

RAYMOND JAMES FINANCIAL INC  
Form 8-K  
April 14, 2004

SECURITIES AND EXCHANGE COMMISSION  
Washington, D. C. 20549

FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) April 13, 2004  
.....

RAYMOND JAMES FINANCIAL, INC.  
(Exact name of registrant as specified in its charter)

|   |                             |   |
|---|-----------------------------|---|
| Florida   | 1-9109                      | No. 59-1517485                          |
| .....   | .....                       | .....                                   |
| (State or other jurisdiction of<br>incorporation or organization) | (Commission<br>File Number) | (I.R.S. Employer<br>Identification No.) |

880 Carillon Parkway, St. Petersburg, Florida 33716  
.....  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (727) 567-1000  
.....

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(Former name or former address, if changed since last report.)

ITEM 7. EXHIBITS

(c) exhibits

99.1 Raymond James Financial Inc.'s Press Release dated April 13, 2004

99.2 Supplemental segment information with respect to the financial information reflected in Exhibit 99.1

Item 9. REGULATION FD DISCLOSURE

Pursuant to Item 12, Raymond James Financial, Inc. is furnishing under Item 9 of this Current Report on Form 8-K the information included as Exhibits 99.1 and 99.2 to this report, which are hereby incorporated herein by reference.

The press release includes instructions as to how and when to access the Company's complementary quarterly conference call that will be available to all interested persons telephonically and by webcast through the Company's website.

SIGNATURES

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Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

April 13, 2004

(Date)

RAYMOND JAMES FINANCIAL, INC.

BY: /s/ Thomas A. James  
Thomas A. James  
Chairman and Chief  
Executive Officer

BY: /s/ Jeffrey P. Julien  
Jeffrey P. Julien  
Senior Vice President - Finance  
and Chief Financial Officer

Exhibit 99.1

Release No. 0404-04

April 13, 2004                      FOR IMMEDIATE RELEASE

RAYMOND JAMES FINANCIAL, INC.

REPORTS RECORD SECOND QUARTER RESULTS

ST. PETERSBURG, Fla. –Raymond James Financial, Inc. today reported unaudited net income of \$43,068,000, or \$0.58 per diluted share, for the second quarter ended March 26 on net revenues of \$480,448,000 compared to net income of \$15,194,000, or \$0.21 per diluted share, on net revenues of \$339,819,000, for fiscal 2003's second quarter.

Unaudited net income for the first half of fiscal 2004 was reported at \$67,298,000, up from 2003's \$29,622,000, while net revenues for the period increased to \$894,435,000 from \$671,214,000 the previous year. Diluted earnings per share were \$0.91 versus \$0.40 for last year's comparable period.

All per share amounts have been restated to reflect the effect of the March 2004 three-for-two stock split.

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"After a year of recovery, the market has infused investors with renewed confidence," stated Thomas A. James, chairman and CEO. "As a result, commissions surged 42 percent over last year's anemic levels in the March quarter. The same forces increased investment banking revenues by 133 percent and investment advisory fees by 27 percent.

"Conjoined with restricted expense growth, the expansion in revenues has increased margins and generated a 183 percent increment in unaudited net income over last year's second quarter. As a result of these factors, both revenues and net income vaulted to new historic quarterly records," he continued.

"While it is unclear whether these factors can stay in alignment for the rest of the year, the domestic economy remains strong and corporate earnings are rising rapidly. Later this year, interest rates will probably begin to increase, dampening the robust growth in the economy, but the intermediate-term outlook is still benign as the rate of increase probably will be gradual," he concluded.

The company will conduct its quarterly conference call April 13 at 4:15 p.m. The telephone number is 800-773-5520. The call will also be available on demand on the company's Web site, [www.RaymondJames.com](http://www.RaymondJames.com), under About Our Company, Financial Results and SEC Filings.

Raymond James Financial, Inc. (NYSE - RJF) provides financial services to individuals, corporations and municipalities through its three wholly owned investment firms, Raymond James & Associates, Raymond James Financial Services and Raymond James Ltd., which have over 5,000 financial advisors in more than 2,200 locations throughout the United States, Canada and internationally, as well as through its asset management subsidiaries, which currently manage in excess of \$21.0 billion.

**Raymond James Financial, Inc.**  
**Unaudited Report**  
 For the second quarter ended March 26, 2004  
 (all data in thousands, except per share earnings)  
 Second Quarter

|                                      | Second Quarter |           |                | Six Months |           |                |
|--------------------------------------|----------------|-----------|----------------|------------|-----------|----------------|
|                                      | 2004           | 2003      | Percent Change | 2004       | 2003      | Percent Change |
| Revenues                             | \$491,373      | \$350,497 | 40%            | \$916,033  | \$695,105 | 32%            |
| Net Revenues                         | 480,448        | 339,819   | 41%            | 894,435    | 671,214   | 33%            |
| Net Income                           | 43,068         | 15,194    | 183%           | 67,298     | 29,622    | 127%           |
| Earnings Per Share – Diluted         | 0.58           | 0.21      | 176%           | 0.91       | 0.40      | 128%           |
| Average Shares Outstanding - Diluted | 74,395         | 73,127    |                | 74,254     | 73,517    |                |

**Balance Sheet Data**

|                      | March 2004   | Dec. 2003  | Sept. 2003 | March 2003 |
|----------------------|--------------|------------|------------|------------|
| Total Assets         | \$7.4 bil.   | \$6.9 bil. | \$6.9 bil. | \$6.4 bil. |
| Shareholders' Equity | \$1,003 mil. | \$956 mil. | \$925 mil. | \$862 mil. |
| Book Value per share | \$13.64      | \$13.07    | \$12.71    | \$11.85    |

**Management Data**

|                                   | March 2004  | Dec. 2003   | Sept. 2003  | March 2003  |
|-----------------------------------|-------------|-------------|-------------|-------------|
| Total Financial Advisors:         |             |             |             |             |
| US                                | 4,824       | 4,785       | 4,770       | 4,993       |
| Canada                            | 243         | 236         | 226         | 241         |
| # Lead Managed/Co-Managed         |             |             |             |             |
| Public Offerings in U.S.          | 26          | 23          | 27          | 4           |
| Financial Assets Under Management | \$21.0 bil. | \$20.1 bil. | \$18.8 bil. | \$16.3 bil. |

|  | March 2004 | Dec. 2003 | Sept. 2003 | March 2003 |
|--|------------|-----------|------------|------------|
|--|------------|-----------|------------|------------|

|                        |              |              |           |            |
|------------------------|--------------|--------------|-----------|------------|
| Client Assets          | \$107 bil.   | \$103 bil.   | \$96 bil. | \$84 bil.  |
| Client Margin Balances | \$1,074 mil. | \$1,014 mil. | 955 mil.  | \$913 mil. |
| Client Trade Volume    | 1,995,000    | 1,729,000    | 1,587,000 | 1,466,000  |
| # of Client Accounts   | 1,314,000    | 1,299,000    | 1,210,000 | 1,272,000  |

For additional information, contact

Mike White at 727-567-5171.

Please visit the Raymond James Press Center at <http://www.RaymondJames.com/media.htm>.

**RAYMOND JAMES FINANCIAL, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**(UNAUDITED)**  
**Quarter-to-Date**

(in thousands, except per share amounts)

*Three Months Ended*

|   | <b>March 26,<br/>2004</b> | <b>March 28,<br/>2003</b> | <b>%<br/>change</b> | <b>December 26,<br/>2003</b> | <b>%<br/>change</b> |
|---|---------------------------|---------------------------|---------------------|------------------------------|---------------------|
| Revenues:                                 |                           |                           |                     |                              |                     |
| Securities commissions and fees           | \$ 352,039                | \$ 247,557                | 42%                 | \$ 303,291                   | 16%                 |
| Investment banking                        | 32,065                    | 13,740                    | 133%                | 19,726                       | 63%                 |
| Investment advisory fees                  | 34,460                    | 27,232                    | 27%                 | 31,958                       | 8%                  |
| Interest                                  | 31,575                    | 31,000                    | 2%                  | 31,156                       | 1%                  |
| Net trading profits                       | 4,512                     | 5,456                     | -17%                | 6,779                        | -33%                |
| Financial service fees                    | 21,571                    | 15,583                    | 38%                 | 18,702                       | 15%                 |
| Other                                     | 15,151                    | 9,929                     | 53%                 | 13,048                       | 16%                 |
| <b>TOTAL REVENUES</b>                     | <b>491,373</b>            | <b>350,497</b>            | <b>40%</b>          | <b>424,660</b>               | <b>16%</b>          |
| Interest Expense                          | 10,925                    | 10,678                    | 2%                  | 10,673                       | 2%                  |
| <b>NET REVENUES</b>                       | <b>480,448</b>            | <b>339,819</b>            | <b>41%</b>          | <b>413,987</b>               | <b>16%</b>          |
| Non-Interest Expenses                     |                           |                           |                     |                              |                     |
| Compensation, commissions and benefits    | 341,370                   | 248,951                   | 37%                 | 300,660                      | 14%                 |
| Communications and information processing | 21,354                    | 19,842                    | 8%                  | 19,196                       | 11%                 |
| Occupancy and equipment costs             | 15,229                    | 14,942                    | 2%                  | 15,293                       | 0%                  |
| Clearance and floor brokerage             | 5,320                     | 4,147                     | 28%                 | 5,052                        | 5%                  |
| Business development                      | 13,854                    | 11,184                    | 24%                 | 12,943                       | 7%                  |
| Other                                     | 16,414                    | 16,482                    | 0%                  | 21,888                       | -25%                |
| <b>TOTAL NON-INTEREST EXPENSES</b>        | <b>413,541</b>            | <b>315,548</b>            | <b>31%</b>          | <b>375,032</b>               | <b>10%</b>          |
| Income before provision for income taxes  | 66,907                    | 24,271                    | 176%                | 38,955                       | 72%                 |
| Provision for income taxes                | 23,839                    | 9,077                     | 163%                | 14,725                       | 62%                 |
| <b>Net Income</b>                         | <b>\$ 43,068</b>          | <b>\$ 15,194</b>          | <b>183%</b>         | <b>\$ 24,230</b>             | <b>78%</b>          |
| <b>Net Income per share basic</b>         | <b>\$ 0.59</b>            | <b>\$ 0.21</b>            | <b>181%</b>         | <b>\$ 0.33</b>               | <b>79%</b>          |
| <b>Net Income per share diluted</b>       | <b>\$ 0.58</b>            | <b>\$ 0.21</b>            | <b>176%</b>         | <b>\$ 0.33</b>               | <b>76%</b>          |

|  |        |        |        |
|--|--------|--------|--------|
| Weighted average common shares outstanding-basic                         | 73,352 | 72,702 | 72,881 |
| Weighted average common and common equivalent shares outstanding-diluted | 74,395 | 73,127 | 74,111 |

**RAYMOND JAMES FINANCIAL, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF OPERATIONS**  
**(UNAUDITED)**  
Year-to-Date

(in thousands, except per share amounts)

*Six Months Ended*

|  | March 26,<br>2004 | March 28,<br>2003 | %<br>change |
|--|-------------------|-------------------|-------------|
| Revenues:  |                   |                   |             |
| Securities commissions and fees  | \$ 655,330        | \$ 485,405        | 35%         |
| Investment banking   | 51,791            | 24,948            | 108%        |
| Investment advisory fees   | 66,418            | 53,515            | 24%         |
| Interest   | 62,731            | 65,646            | -4%         |
| Net trading profits  | 11,291            | 9,163             | 23%         |
| Financial service fees   | 40,273            | 31,089            | 30%         |
| Other  | 28,199            | 25,339            | 11%         |
| <b>TOTAL REVENUES</b>  | <b>916,033</b>    | <b>695,105</b>    | <b>32%</b>  |
| Interest Expense   | 21,598            | 23,891            | -10%        |
| <b>NET REVENUES</b>  | <b>894,435</b>    | <b>671,214</b>    | <b>33%</b>  |
| Non-Interest Expenses  |                   |                   |             |
| Compensation, commissions and benefits                                   | 642,030           | 483,817           | 33%         |
| Communications and information processing                                | 40,550            | 38,808            | 4%          |
| Occupancy and equipment costs  | 30,522            | 30,590            | 0%          |
| Clearance and floor brokerage  | 10,372            | 7,678             | 35%         |
| Business development   | 26,797            | 23,461            | 14%         |
| Other  | 38,302            | 39,224            | -2%         |
| <b>TOTAL NON-INTEREST EXPENSES</b>                                       | <b>788,573</b>    | <b>623,578</b>    | <b>26%</b>  |
| Income before provision for income taxes                                 | 105,862           | 47,636            | 122%        |
| Provision for income taxes   | 38,564            | 18,014            | 114%        |
| <b>Net Income</b>  | <b>\$ 67,298</b>  | <b>\$ 29,622</b>  | <b>127%</b> |
| <b>Net Income per share basic</b>  | <b>\$ 0.92</b>    | <b>\$ 0.41</b>    | <b>124%</b> |
| <b>Net Income per share diluted</b>                                      | <b>\$ 0.91</b>    | <b>\$ 0.40</b>    | <b>128%</b> |
| Weighted average common shares outstanding-basic                         | 73,117            | 72,923            |             |
| Weighted average common and common equivalent shares outstanding-diluted | 74,254            | 73,517            |             |

## Exhibit 99.2

## Segment Data

|                               | Second Quarter   |                  |                | Six Months       |                  |                |
|-------------------------------|------------------|------------------|----------------|------------------|------------------|----------------|
|                               | 2004             | 2003             | Percent Change | 2004             | 2003             | Percent Change |
| <b><u>Revenues:</u></b>       |                  |                  |                |                  |                  |                |
| Private Client Group          | \$327,416        | \$233,122        | 40%            | \$614,219        | \$461,603        | 33%            |
| Capital Markets               | 113,246          | 78,335           | 45%            | 204,853          | 147,592          | 39%            |
| Asset Management              | 38,270           | 29,922           | 28%            | 72,181           | 59,133           | 22%            |
| RJ Bank                       | 6,897            | 6,993            | (1%)           | 13,455           | 14,987           | (10%)          |
| Other                         | 5,544            | 2,125            | 161%           | 11,325           | 11,790           | (4%)           |
| <b>Total</b>                  | <b>\$491,373</b> | <b>\$350,497</b> | <b>40%</b>     | <b>\$916,033</b> | <b>\$695,105</b> | <b>32%</b>     |
| <b><u>Pre-tax Income:</u></b> |                  |                  |                |                  |                  |                |
| Private Client Group          | \$35,028         | \$19,005         | 84%            | \$62,287         | \$27,873         | 123%           |
| Capital Markets               | 21,610           | 4,712            | 359%           | 27,625           | 7,794            | 254%           |
| Asset Management              | 8,978            | 2,747            | 227%           | 13,900           | 8,111            | 71%            |
| RJ Bank                       | 2,366            | 1,935            | 22%            | 4,263            | 5,035            | (15%)          |
| Other                         | (1,075)          | (4,128)          | 74%            | (2,213)          | (1,177)          | (88%)          |
| <b>Total</b>                  | <b>\$66,907</b>  | <b>\$24,271</b>  | <b>176%</b>    | <b>\$105,862</b> | <b>\$47,636</b>  | <b>122%</b>    |

The Company modified the method used to allocate certain corporate compensation costs to the segments consistent with the approach used internally by management in evaluating the segments. Prior years results have been adjusted to reflect the current management allocation methodology.