

## CORPORATE ACCESS

Meet face to face with qualified investors who have one objective – to learn more about your business.

At Raymond James, we have exclusive access to a global network of more than 1,800 institutional investors. Our Corporate Access program is designed to help your company receive the exposure it needs to attract highly qualified, relevant investors both domestically and abroad.

- Meet with prospective investors through professionally managed nondeal road shows, investor field trips, conference calls and industry events
- Receive accurate and timely feedback after you meet with investors

### MEET EXACTLY THE RIGHT PEOPLE

By ensuring you have the right contacts, we can help make your road trip a trip to success. Our industry-focused, knowledge-driven approach is supported by our award-winning equity research analysts and knowledgeable sales and trading teams. We use a proprietary database to track investor interest and use this insight to bring corporate clients to the attention of pre-qualified and interested investors. Our institutional investor network represents the world's leading money managers, as well as smaller managers that many large firms overlook.

In addition to Raymond James' annual Institutional Investors Conference – the largest, oldest and broadest investment conference of its kind – we also host specialized conferences all year long on the specific industry sectors our equity research team covers.

### MEET IN THE PERFECT PLACE WITH A PROFESSIONALLY PLANNED EVENT

We work with your management team to develop customized programs that meet your firm's specific needs and suit the style and profile of your company.

**“The best Milwaukee/Chicago trip ever – full schedule, investors were a good fit (including a lot of folks we hadn't met before) and good preparation by the Raymond James team.”**

**CFO, Manufacturing Company**, Following a trip to the Midwest

We determine the most appropriate venues for your objectives and assist with planning, preparation and follow through. Your personal coordinator will work closely with you to handle all logistics and ensure each event runs smoothly. From nondeal road shows to investor field trips, one-on-one meetings and conferences, we develop itineraries, manage venues and promptly follow up with prospective investors to obtain feedback.

**“It was a solid line-up of current and prospective shareholders. The day was not only well-organized, but also very relevant and worthwhile.”**

**President and CEO, Medical Device Company**  
Following a visit to the West Coast

### BENEFIT FROM RELEVANT REGIONAL RELATIONSHIPS

Our sales teams are based in the regions they cover, enabling them to develop close client relationships and obtain market color we use to ensure you are meeting with the right investors. Through our domestic and international offices, our institutional sales force currently serves more than 1,800 active accounts.

**RAYMOND JAMES®**

**WE MAKE YOUR BUSINESS OUR BUSINESS**

When you choose Raymond James Equity Capital Markets, you gain access to a team that knows your company and your industry via our unique supply chain approach. Across the globe, our 90 fundamental analysts cover 1,100 companies in eight core industries and more than 50 sectors. This coverage includes our expanding international platform, with analysts based in Canada, Europe and Latin America. Our team focuses on eight core industries:

- Business and Industrial Services
- Consumer
- Energy
- Financial Services
- Healthcare
- Real Estate
- Technology
- Telecommunications

**“We had many good meetings, and it was great to have the Raymond James team with us the whole time to help articulate the story.”**

**President and CEO, Semiconductor Company**  
Following a trip to Boston and New York

**CAPITAL MARKETS PRESS REVIEWS**

- We ranked third among “Top Research Sources” and fifth overall in the 2010 Greenwich Small/Mid Cap Portfolio Manager Study. And we were named quality leader for both “U.S. Equity Research & Analyst Service” and “U.S. Equity Sales Quality” in the 2010 study.<sup>1</sup>
- We were named “Middle Market Investment Bank of the Year” in Buyouts magazine’s “2010 Deal of the Year Yearbook.”<sup>2</sup>
- Our equity research analysts have achieved consistent recognition in the annual The Wall Street Journal “Best on the Street” survey. In 2010, Raymond James was tied for sixth place among all brokerage firms. Overall, Raymond James ranks seventh in cumulative awards over the past ten years.
- We ranked third in the 2010 Forbes Blue-Chip Analyst awards.<sup>3</sup>
- Our Latin American team received top honors in Institutional Investor’s 2009 Latin America Research Team ranking, placing first in Argentina and 11th overall in Latin America.<sup>4</sup>
- Our Canadian team ranked eighth in the Brendan Wood 2010 Canadian Equity Research survey.<sup>5</sup>

**LET OUR PEOPLE INTRODUCE YOU TO THE RIGHT PEOPLE.**

The Corporate Access program is designed to bring you face to face with a carefully selected audience. With Raymond James as part of your entourage, your company will be recognized and receive the attention it deserves. To make the right connections for your business, connect with Mary Turnbull today.

**MARY TURNBULL // DIRECTOR, CORPORATE ACCESS**

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The Wall Street Journal does not sponsor, endorse or approve Raymond James' investment programs. Past performance may not be indicative of future results. <sup>1</sup>Participants are asked about their use of and demand for financial services and products, and about the most important risks and trends in related financial markets. They are also asked to name the sell-side providers they use, including equity brokers, fixed-income dealers, foreign exchange and derivatives dealers, investment banks, corporate banks, and others. Greenwich Associates aggregates these service quality ratings into scores on the Greenwich Quality Index (GQI). Firms named as Greenwich Leaders have distinguished themselves from their competitors by receiving GQI scores that exceed those of their competitors by a statistically significant margin. <sup>2</sup>Criteria based on origination, innovation, timeliness, financing structure and subsequent refinancing, the success of any add-on transactions, and operational and personnel improvements exit strategy. <sup>3</sup>In each industry, Zack Investment Research ranks security analysts on their stock-picking skills over the three calendar years ended March 31, 2010, and separately ranks the same analysts on their earnings-per-share forecasting accuracy, by company, for the three most recent fiscal years available prior to publication of these analyst rankings. <sup>4</sup>Ranking of the region's top equity analysts as determined by the world's leading money managers <sup>5</sup>The survey of 258 money managers and buy-side analysts was conducted during the 12 months that ended Sept. 1. Analysts are chosen on the basis of whether survey participants would pay for their research, as well as analysts' investment ideas, quality of analysis and knowledge of their sector.