %</u> |
| Adjusted total compensation ratio ⁽⁵⁾ | <u>61.4 %</u> | <u>63.4 %</u> | <u>65.2 %</u> | <u>64.4 %</u> | <u>62.1 %</u> |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| | Three months ended | | | Twelve months ended | |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|
| | September 30, 2023 | June 30, 2024 | September 30, 2024 | September 30, 2023 | September 30, 2024 |
| Earnings per common share ⁽⁶⁾ | | | | | |
| Basic | \$ 2.07 | \$ 2.37 | \$ 2.93 | \$ 8.16 | \$ 9.94 |
| <i>Impact of non-GAAP adjustments on basic earnings per common share:</i> | | | | | |
| <i>Expenses related to acquisitions:</i> | | | | | |
| <i>Compensation, commissions and benefits:</i> | | | | | |
| Acquisition-related retention ⁽¹⁾ | 0.08 | 0.05 | 0.04 | 0.33 | 0.20 |
| Other acquisition-related compensation | — | — | — | 0.05 | — |
| Total “Compensation, commissions and benefits” expense | 0.08 | 0.05 | 0.04 | 0.38 | 0.20 |
| Communication and information processing | 0.01 | — | — | 0.01 | 0.01 |
| Professional fees | 0.01 | 0.01 | 0.01 | 0.01 | 0.02 |
| <i>Other:</i> | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 0.06 | 0.05 | 0.05 | 0.21 | 0.21 |
| All other acquisition-related expenses | — | — | 0.02 | — | 0.03 |
| Total “Other” expense | 0.06 | 0.05 | 0.07 | 0.21 | 0.24 |
| Total expenses related to acquisitions | 0.16 | 0.11 | 0.12 | 0.61 | 0.47 |
| Other — Insurance settlement received ⁽³⁾ | — | — | — | (0.15) | — |
| Tax effect of non-GAAP adjustments | (0.04) | (0.03) | (0.02) | (0.12) | (0.11) |
| Total non-GAAP adjustments, net of tax | 0.12 | 0.08 | 0.10 | 0.34 | 0.36 |
| Adjusted basic | \$ 2.19 | \$ 2.45 | \$ 3.03 | \$ 8.50 | \$ 10.30 |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| | Three months ended | | | Twelve months ended | |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|
| | September 30, 2023 | June 30, 2024 | September 30, 2024 | September 30, 2023 | September 30, 2024 |
| Earnings per common share ⁽⁶⁾ | | | | | |
| Diluted | \$ 2.02 | \$ 2.31 | \$ 2.86 | \$ 7.97 | \$ 9.70 |
| <u>Impact of non-GAAP adjustments on diluted earnings per common share:</u> | | | | | |
| Expenses related to acquisitions: | | | | | |
| <u>Compensation, commissions and benefits:</u> | | | | | |
| Acquisition-related retention ⁽¹⁾ | 0.08 | 0.05 | 0.04 | 0.32 | 0.20 |
| Other acquisition-related compensation | — | — | — | 0.05 | — |
| Total “Compensation, commissions and benefits” expense | 0.08 | 0.05 | 0.04 | 0.37 | 0.20 |
| Communication and information processing | 0.01 | — | — | 0.01 | 0.01 |
| Professional fees | 0.01 | 0.01 | — | 0.01 | 0.02 |
| <u>Other:</u> | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 0.05 | 0.05 | 0.05 | 0.21 | 0.21 |
| All other acquisition-related expenses | — | — | 0.02 | — | 0.02 |
| Total “Other” expense | 0.05 | 0.05 | 0.07 | 0.21 | 0.23 |
| Total expenses related to acquisitions | 0.15 | 0.11 | 0.11 | 0.60 | 0.46 |
| Other — Insurance settlement received ⁽³⁾ | — | — | — | (0.15) | — |
| Tax effect of non-GAAP adjustments | (0.04) | (0.03) | (0.02) | (0.12) | (0.11) |
| Total non-GAAP adjustments, net of tax | 0.11 | 0.08 | 0.09 | 0.33 | 0.35 |
| Adjusted diluted | \$ 2.13 | \$ 2.39 | \$ 2.95 | \$ 8.30 | \$ 10.05 |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

Book value per share

\$ in millions, except per share amounts

| | As of | | |
|--|-----------------------|------------------|-----------------------|
| | September 30, 2023 | June 30, 2024 | September 30, 2024 |
| Total common equity attributable to Raymond James Financial, Inc. | \$ 10,135 | \$ 11,118 | \$ 11,594 |
| <u>Less non-GAAP adjustments:</u> | | | |
| Goodwill and identifiable intangible assets, net | 1,907 | 1,884 | 1,886 |
| Deferred tax liabilities related to goodwill and identifiable intangible assets, net | (131) | (136) | (138) |
| Tangible common equity attributable to Raymond James Financial, Inc. | <u>\$ 8,359</u> | <u>\$ 9,370</u> | <u>\$ 9,846</u> |
| Common shares outstanding | 208.8 | 205.6 | 203.3 |
| Book value per share ⁽⁷⁾ | <u>\$ 48.54</u> | <u>\$ 54.08</u> | <u>\$ 57.03</u> |
| Tangible book value per share ⁽⁷⁾ | <u>\$ 40.03</u> | <u>\$ 45.57</u> | <u>\$ 48.43</u> |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| Return on common equity | Three months ended | | | Twelve months ended | |
|---|-----------------------|------------------|-----------------------|-----------------------|-----------------------|
| | September 30, 2023 | June 30, 2024 | September 30, 2024 | September 30, 2023 | September 30, 2024 |
| <i>\$ in millions</i> | | | | | |
| Average common equity ⁽⁸⁾ | \$ 10,003 | \$ 11,012 | \$ 11,356 | \$ 9,791 | \$ 10,893 |
| <u>Impact of non-GAAP adjustments on average common equity:</u> | | | | | |
| Expenses related to acquisitions: | | | | | |
| <u>Compensation, commissions and benefits:</u> | | | | | |
| Acquisition-related retention ⁽¹⁾ | 9 | 5 | 5 | 35 | 22 |
| Other acquisition-related compensation | — | — | — | 4 | — |
| Total “Compensation, commissions and benefits” expense | 9 | 5 | 5 | 39 | 22 |
| Communication and information processing | 1 | — | — | 1 | — |
| Professional fees | 2 | 1 | 1 | 1 | 2 |
| <u>Other:</u> | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 6 | 5 | 6 | 22 | 22 |
| All other acquisition-related expenses | — | — | 1 | — | 2 |
| Total “Other” expense | 6 | 5 | 7 | 22 | 24 |
| Total expenses related to acquisitions | 18 | 11 | 13 | 63 | 48 |
| Other — Insurance settlement received ⁽³⁾ | — | — | — | (26) | — |
| Tax effect of non-GAAP adjustments | (5) | (3) | (3) | (9) | (12) |
| Total non-GAAP adjustments, net of tax | 13 | 8 | 10 | 28 | 36 |
| Adjusted average common equity ⁽⁸⁾ | \$ 10,016 | \$ 11,020 | \$ 11,366 | \$ 9,819 | \$ 10,929 |

Note: Please refer to the footnotes on slide 29 for additional information.

Reconciliation of non-GAAP financial measures to GAAP financial measures (unaudited)

| Return on tangible common equity | Three months ended | | | Twelve months ended | |
|--|-----------------------|------------------|-----------------------|-----------------------|-----------------------|
| | September 30, 2023 | June 30, 2024 | September 30, 2024 | September 30, 2023 | September 30, 2024 |
| <i>\$ in millions</i> | | | | | |
| Average common equity ⁽⁸⁾ | \$ 10,003 | \$ 11,012 | \$ 11,356 | \$ 9,791 | \$ 10,893 |
| <u>Less:</u> | | | | | |
| Average goodwill and identifiable intangible assets, net | 1,918 | 1,889 | 1,885 | 1,928 | 1,896 |
| Average deferred tax liabilities related to goodwill and identifiable intangible assets, net | (130) | (135) | (137) | (129) | (134) |
| Average tangible common equity ⁽⁸⁾ | <u>\$ 8,215</u> | <u>\$ 9,258</u> | <u>\$ 9,608</u> | <u>\$ 7,992</u> | <u>\$ 9,131</u> |
| Impact of non-GAAP adjustments on average tangible common equity: | | | | | |
| Expenses related to acquisitions: | | | | | |
| <u>Compensation, commissions and benefits:</u> | | | | | |
| Acquisition-related retention ⁽¹⁾ | 9 | 5 | 5 | 35 | 22 |
| Other acquisition-related compensation | — | — | — | 4 | — |
| Total “Compensation, commissions and benefits” expense | 9 | 5 | 5 | 39 | 22 |
| Communication and information processing | 1 | — | — | 1 | — |
| Professional fees | 2 | 1 | 1 | 1 | 2 |
| <u>Other:</u> | | | | | |
| Amortization of identifiable intangible assets ⁽²⁾ | 6 | 5 | 6 | 22 | 22 |
| All other acquisition-related expenses | — | — | 1 | — | 2 |
| Total “Other” expense | 6 | 5 | 7 | 22 | 24 |
| Total expenses related to acquisitions | 18 | 11 | 13 | 63 | 48 |
| Other — Insurance settlement received ⁽³⁾ | — | — | — | (26) | — |
| Tax effect of non-GAAP adjustments | (5) | (3) | (3) | (9) | (12) |
| Total non-GAAP adjustments, net of tax | 13 | 8 | 10 | 28 | 36 |
| Adjusted average tangible common equity ⁽⁸⁾ | <u>\$ 8,228</u> | <u>\$ 9,266</u> | <u>\$ 9,618</u> | <u>\$ 8,020</u> | <u>\$ 9,167</u> |
| Return on common equity ⁽⁹⁾ | 17.3 % | 17.8 % | 21.2 % | 17.7 % | 18.9 % |
| Adjusted return on common equity ⁽⁹⁾ | 18.3 % | 18.4 % | 21.9 % | 18.4 % | 19.6 % |
| Return on tangible common equity ⁽⁹⁾ | 21.0 % | 21.2 % | 25.0 % | 21.7 % | 22.6 % |
| Adjusted return on tangible common equity ⁽⁹⁾ | 22.2 % | 21.9 % | 25.8 % | 22.5 % | 23.3 % |

Note: Please refer to the footnotes on slide 29 for additional information.

Footnotes

- (1) Includes acquisition-related compensation expenses primarily arising from equity and cash-based retention awards issued in conjunction with acquisitions in prior years. Such retention awards are generally contingent upon the post-closing continuation of service of certain associates who joined the firm as part of such acquisitions and are expensed over the requisite service period.
- (2) Amortization of identifiable intangible assets, which was included in "Other" expense, includes amortization of identifiable intangible assets arising from our acquisitions.
- (3) The twelve months ended September 30, 2023 included the favorable impact of a \$32 million insurance settlement received during the period related to a previously settled legal matter. This item has been reflected as an offset to Other expenses within our Other segment. In the computation of our non-GAAP financial measures, we have reversed the favorable impact of this item on adjusted pre-tax income and adjusted net income available to common shareholders.
- (4) Pre-tax margin is computed by dividing pre-tax income by net revenues for each respective period or, in the case of adjusted pre-tax margin, computed by dividing adjusted pre-tax income by net revenues for each respective period.
- (5) Total compensation ratio is computed by dividing compensation, commissions and benefits expense by net revenues for each respective period or, in the case of adjusted total compensation ratio, computed by dividing adjusted compensation, commissions and benefits expense by net revenues for each respective period.
- (6) Earnings per common share is computed by dividing net income available to common shareholders (less allocation of earnings and dividends to participating securities) by weighted-average common shares outstanding (basic or diluted as applicable) for each respective period or, in the case of adjusted earnings per common share, computed by dividing adjusted net income available to common shareholders (less allocation of earnings and dividends to participating securities) by weighted-average common shares outstanding (basic or diluted as applicable) for each respective period. The allocations of earnings and dividends to participating securities were \$1 million for each of the three months ended September 30, 2024, June 30, 2024, and September 30, 2023, and \$4 million and \$5 million for the twelve months ended September 30, 2024 and September 30, 2023, respectively.
- (7) Book value per share is computed by dividing total common equity attributable to Raymond James Financial, Inc. by the number of common shares outstanding at the end of each respective period or, in the case of tangible book value per share, computed by dividing tangible common equity by the number of common shares outstanding at the end of each respective period.
- (8) Average common equity for the quarter-to-date period is computed by adding the total common equity attributable to Raymond James Financial, Inc. as of the date indicated to the prior quarter-end total, and dividing by two, or in the case of average tangible common equity, computed by adding tangible common equity as of the date indicated to the prior quarter-end total, and dividing by two. For the year-to-date period, average common equity is computed by adding the total common equity attributable to Raymond James Financial, Inc. as of each quarter-end date during the indicated period to the beginning of year total, and dividing by five, or in the case of average tangible common equity, computed by adding tangible common equity as of each quarter-end date during the indicated period to the beginning of year total, and dividing by five. Adjusted average common equity is computed by adjusting for the impact on average common equity of the non-GAAP adjustments, as applicable for each respective period. Adjusted average tangible common equity is computed by adjusting for the impact on average tangible common equity of the non-GAAP adjustments, as applicable for each respective period.
- (9) Return on common equity is computed by dividing annualized net income available to common shareholders by average common equity for each respective period or, in the case of return on tangible common equity, computed by dividing annualized net income available to common shareholders by average tangible common equity for each respective period. Adjusted return on common equity is computed by dividing annualized adjusted net income available to common shareholders by adjusted average common equity for each respective period, or in the case of adjusted return on tangible common equity, computed by dividing annualized adjusted net income available to common shareholders by adjusted average tangible common equity for each respective period. Tangible common equity is defined as total common equity attributable to Raymond James Financial, Inc. less goodwill and identifiable intangible assets, net of related deferred taxes.