



Fiscal 3Q24 Results

July 24, 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 3Q24 highlights

<i>\$ in millions, except per share amounts</i>		3Q24	vs. 3Q23	vs. 2Q24
<u>As reported:</u>				
Net revenues	RECORD	\$ 3,228	11%	4%
Net income available to common shareholders		\$ 491	33%	4%
Earnings per common share — diluted		\$ 2.31	35%	4%
			3Q23	2Q24
Return on common equity — annualized		17.8%	14.9%	17.5%
<u>Non-GAAP measures*:</u>				
Adjusted net income available to common shareholders		\$ 508	27%	3%
Adjusted earnings per common share — diluted		\$ 2.39	29%	3%
			3Q23	2Q24
Adjusted return on common equity — annualized		18.4%	16.1%	18.3%
Adjusted return on tangible common equity — annualized		21.9%	19.7%	21.8%

*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 3Q24 key metrics

<i>\$ in billions</i>		3Q24	vs. 3Q23	vs. 2Q24
Client assets under administration	RECORD	\$ 1,476.2	15%	2%
Private Client Group (PCG) assets under administration	RECORD	\$ 1,415.7	15%	2%
PCG assets in fee-based accounts	RECORD	\$ 820.6	18%	3%
Financial assets under management	RECORD	\$ 229.3	14%	1%
Total clients' domestic cash sweep and Enhanced Savings Program balances		\$ 56.4	(3)%	(3)%
PCG financial advisors*	RECORD	8,782	1%	—%
Bank loans, net	RECORD	\$ 45.1	4%	2%
			3Q23	2Q24
Domestic PCG net new assets**		\$ 16.5	\$ 14.4	\$ 9.6
Domestic PCG net new assets growth — annualized**		5.2%	5.4%	3.2%

*This metric includes the impact of the transfer of approximately 50 financial advisors to our Registered Investment Advisor & Custody Services ("RCS") division during our fiscal third quarter of 2024, primarily related to one firm with financial advisors previously affiliated as independent contractors. Advisors in RCS are not included in the financial advisor count, although their assets are still included in client assets under administration. **Domestic Private Client Group net new assets represents domestic Private Client Group client inflows, including dividends and interest, less domestic Private Client Group client outflows, including commissions, advisory fees and other fees. The Domestic Private Client Group net new asset growth — annualized percentage is based on the beginning Domestic Private Client Group assets under administration balance for the indicated period.

Fiscal 3Q24 segment results

<i>\$ in millions</i>		3Q24	VS. 3Q23	VS. 2Q24
<u>Net revenues:</u>				
Private Client Group	RECORD	\$ 2,416	11%	3%
Capital Markets		\$ 330	20%	3%
Asset Management	RECORD	\$ 265	17%	5%
Bank		\$ 418	(19)%	(1)%
Consolidated net revenues	RECORD	\$ 3,228	11%	4%
<u>Pre-tax income/(loss):</u>				
Private Client Group		\$ 441	7%	(1)%
Capital Markets		\$ (14)	59%	18%
Asset Management		\$ 112	26%	12%
Bank		\$ 115	74%	53%
Consolidated pre-tax income		\$ 644	33%	6%

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

FYTD 2024 highlights (9 months)

<i>\$ in millions, except per share amounts</i>		FYTD 2024	vs. FYTD 2023
<u>As reported:</u>			
Net revenues	RECORD	\$ 9,359	9%
Net income available to common shareholders	RECORD	\$ 1,462	12%
Earnings per common share — diluted	RECORD	\$ 6.85	15%
			FYTD 2023
Return on common equity — annualized		18.2%	17.9%
 <u>Non-GAAP measures*:</u>			
Adjusted net income available to common shareholders	RECORD	\$ 1,516	12%
Adjusted earnings per common share — diluted	RECORD	\$ 7.10	15%
			FYTD 2023
Adjusted return on common equity — annualized		18.8%	18.5%
Adjusted return on tangible common equity — annualized		22.5%	22.7%

*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.

FYTD 2024 segment results (9 months)

<i>\$ in millions</i>		FYTD 2024	vs. FYTD 2023
<u>Net revenues:</u>			
Private Client Group	RECORD	\$ 6,983	9%
Capital Markets		\$ 989	13%
Asset Management	RECORD	\$ 752	16%
Bank		\$ 1,283	(18)%
Consolidated net revenues	RECORD	\$ 9,359	9%
<u>Pre-tax income/(loss):</u>			
Private Client Group	RECORD	\$ 1,324	3%
Capital Markets		\$ (28)	67%
Asset Management	RECORD	\$ 305	22%
Bank		\$ 282	(4)%
Consolidated pre-tax income	RECORD	\$ 1,883	11%

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

Financial Review

Paul Shoukry

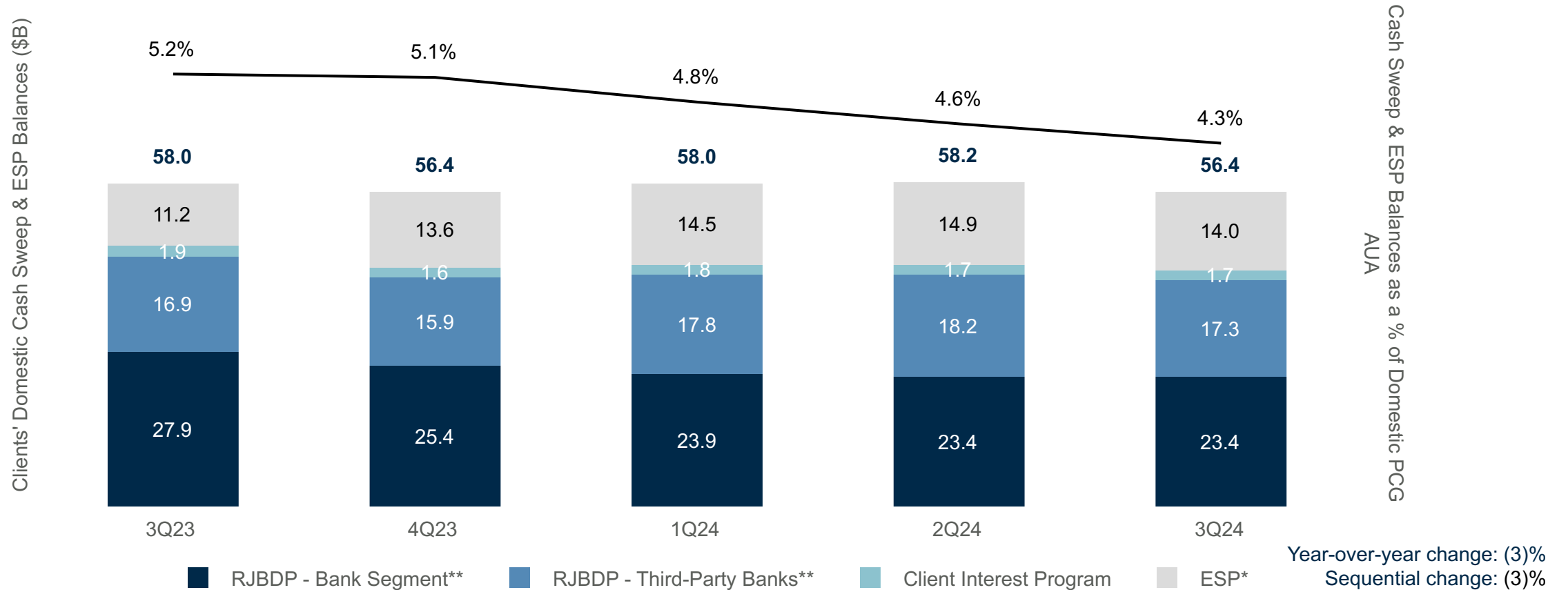
President and Chief Financial Officer, Raymond James Financial

Consolidated net revenues

<i>\$ in millions</i>	3Q24	vs. 3Q23	vs. 2Q24
Asset management and related administrative fees	\$ 1,611	17%	6%
Brokerage revenues	532	15%	1%
Account and service fees	328	24%	(2)%
Investment banking	183	21%	2%
Interest income	1,057	7%	1%
Other	51	(11)%	65%
Total revenues	3,762	14%	3%
Interest expense	(534)	38%	3%
Net revenues	\$ 3,228	11%	4%

Domestic cash sweep and ESP balances

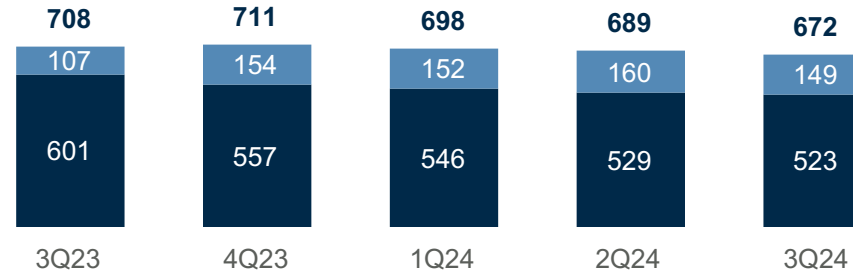
CLIENTS' DOMESTIC CASH SWEEP & ENHANCED SAVINGS PROGRAM (ESP)* BALANCES AS A % OF DOMESTIC PCG ASSETS UNDER ADMINISTRATION (AUA)



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 (RJBBDP), 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)

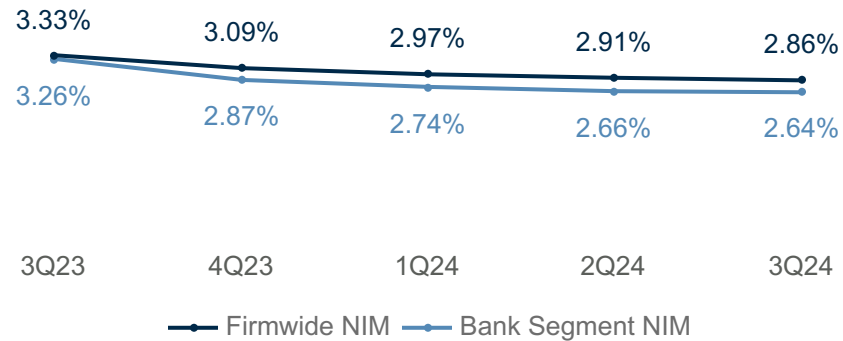
\$ IN MILLIONS



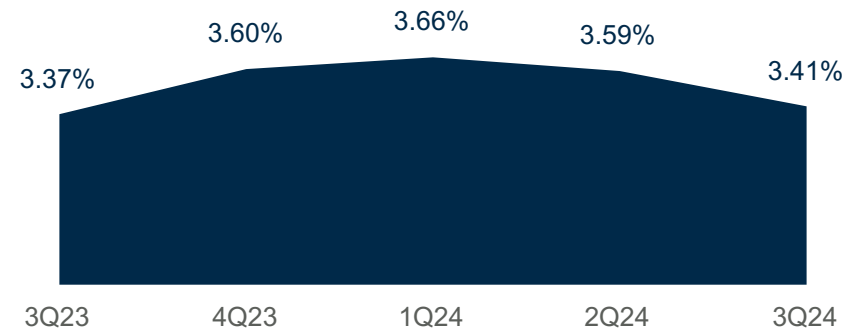
■ Firmwide Net Interest Income
■ RJBDP Fees (Third-Party Banks)*

Year-over-year change: (5)%
 Sequential change: (2)%

NET INTEREST MARGIN (NIM)



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



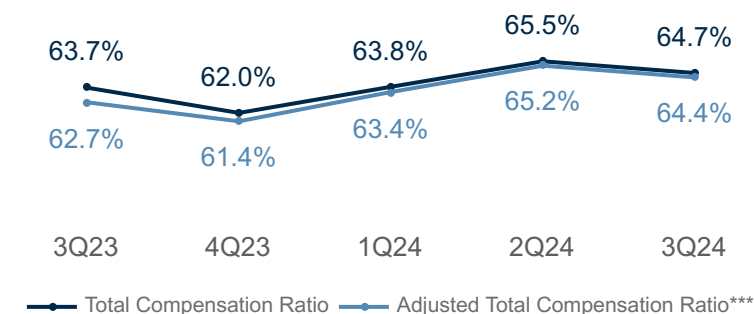
*As reported in "Account and service fees" in the PCG segment.

**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.

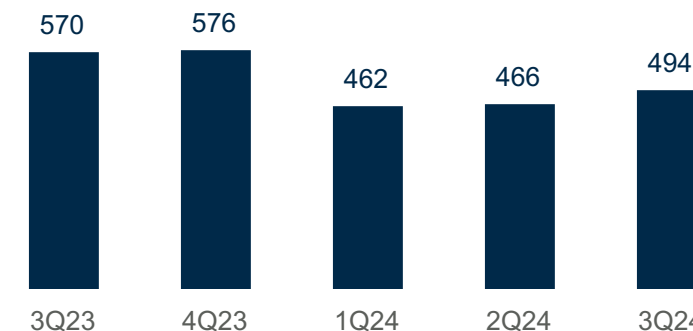
Consolidated expenses

<i>\$ in millions</i>	3Q24	vs. 3Q23	vs. 2Q24
Compensation, commissions and benefits	\$ 2,090	13%	2%
Non-compensation expenses:			
Communications and information processing	166	11%	1%
Occupancy and equipment	75	10%	3%
Business development	72	9%	20%
Investment sub-advisory fees	48	20%	9%
Professional fees	38	9%	15%
Bank loan provision/(benefit) for credit losses	(10)	NM	NM
Other*	105	(34)%	50%
Total non-compensation expenses	494	(13)%	6%
Total non-interest expenses	\$ 2,584	7%	3%

TOTAL COMPENSATION RATIO**

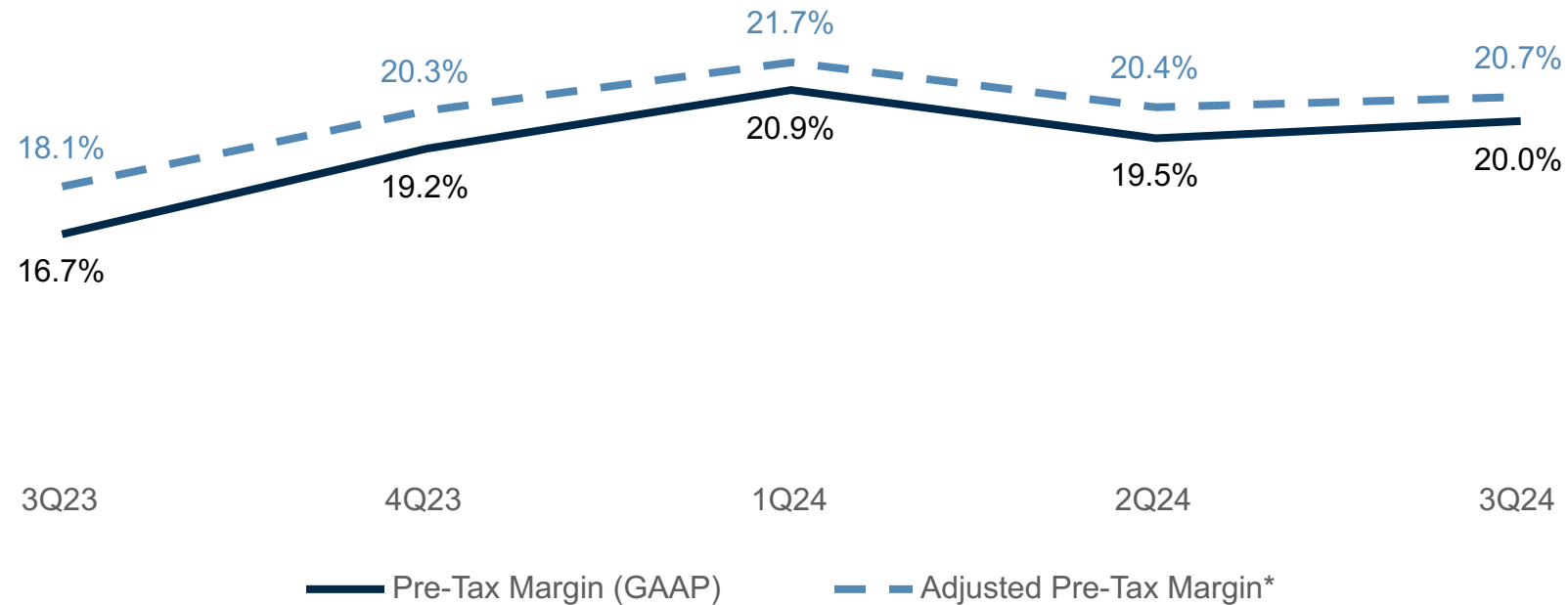


TOTAL NON-COMPENSATION EXPENSES
\$ IN MILLIONS



*Provisions for legal and regulatory matters did not have a significant impact on our results for 3Q24. 3Q23 included the unfavorable impact of elevated provisions for legal and regulatory matters. 2Q24 included the favorable impact of a legal and regulatory reserve release. **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>	3Q24	vs. 3Q23	vs. 2Q24
Total assets	\$ 80,628	4%	(1)%
RJF corporate cash*	\$ 2,109	23%	4%
Total common equity attributable to RJF	\$ 11,118	13%	2%
Book value per share	\$ 54.08	14%	3%
Tangible book value per share**	\$ 45.57	18%	3%
Weighted-average common and common equivalent shares outstanding — diluted	212.3	(1)%	(1)%
		3Q23	2Q24
Tier 1 leverage ratio***	12.7%	11.4%	12.3%
Tier 1 capital ratio***	22.2%	20.6%	21.9%
Common equity tier 1 ratio***	22.0%	20.4%	21.8%
Total capital ratio***	23.6%	22.0%	23.3%
Effective tax rate	23.6%	24.1%	21.8%

*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

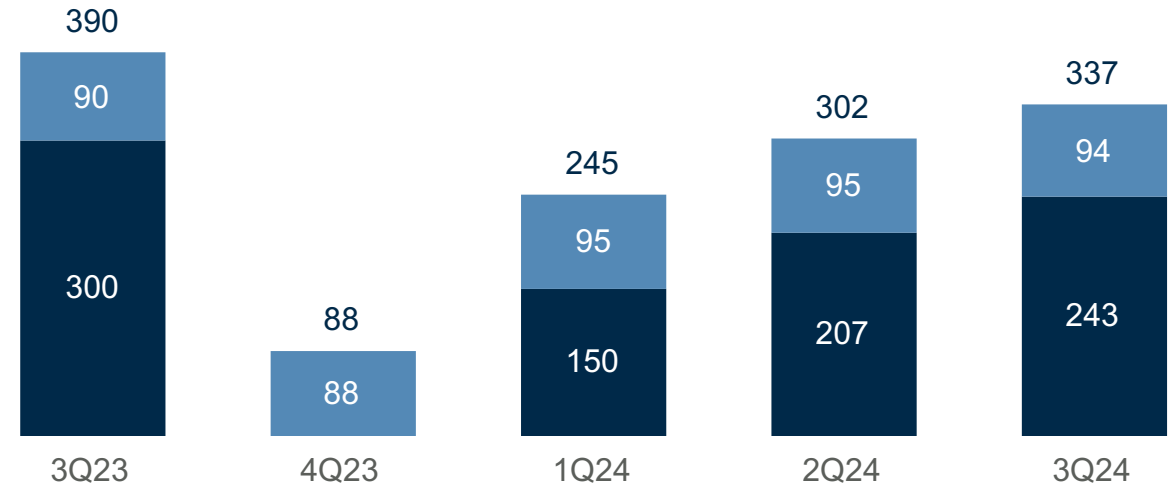
of dividends paid and share repurchases over the past 5 quarters

~\$945M

remains under current common stock repurchase authorization***

DIVIDENDS PAID AND SHARE REPURCHASES \$ IN MILLIONS

■ Share Repurchases* ■ Dividends Paid**



Number of Shares Repurchased* (thousands)

3,314 N/A 1,408 1,695 1,994

Average Share Price of Shares Repurchased*

\$90.51 N/A \$106.51 \$121.99 \$121.98

*Under the Board of Directors' common stock repurchase authorization. **Reflects dividends paid to holders of common shares. ***Indicates amount remaining as of June 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>	3Q24	vs. 3Q23	vs. 2Q24
Bank loan provision/(benefit) for credit losses	\$ (10)	NM	NM
Net charge-offs	\$ 6	(60)%	(79)%
		3Q23	2Q24
Nonperforming assets as a % of total assets	0.26%	0.21%	0.31%
Bank loan allowance for credit losses as a % of loans held for investment	1.00%	1.04%	1.06%
<i>Bank loan allowance for credit losses on corporate loans as a % of corporate loans held for investment*</i>	2.00%	1.90%	2.05%
Criticized loans as a % of loans held for investment	1.15%	0.94%	1.21%

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					Nine months ended	
	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024	June 30, 2023	June 30, 2024
Net income available to common shareholders	\$ 369	\$ 432	\$ 497	\$ 474	\$ 491	\$ 1,301	\$ 1,462
Non-GAAP adjustments:							
Expenses related to acquisitions:							
Compensation, commissions and benefits:							
Acquisition-related retention ⁽¹⁾	18	17	11	11	11	53	33
Other acquisition-related compensation	10	—	—	—	—	10	—
Total "Compensation, commissions and benefits" expense	28	17	11	11	11	63	33
Communication and information processing	—	2	—	1	—	—	1
Professional fees	1	3	1	1	1	1	3
Other							
Amortization of identifiable intangible assets ⁽²⁾	11	12	11	11	11	33	33
All other acquisition-related expenses	—	—	—	2	—	—	2
Total "Other" expense	11	12	11	13	11	33	35
Total expenses related to acquisitions	40	34	23	26	23	97	72
Other — Insurance settlement received ⁽³⁾	—	—	—	—	—	(32)	—
Pre-tax impact of non-GAAP adjustments	40	34	23	26	23	65	72
Tax effect of non-GAAP adjustments	(10)	(9)	(6)	(6)	(6)	(16)	(18)
Total non-GAAP adjustments, net of tax	30	25	17	20	17	49	54
Adjusted net income available to common shareholders	\$ 399	\$ 457	\$ 514	\$ 494	\$ 508	\$ 1,350	\$ 1,516
Pre-tax income	\$ 486	\$ 585	\$ 630	\$ 609	\$ 644	\$ 1,695	\$ 1,883
Pre-tax impact of non-GAAP adjustments (as detailed above)	40	34	23	26	23	65	72
Adjusted pre-tax income	\$ 526	\$ 619	\$ 653	\$ 635	\$ 667	\$ 1,760	\$ 1,955

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				
	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024
Pre-tax margin ⁽⁴⁾	16.7 %	19.2 %	20.9 %	19.5 %	20.0 %
Impact of non-GAAP adjustments on pre-tax margin:					
Expenses related to acquisitions:					
Compensation, commissions and benefits:					
Acquisition-related retention ⁽¹⁾	0.7 %	0.6 %	0.4 %	0.3 %	0.3 %
Other acquisition-related compensation	0.3 %	— %	— %	— %	— %
Total “Compensation, commissions and benefits” expense	1.0 %	0.6 %	0.4 %	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 %	0.4 %
All other acquisition-related expenses	— %	— %	— %	0.1 %	— %
Total “Other” expense	0.4 %	0.4 %	0.4 %	0.5 %	0.4 %
Total expenses related to acquisitions	1.4 %	1.1 %	0.8 %	0.9 %	0.7 %
Other — Insurance settlement received ⁽³⁾	— %	— %	— %	— %	— %
Total non-GAAP adjustments	1.4 %	1.1 %	0.8 %	0.9 %	0.7 %
Adjusted pre-tax margin ⁽⁴⁾	18.1 %	20.3 %	21.7 %	20.4 %	20.7 %

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				
	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	June 30, 2024
Compensation, commissions and benefits expense	\$ 1,851	\$ 1,892	\$ 1,921	\$ 2,043	\$ 2,090
Less: Total compensation-related acquisition expenses ⁽¹⁾	28	17	11	11	11
Adjusted compensation, commissions and benefits expense	<u>\$ 1,823</u>	<u>\$ 1,875</u>	<u>\$ 1,910</u>	<u>\$ 2,032</u>	<u>\$ 2,079</u>
Total compensation ratio ⁽⁵⁾	63.7 %	62.0 %	63.8 %	65.5 %	64.7 %
<u>Less the impact of non-GAAP adjustments on compensation ratio:</u>					
Acquisition-related retention ⁽¹⁾	0.7 %	0.6 %	0.4 %	0.3 %	0.3 %
Other acquisition-related compensation	0.3 %	— %	— %	— %	— %
Total “Compensation, commissions and benefits” expenses related to acquisitions	<u>1.0 %</u>	<u>0.6 %</u>	<u>0.4 %</u>	<u>0.3 %</u>	<u>0.3 %</u>
Adjusted total compensation ratio ⁽⁵⁾	<u>62.7 %</u>	<u>61.4 %</u>	<u>63.4 %</u>	<u>65.2 %</u>	<u>64.4 %</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			Nine months ended	
	June 30, 2023	March 31, 2024	June 30, 2024	June 30, 2023	June 30, 2024
Earnings per common share ⁽⁶⁾					
Basic	\$ 1.75	\$ 2.27	\$ 2.37	\$ 6.09	\$ 7.02
<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⁾	0.09	0.05	0.05	0.25	0.16
Other acquisition-related compensation	0.05	—	—	0.05	—
Total “Compensation, commissions and benefits” expense	0.14	0.05	0.05	0.30	0.16
Communication and information processing	—	0.01	—	—	—
Professional fees	—	0.01	0.01	—	0.01
<i>Other:</i>					
Amortization of identifiable intangible assets ⁽²⁾	0.05	0.05	0.05	0.16	0.17
All other acquisition-related expenses	—	0.01	—	—	0.01
Total “Other” expense	0.05	0.06	0.05	0.16	0.18
Total expenses related to acquisitions	0.19	0.13	0.11	0.46	0.35
Other — Insurance settlement received ⁽³⁾	—	—	—	(0.15)	—
Tax effect of non-GAAP adjustments	(0.05)	(0.03)	(0.03)	(0.08)	(0.09)
Total non-GAAP adjustments, net of tax	0.14	0.10	0.08	0.23	0.26
Adjusted basic	\$ 1.89	\$ 2.37	\$ 2.45	\$ 6.32	\$ 7.28

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			Nine months ended	
	June 30, 2023	March 31, 2024	June 30, 2024	June 30, 2023	June 30, 2024
Earnings per common share ⁽⁶⁾					
Diluted	\$ 1.71	\$ 2.22	\$ 2.31	\$ 5.95	\$ 6.85
<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⁾	0.09	0.05	0.05	0.24	0.15
Other acquisition-related compensation	0.05	—	—	0.05	—
Total “Compensation, commissions and benefits” expense	0.14	0.05	0.05	0.29	0.15
Communication and information processing	—	—	—	—	—
Professional fees	—	0.01	0.01	—	0.01
<u>Other:</u>					
Amortization of identifiable intangible assets ⁽²⁾	0.05	0.05	0.05	0.15	0.16
All other acquisition-related expenses	—	0.01	—	—	0.01
Total “Other” expense	0.05	0.06	0.05	0.15	0.17
Total expenses related to acquisitions	0.19	0.12	0.11	0.44	0.33
Other — Insurance settlement received ⁽³⁾	—	—	—	(0.15)	—
Tax effect of non-GAAP adjustments	(0.05)	(0.03)	(0.03)	(0.07)	(0.08)
Total non-GAAP adjustments, net of tax	0.14	0.09	0.08	0.22	0.25
Adjusted diluted	\$ 1.85	\$ 2.31	\$ 2.39	\$ 6.17	\$ 7.10

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		
	June 30, 2023	March 31, 2024	June 30, 2024
Total common equity attributable to Raymond James Financial, Inc.	\$ 9,870	\$ 10,905	\$ 11,118
<u>Less non-GAAP adjustments:</u>			
Goodwill and identifiable intangible assets, net	1,928	1,894	1,884
Deferred tax liabilities related to goodwill and identifiable intangible assets, net	(129)	(134)	(136)
Tangible common equity attributable to Raymond James Financial, Inc.	<u>\$ 8,071</u>	<u>\$ 9,145</u>	<u>\$ 9,370</u>
Common shares outstanding	208.5	207.3	205.6
Book value per share ⁽⁷⁾	<u>\$ 47.34</u>	<u>\$ 52.60</u>	<u>\$ 54.08</u>
Tangible book value per share ⁽⁷⁾	<u>\$ 38.71</u>	<u>\$ 44.11</u>	<u>\$ 45.57</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			Nine months ended	
	June 30, 2023	March 31, 2024	June 30, 2024	June 30, 2023	June 30, 2024
<i>\$ in millions</i>					
Average common equity⁽⁸⁾	\$ 9,873	\$ 10,808	\$ 11,012	\$ 9,705	\$ 10,717
<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	6	5	27	17
Other acquisition-related compensation	4	—	—	2	—
Total “Compensation, commissions and benefits” expense	13	6	5	29	17
Communication and information processing	—	—	—	—	—
Professional fees	1	—	1	—	2
<u>Other:</u>					
Amortization of identifiable intangible assets ⁽²⁾	6	6	5	17	16
All other acquisition-related expenses	—	1	—	—	1
Total “Other” expense	6	7	5	17	17
Total expenses related to acquisitions	20	13	11	46	36
Other — Insurance settlement received ⁽³⁾	—	—	—	(24)	—
Tax effect of non-GAAP adjustments	(5)	(3)	(3)	(5)	(9)
Total non-GAAP adjustments, net of tax	15	10	8	17	27
Adjusted average common equity⁽⁸⁾	\$ 9,888	\$ 10,818	\$ 11,020	\$ 9,722	\$ 10,744

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			Nine months ended	
	June 30, 2023	March 31, 2024	June 30, 2024	June 30, 2023	June 30, 2024
<i>\$ in millions</i>					
Average common equity ⁽⁸⁾	\$ 9,873	\$ 10,808	\$ 11,012	\$ 9,705	\$ 10,717
Less:					
Average goodwill and identifiable intangible assets, net	1,930	1,901	1,889	1,932	1,898
Average deferred tax liabilities related to goodwill and identifiable intangible assets, net	(128)	(133)	(135)	(128)	(133)
Average tangible common equity ⁽⁸⁾	<u>\$ 8,071</u>	<u>\$ 9,040</u>	<u>\$ 9,258</u>	<u>\$ 7,901</u>	<u>\$ 8,952</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	6	5	27	17
Other acquisition-related compensation	4	—	—	2	—
Total “Compensation, commissions and benefits” expense	<u>13</u>	<u>6</u>	<u>5</u>	<u>29</u>	<u>17</u>
Communication and information processing	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>
Professional fees	<u>1</u>	<u>—</u>	<u>1</u>	<u>—</u>	<u>2</u>
<u>Other:</u>					
Amortization of identifiable intangible assets ⁽²⁾	6	6	5	17	16
All other acquisition-related expenses	—	1	—	—	1
Total “Other” expense	<u>6</u>	<u>7</u>	<u>5</u>	<u>17</u>	<u>17</u>
Total expenses related to acquisitions	<u>20</u>	<u>13</u>	<u>11</u>	<u>46</u>	<u>36</u>
Other — Insurance settlement received ⁽³⁾	<u>—</u>	<u>—</u>	<u>—</u>	<u>(24)</u>	<u>—</u>
Tax effect of non-GAAP adjustments	(5)	(3)	(3)	(5)	(9)
Total non-GAAP adjustments, net of tax	<u>15</u>	<u>10</u>	<u>8</u>	<u>17</u>	<u>27</u>
Adjusted average tangible common equity ⁽⁸⁾	<u>\$ 8,086</u>	<u>\$ 9,050</u>	<u>\$ 9,266</u>	<u>\$ 7,918</u>	<u>\$ 8,979</u>
Return on common equity ⁽⁹⁾	14.9 %	17.5 %	17.8 %	17.9 %	18.2 %
Adjusted return on common equity ⁽⁹⁾	16.1 %	18.3 %	18.4 %	18.5 %	18.8 %
Return on tangible common equity ⁽⁹⁾	18.3 %	21.0 %	21.2 %	22.0 %	21.8 %
Adjusted return on tangible common equity ⁽⁹⁾	19.7 %	21.8 %	21.9 %	22.7 %	22.5 %

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 nine months ended June 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 June 30, 2024, March 31, 2024, and June 30, 2023, and \$3 million and \$4 million for the nine months ended June 30, 2024 and June 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 four, 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 four. 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.