THE RAYMOND JAMES DIFFERENCE FOR INSTITUTIONS

Customized strategies designed for evolving needs

RAYMOND JAMES

A history of strength and stability

Raymond James has always been a different kind of firm. One that embraces long-term planning and methodical decision-making and remains focused on what matters most: you, the client. That mindset informs the differentiated capabilities and personalized strategies we provide to institutions to meet even the most complex financial needs.

Our approach has continually supported our growth as a preeminent financial firm serving clients across North America and overseas, including corporations, institutions and municipalities, through significant capital markets, banking and asset management services.

More than 59 years later, Raymond James has upheld a reputation of strength and stability through every kind of market environment.

A heritage of service,
a future of opportunity

Your needs as an institution are substantial and specific. You have a mission that requires your full commitment, and an organization that desires stability and guidance. We understand your responsibilities as a fiduciary and are equipped with the resources to ensure your organization has a strong base to support its trajectory.

We offer access to global opportunity, working across asset classes and market sectors to provide sophisticated, customized strategies. Our team of analysts conducts rigorous research and identifies high-quality investments and open architecture products to bring your portfolio the diversity it needs.

We serve a wide spectrum of institutions, endowments, foundations, nonprofits, corporations and municipalities as well as other investment groups. With a history of steady strength behind us, we look forward to helping you create an even more prosperous future.

The Raymond James difference

SOPHISTICATED CAPABILITIES FOR INSTITUTIONS

It's time to think beyond Wall Street when seeking premium products and strategies to support your institution's needs. We offer the state-of-the-art technology, expert counsel and global platform to pursue your goals. Our trusted service is backed by precise execution and a tireless commitment to your organization's mission.

A CULTURE OF INDEPENDENCE

We abide by rigorously held tenets of integrity and independent investment counsel when working with you, taking the time and effort to craft truly custom strategies. We begin by gaining a thorough understanding of your responsibilities and objectives before developing high-quality, holistic investment plans – completely tailored to your institution's needs.

ACCOUNT ACCESS

Your time is your most valuable resource, and we respect that. That's why our online portal, Client Access, was designed to serve as a convenient and secure gateway to all of your accounts. Featuring advanced encryption technology, the site enables you to view your investments in detail, including cost basis and transaction data, statements and tax-reporting documents.

INFORMATION SECURITY

Putting the needs of your organization first – including its need for privacy and security – is a mission we take seriously. We take a proactive, multilayered approach when it comes to the protection of your accounts and personal data. We surpass the standard security measures of financial services firms, offering a dedicated cyberthreat center, the latest encryption technology and more.

Services to enhance **your mission**

In addition to the comprehensive financial capabilities you need and expect – such as risk management, alternative investments, fixed income and retirement plan solutions – we are able to further enhance your institution's mission with our premium specialty service offerings.

INSTITUTIONAL CONSULTING SERVICES

Strategic support for fiduciaries

- Sales and trading
- Portfolio monitoring and analysis
- Spending policy review and counsel
- Guidance on your organization's fiduciary stewardship
- Investment policy statements
- Private institutional client capabilities
- Investment banking capabilities

CAPITAL MARKETS

Global opportunity for investors

- Trade execution across asset classes
- Global and proprietary research capabilities
- Foreign exchange
- Hedging and monetization
- Restricted stock sales

GLOBAL CUSTODY AND PRIME BROKERAGE

A breadth of services to support your needs

- Prime brokerage services
- Securities processing and settlement
- Asset preservation
- Comprehensive reporting
- Foreign exchange
- Full tax lot recordkeeping

Diversification does not guarantee a profit nor protect against loss. Alternative investment strategies involve greater risks and are not appropriate for all investors. International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets.

The power of thinking long term

1962
Bob James founds Robert A. James Investments.

1964
Robert A. James Investments merges with Raymond and Associates. First branch office opens.

1970
Tom James is named CEO.

1973
Raymond James takes a seat on the New York Stock Exchange.

1983
Raymond James completes $14 million IPO.

1994
Raymond James publishes the first Client Bill of Rights.

1999
The firm purchases the naming rights to Tampa's new stadium, christening it Raymond James Stadium.

2009
Raymond James survives the Great Recession without financial assistance from Congress and thrives, kicking off a period of significant growth.

2010
Paul C. Reilly succeeds Tom James as CEO.

2012
Raymond James celebrates 50 years of client-first service.

2015
Raymond James and Morgan Keegan unite to become one of the largest wealth management and investment banking firms in the country not headquartered on Wall Street.

2017
Raymond James is selected to be a part of the S&P 500® index.*

2020
Raymond James surpasses $1 trillion in client assets under administration.

2021
The firm publishes its inaugural Corporate Responsibility Report, documenting its long-standing values-based culture and efforts to continue to build upon that history.

*The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. One cannot invest directly in an index.

RAYMOND JAMES®

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