RAYMOND JAMES®

BUSINESS MODEL CHART

Independent Advisory Services (IAS)

Setting	• 20 locations, including 10 main corporate branches: Calgary, Edmonton, Kelowna, Montreal, Ottawa, Saskatoon, Toronto, Vancouver, Victoria and Waterloo
Registration Details	• CIRO registered financial advisors and portfolio managers
Qualifications	• $60M in AUA, and • $600,000 in T12 revenue
Payout	• Up to 56% in cash compensation • Up to 5% in Raymond James Financial, Inc. stock (RSUs) • Up to $150,000 in Net New Asset (NNA) bonuses
Support Team	• Collaborate with Human Resources to hire support staff, who are employees of Raymond James Ltd. • Employees are offered a comprehensive group benefits package, and support staff may qualify for a corporate bonus • Each branch is supported by a dedicated team including a branch administrator, financial planner, branch compliance supervisor and branch manager
Location & Office Expenses	• Covered by Raymond James Ltd. • A percentage of the revenues go towards advisor's support team. Support staff salaries are covered by RJ based on a ratio of advisor revenue
Compliance	• Tier 1 supervision covered by Branch Manager • Tier 2 supervision/oversight covered by corporate compliance
Resources & Technology	• Complete access to integrated financial planning platforms, performance reporting, CRM, mobile capabilities, research and more
U.S. Licensing	• Raymond James (USA) Ltd. is regulated by FINRA and the SEC, and provides cross border solutions to qualified advisors
Total Wealth Solutions	**Insurance**: Non-licensed advisors can access in-house insurance experts for a wide range of products (life, health, annuities, benefits, retirement) • Life-licensed advisors can offer insurance products, including seg funds, through Raymond James Financial Planning Ltd. (RJFP) • In-house agents offer services for a fee to non-licensed advisors **Trust & Estates**: Our trust company provides solutions with dedicated support from a specialized team of estate and trust professionals across Canada. Executor, POA, and trustee solutions to facilitate, manage, protect and transfer your client's wealth **Financial Planning**: Dedicated team of Certified Financial Planners provide unbiased advice to help clients reach their financial and retirement goals **Tax Consulting**: Our CPA tax professionals support advisors with expert domestic and cross-border tax guidance **Charitable Giving**: The Raymond James Canada Foundation offers a sophisticated and cost-effective investment vehicle to help clients realize both their financial and philanthropic goals

June 30, 2025