

# RAYMOND JAMES

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FOR IMMEDIATE RELEASE

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## RAYMOND JAMES FINANCIAL REPORTS AUGUST 2021 OPERATING DATA

ST. PETERSBURG, Fla. - Raymond James Financial, Inc. (NYSE: RJF) today reported selected operating data for August 2021, in an effort to provide timely information to investors about general trends in our major business segments. Due to the limited nature of this data, a consistent correlation to earnings should not be assumed.

Record client assets under administration of \$1.21 trillion increased 28% over August 2020 and 2% over July 2021. Record financial assets under management of \$197.8 billion increased 27% over August 2020 and 2% over July 2021. The increase of client assets was driven by equity market appreciation and the net addition of financial advisors in the Private Client Group.

“Record Private Client Group assets in fee-based accounts of \$643.5 billion grew 33% over August 2020, bolstered by strong financial advisor retention and recruiting across our multiple affiliation options,” said Chairman and CEO Paul Reilly. “Fixed income brokerage activity improved in August, while investment banking pipelines remain very strong.”

Record net loans at Raymond James Bank of \$25.0 billion increased 19% over August 2020 and 2% over July 2021.

Record clients' domestic cash sweep balances of \$65.6 billion increased 23% over August 2020 and 4% over July 2021.

### **About Raymond James Financial, Inc.**

Raymond James Financial, Inc. (NYSE: RJF) is a leading diversified financial services company providing private client group, capital markets, asset management, banking and other services to individuals, corporations and municipalities. The company has approximately 8,400 financial advisors. Total client assets are \$1.21 trillion. Public since 1983, the firm is listed on the New York Stock Exchange under the symbol RJF. Additional information is available at [www.raymondjames.com](http://www.raymondjames.com).

**Raymond James Financial, Inc.**  
**Selected Key Metrics**

<i>\$ in billions</i>	<b>As of</b>			<b>% change from</b>	
	<b>August 31, 2021</b>	August 31, 2020	July 31, 2021	August 31, 2020	July 31, 2021
Client assets under administration	<b>\$ 1,207.7</b>	\$ 945.2	\$ 1,180.4	28%	2%
Private Client Group assets under administration	<b>\$ 1,143.6</b>	\$ 899.2	\$ 1,117.7	27%	2%
Private Client Group assets in fee-based accounts	<b>\$ 643.5</b>	\$ 483.1	\$ 627.3	33%	3%
Financial assets under management	<b>\$ 197.8</b>	\$ 155.6	\$ 194.4	27%	2%
Raymond James Bank loans, net	<b>\$ 25.0</b>	\$ 21.0	\$ 24.5	19%	2%
Clients' domestic cash sweep balances	<b>\$ 65.6</b>	\$ 53.5	\$ 63.0	23%	4%