RAYMOND JAMES

Corporate Profile

Raymond James Investment Services Limited

Raymond James Investment Services Limited is the UK private client wealth management arm of Raymond James Financial Inc., a diversified financial services company headquartered in Florida, USA.

We offer a full support package to independent wealth managers which includes:

- Open architecture administration platform
- Research tools
- Client reporting
- Technology solutions
- Comprehensive regulatory oversight
- Professional Indemnity Insurance

Wealth managers are therefore able to meet the individual needs of their clients in the most cost-effective manner. Raymond James does not centrally manufacture and promote any proprietary investment products in the UK, so there is no conflict to a wealth manager's unbiased investment selection.

Raymond James is one of the fastest growing wealth management businesses in the UK, currently supporting over 100 independent practices, which represent a mix of private client investment managers and investment focused financial planners. We commenced operation in the UK in 2001 and now have over 40,000 client accounts representing total assets of £12.3 billion.

> By offering our wealth managers access to a broad range of assets and tax wrappers, investment selections can be made based on clients' unique needs

About Our Parent Company - Raymond James Financial, Inc.

Founded in 1962 and a public company since 1983, Raymond James Financial, Inc. is a diversified financial services company. Approximately 69% of the firm's revenue is generated by the Private Client Group, which is engaged in wealth management activities. In addition, Raymond James Financial has businesses focused on equity and fixed income capital markets, asset management and banking.

Raymond James is committed to putting clients' interests first, to act with the upmost integrity, to foster the concept of independence, and to manage on a conservative basis with a long term view. This is a commitment that has led to 131 consecutive quarters of profitability.

Raymond James currently works with over 8,000 wealth managers located in the US, Canada and the UK. These wealth managers service accounts representing total assets of $930 billion. For more information on our parent company please visit www.RaymondJames.com.

Products and Services

Raymond James seeks to be the first choice for wealth managers and their clients by exhibiting superior standards of quality and service to investors, and through our commitment to providing wealth managers with a broad range of investment products, exceptional support and integrated solutions.

For investments, we offer access to all asset classes, including:

- Equities, bonds, investment trusts and Exchange Traded Products (ETPs) traded on all major markets
- Raymond James is a London Stock Exchange member firm; our direct market access provides efficient and cost effective trade execution in real time with no additional third party broker fees for retail trades in London listed securities
- Funds (UK registered and offshore funds; GBP, USD, Euro share classes)

We also provide access to a full range of tax wrappers, including:

- ISAs and JISAs, with Raymond James as the ISA manager
- Pension wrappers, offered by 50+ pension administrators, including SIPP, SSAS, QROPS and QNUPS
- A range of offshore portfolio bond wrappers as well as an onshore bond solution

Why choose a Raymond James Wealth Manager?

At Raymond James, we understand that a successful relationship between a client and their wealth manager is based on professionalism, communication and trust. Hence, the entire infrastructure of our business is based on the fundamental principle of putting investors first.

The key to delivering a first-class wealth management service lies with identifying a client's needs and delivering a customised investment solution. Because every client is unique, a one size fits all approach is rarely in a client's best interests. At Raymond James, we believe that by giving our wealth managers the freedom to select investments and make choices on a purely unbiased basis enables them to create the right investment solution for investors. Our wealth managers are not required by us to meet quotas, and are under no obligation to use specific products or services. Instead, we provide them with access to a robust, open-architecture platform of products, services, tools and research.

With Raymond James providing dedicated support, wealth managers can concentrate on what they do best: creating unique wealth management solutions to meet their clients' needs.