

FOR IMMEDIATE RELEASE

Raymond James Strengthens Montreal Institutional Trading Capabilities Veteran Patrick Sanche Joins Firm

March 13, 2012 – Toronto – Investment dealer Raymond James Ltd., the Canadian arm of North American investment dealer Raymond James Financial, Inc., today announced that industry veteran, Patrick Sanche, has joined the firm’s institutional trading team working on its Montreal desk.

“Patrick adds important expertise to our already strong team on our Montreal institutional trading office,” says Bob McDonald, Senior Managing Director and Co-Head of Institutional Trading. “Quebec is a key market and, with the support of our local team of professionals, we are focused on delivering the best possible trade execution at the local level, as well as providing our clients access to other markets across Canada and the United States.”

“Patrick helps expand the capabilities of our already strong Institutional Trading team in many ways,” says Andrew Foote, Senior Managing Director and Co-Head of Institutional Trading. “He is a dedicated professional who takes pride in his ability to build effective relationships with clients and colleagues alike. We are confident he will be an important part in helping us achieve our strategic goals for this key business.”

Raymond James is a leading North American independent full service investment dealer offering 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. Through its network of approximately 5,400 Financial Advisors across North America and in key international centers, Raymond James serves more than 2 million individual clients and manages more than \$268 billion in client assets under administration. For more information about Raymond James, please visit our web site at: www.raymondjames.ca.

-30-

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