



FOR IMMEDIATE RELEASE

Raymond James Canada Hires Industry Veteran David Burnes to Lead Correspondent Services Business

Toronto, Ontario – Wednesday, May 22, 2013 -- Raymond James Ltd., the Canadian arm of North American investment dealer Raymond James Financial Inc., today announced that effective June 18, 2013, industry veteran, David Burnes, will join the firm as Senior Vice President to lead its Correspondent Services business. He will be based in Toronto.

“David brings an exceptional pedigree and reputation for forging strong client relationships and delivering integrated custodial solutions to many of Canada’s leading wealth management firms,” said Paul Allison, CEO of Raymond James Ltd. “We believe the time is ripe to offer an enhanced version of our Correspondent Services Business and provide wealth management firms in Canada with a competitive independent alternative. Plus, the opportunity to add such a well-respected partner to lead our efforts is integral to our ability to better serve Portfolio Management firms and other Correspondent Services clientele.”

Burnes joins Raymond James Ltd. from National Bank of Canada where he was the Chief Operating Officer of NB’s Correspondent Network (NBCN) and instrumental in growing that business over the past 20 years. “I plan to bring that same focus, enthusiasm and passion for serving my clients to my new role at Raymond James,” says Burnes. “It’s exciting to be part of a North American powerhouse that enables Canadian wealth management firms to benefit from world class solutions delivered locally.”

Raymond James Correspondent Services will provide Canadian wealth management firms end-to-end solutions for their custodial and clearing needs, or stand-alone services including: custody, compliance, governance, asset management, equity research, technology, strategy and capital.

“Raymond James is a unique firm and its abilities go above and beyond simply efficient clearing and execution for clients” explains Burnes. “It’s about providing clients an independent alternative with the freedom and capability to deliver customized solutions as a strategic partner. It’s about helping clients build successful businesses and successful client relationships, their way.”

About Raymond James Ltd.

Raymond James Ltd. is the Canadian arm of Raymond James Financial, Inc., one of North America’s leading full service investment dealers. The firm offers an extensive range of professional investment services and products including: private client services, financial and estate planning, portfolio management, insurance, equity research, investment banking and institutional sales and trading.

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Through its network of approximately 6,200 Financial Advisors across Canada, the United States and key international centres, Raymond James serves over 2.4 million clients and manages more than \$407 billion in client assets under administration. For more information about Raymond James, please visit our web site at: www.raymondjames.ca.

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