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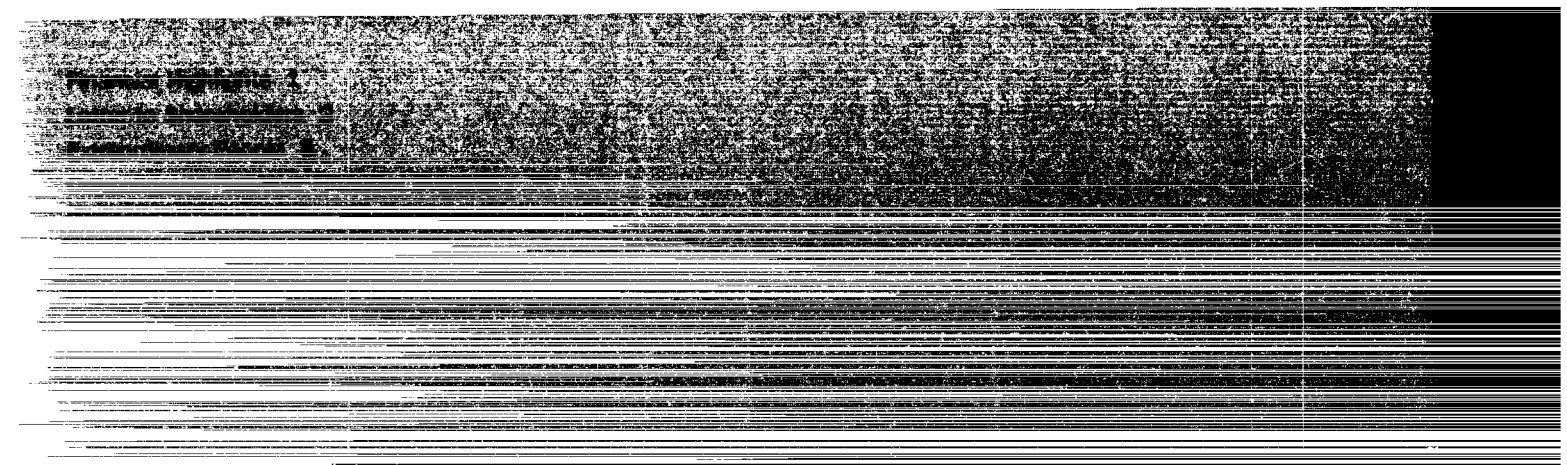
EDWARDS.  
FULLY INVESTED IN OUR CLIENTS.



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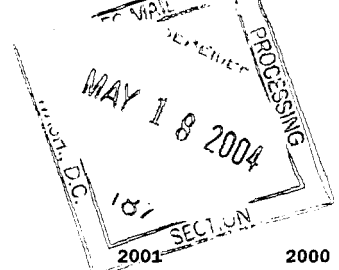
**CORPORATE PROFILE** A.G. Edwards, Inc. is a holding company whose subsidiaries provide securities and commodities brokerage, investment banking, trust, asset management, retirement and financial planning, and insurance products and services. A.G. Edwards and its affiliates encompasses nearly 7,000 financial professionals with major offices in the United States and the United Kingdom. A.G. Edwards & Smith, Inc. provides a full range of

investment, insurance and financial services. For more information, visit [www.agedwards.com](http://www.agedwards.com).



# FINANCIAL HIGHLIGHTS

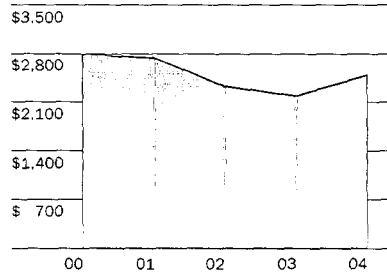
A.G. Edwards, Inc.  
(For fiscal year ended February 28 or 29)



(In thousands, except per share data and other data)	2004	2003	2002	2001	2000
<b>Operating Results</b>					
Net Revenues	\$2,496,355	\$2,194,001	\$2,338,413	\$2,741,206	\$2,796,189
Net Earnings	\$ 159,485	\$ 118,828	\$ 71,501	\$ 287,477	\$ 382,921
Net Earnings as a Percent of Net Revenues	6.4%	5.4%	3.1%	10.5%	13.7%
Return on Average Equity	9.2%	7.1%	4.4%	17.2%	22.9%
<b>Per Share Data</b>					
Earnings					
Diluted	\$ 1.97	\$ 1.46	\$ 0.88	\$ 3.43	\$ 4.08
Basic	\$ 1.99	\$ 1.48	\$ 0.89	\$ 3.50	\$ 4.16
Cash Dividends	\$ 0.64	\$ 0.64	\$ 0.64	\$ 0.64	\$ 0.61
Book Value	\$ 22.08	\$ 20.92	\$ 20.42	\$ 20.29	\$ 19.69
<b>Financial Condition</b>					
Stockholders' Equity	\$1,778,319	\$1,688,537	\$1,647,796	\$1,626,344	\$1,717,122
Total Assets	\$4,435,059	\$3,980,094	\$4,187,170	\$4,859,984	\$5,347,587
<b>Other Data</b>					
Full-Time Employees	15,931	16,181	16,791	17,086	15,451
Financial Consultants	6,980	7,222	7,384	7,073	6,823
Locations	710	709	705	696	672

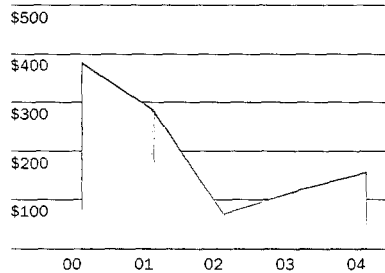
### Net Revenues

(For fiscal year ended February 28 or 29)  
(\$ in millions)



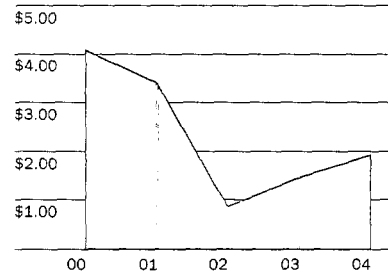
### Net Earnings

(For fiscal year ended February 28 or 29)  
(\$ in millions)



### Diluted Earnings per Share

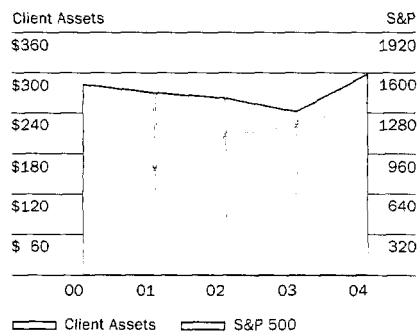
(For fiscal year ended February 28 or 29)



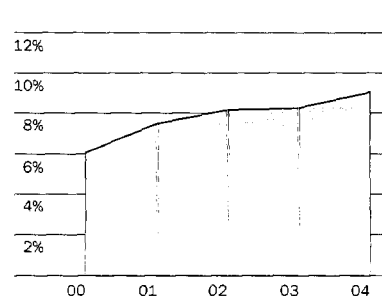
### Client Assets

(For fiscal year ended February 28 or 29)

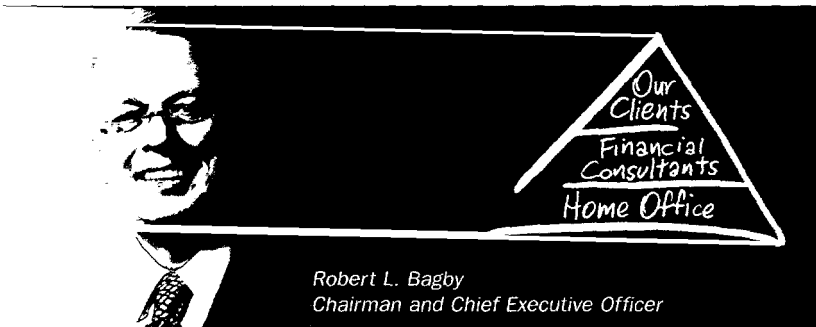
#### Total Client Assets\* vs. S&P 500 (\$ in billions)



#### Percentage of Total Client Assets in Fee-Based Accounts



\*Total Client Assets have been adjusted to include those assets acquired through A.G. Edwards that are held by other organizations.



Robert L. Bagby  
Chairman and Chief Executive Officer

What a difference a year makes. In fiscal 2004, A.G. Edwards' net earnings were 34 percent higher than in fiscal 2003, growing to \$159 million, or \$1.97 diluted earnings per share. That compares with net earnings of \$119 million, or \$1.46 diluted earnings per share, last year. These results include a number of significant milestones:

- *Our client asset base grew to \$300 billion — its highest level in more than three years. I attribute this asset growth to better market conditions and the efforts of our financial consultants to attract assets from both our new and existing clients.*
- *Client assets in fee-based accounts reached an all-time high of \$27.3 billion as our clients showed a greater interest in the expanding number of fee-based products and services we offer.*
- *Investment banking revenues hit a record high of \$322 million, a 26 percent increase from our previous record. Our disciplined approach of focusing on selected sectors and products made this growth possible.*
- *Stockholders' equity also reached a new high of \$1.78 billion, even as we continue to repurchase shares and pay a competitive dividend.*

Our employees' hard work and dedication, along with improvements in the financial markets and investor confidence, contributed to our improved performance in fiscal 2004. While we are pleased with these results, we remain focused on our long-term strategy to keep A.G. Edwards strong, profitable and independent.

Our strategy focuses on four key areas: leveraging our brand, improving our technology platform, building our financial consultant and branch-office network, and enhancing our employee training. We made many important strides toward executing this strategy in fiscal 2004:

**LEVERAGING OUR BRAND** On Feb. 17, 2004, after a year of careful research and planning, we began advertising nationally for the first time in our 117-year history. This was an exciting step for us. I hope you saw some of our new ads, which aired on a variety of business and lifestyle television networks, were printed in a number of widely-read publications and appeared on high-profile business Web sites.

At the same time, we introduced a new tag line, "Fully Invested in Our Clients," and a new logo — a stylized wing and flame — that represents the freedom of our financial consultants to serve their clients' best interests and the passion that drives the firm and our employees. Together these elements reflect our client-focused history and the values that set us apart in the financial services marketplace.

I am confident we are increasing our visibility and creating a new awareness of A.G. Edwards as the best choice for investors. As with any branding effort, this initiative will require a long-term commitment to be effective. We will continue to invest in our branding effort for many years to come in order to attract new clients, strengthen employee pride and increase profitability.

**TECHNOLOGY** We have also taken some important steps during the past year to update and consolidate our technology. Through our Gateway Initiative and other efforts, we are reducing the number of servers and operating systems used by the firm. We are centralizing our data to enhance efficiency and give us better client information. Also this fall, we plan to transition our trade processing to an application service provider, which will bring more flexibility to our cost structure and let us devote our technology resources to enhancing the relationships between our financial consultants and their clients.

**FINANCIAL CONSULTANT RECRUITING** The growth in our revenues and client assets can be attributed in part to our ongoing efforts to hire experienced financial consultants whose revenue production puts them in the top half of our sales force. In 2004 and beyond we must continue to grow our financial consultant workforce and strengthen our branch network. Our branch managers and regional officers are recruiting experienced financial consultants as well as trainees who fit our client-first culture and can make significant contributions to our firm. Although we continue to see some financial consultants retire or leave the business because of the lingering effects of the recent bear market, we believe the quality of our sales force is improving as a result of our recruiting strategy.

**TRAINING** Having the best-trained and best-educated professionals in the financial services industry is one of our top priorities, and that is why we continue to invest in A.G. Edwards University, our comprehensive training curriculum. All of our employees are encouraged to attend classes either at our state-of-the-art Learning Center in St. Louis, via the firm's intranet or through "Virtual Xchange" — our interactive, online training tool. We believe well-trained employees are better prepared to serve our clients.

Our diverse training curriculum gives our financial consultants the opportunity to earn additional professional designations that broaden their expertise and knowledge in specific areas. We were pleased to see the number of financial consultants who earned additional designations grow to more than 2,000 from 1,400 in the past year. These designations are generating results. In fiscal 2004, financial consultants with a designation in financial planning, retirement planning, or estate/trust services had production levels that were 24 percent higher than the firm's average revenue production per financial consultant.

We are proud of all these accomplishments and look forward to building on them in the coming years.

While I am pleased with our progress in these important areas, I am particularly proud of something that has not changed at our firm: our employees' feelings about A.G. Edwards. For the ninth consecutive time, our employees' positive opinions of the firm helped us become one of "The 100 Best Companies to Work For in America." Also, we earned high rankings in an anonymous survey of financial consultants by a leading securities industry magazine. In the survey, A.G. Edwards consistently ranked No. 1 or No. 2 among top brokerage firms in key categories such as strategic focus, ongoing training, freedom from pressure to sell certain products and overall ethics. These achievements are especially meaningful because I strongly believe that if our employees enjoy working for A.G. Edwards and believe in our business model, they will serve our clients to the best of their abilities and continue to earn our clients' trust.

At A.G. Edwards, we know trust is essential to any successful relationship. This trust is based on credibility, especially in the marketplace. Unfortunately, our industry's credibility has come under question again, this time as a result of issues surrounding mutual funds. These issues will no doubt lead to more regulatory changes. Whatever changes may occur with mutual funds, we will continue to assess a client's financial situation and objectives and then recommend those investments that best meet the client's individual needs. We offer more than 11,000 mutual funds — none of them are proprietary — so we can objectively recommend the appropriate fund for each client. We believe this approach is consistent with our client-first philosophy.

Any regulatory changes that do come as a result of the mutual fund issues will only add to the already substantial number of new requirements we have faced in the past two years. Dealing with these ongoing changes has been challenging. I commend everyone at A.G. Edwards for doing their best to not only comply with these rules and regulations but to try to make them as transparent as possible for our clients. This is a true test of teamwork.

In this report, you'll continue to see how strong teamwork is required throughout A.G. Edwards to keep our clients' interests at the center of everything we do. Even though our clients interact primarily with our financial consultants and financial associates, they also are supported by a dedicated group of Home Office professionals who complete the full-service relationship. These professionals work in areas such as Operations, Private Client Services and Capital Markets. They research and evaluate investment opportunities. They develop new ideas, services and training to keep our financial consultants at the industry forefront. They keep our technology infrastructure running smoothly. In other words, the Home Office staff is an integral part of our business model, supporting our firm's financial consultants who, in turn, support our clients.

Our employees understand this approach is in the best interest of our clients and is what sets A.G. Edwards apart. I appreciate all of their efforts on behalf of our firm and thank them for being fully invested in our clients.

I also want to thank our shareholders for believing in our client-first mission and recognizing A.G. Edwards' long-term potential. In addition, I would like to thank our board members, including our newest director, Vicki Escarra, for their continued insight and support.

Every one of you contributes to the ongoing success of A.G. Edwards.



Robert L. Bagby  
Chairman and Chief Executive Officer  
April 2, 2004



AMAZING PEOPLE

YOU'VE NEVER MET...

BUT WHOSE JOB IT IS

TO SUPPORT YOU

The truth is, our employees in branches across the country and in our St. Louis Home Office touch the lives of thousands of clients every day. One thing is certain, all of our employees—regardless of their role or location—share a business philosophy rooted in the Golden Rule. Simply put, we treat our clients the way we would want to be treated.



It's easy to say we're different.

Tom Sedoric, Senior Vice President—Investments;  
Suzanne Mello, Financial Associate; Kimberly Neely, Senior Registered Financial Associate — Portsmouth, N.H.

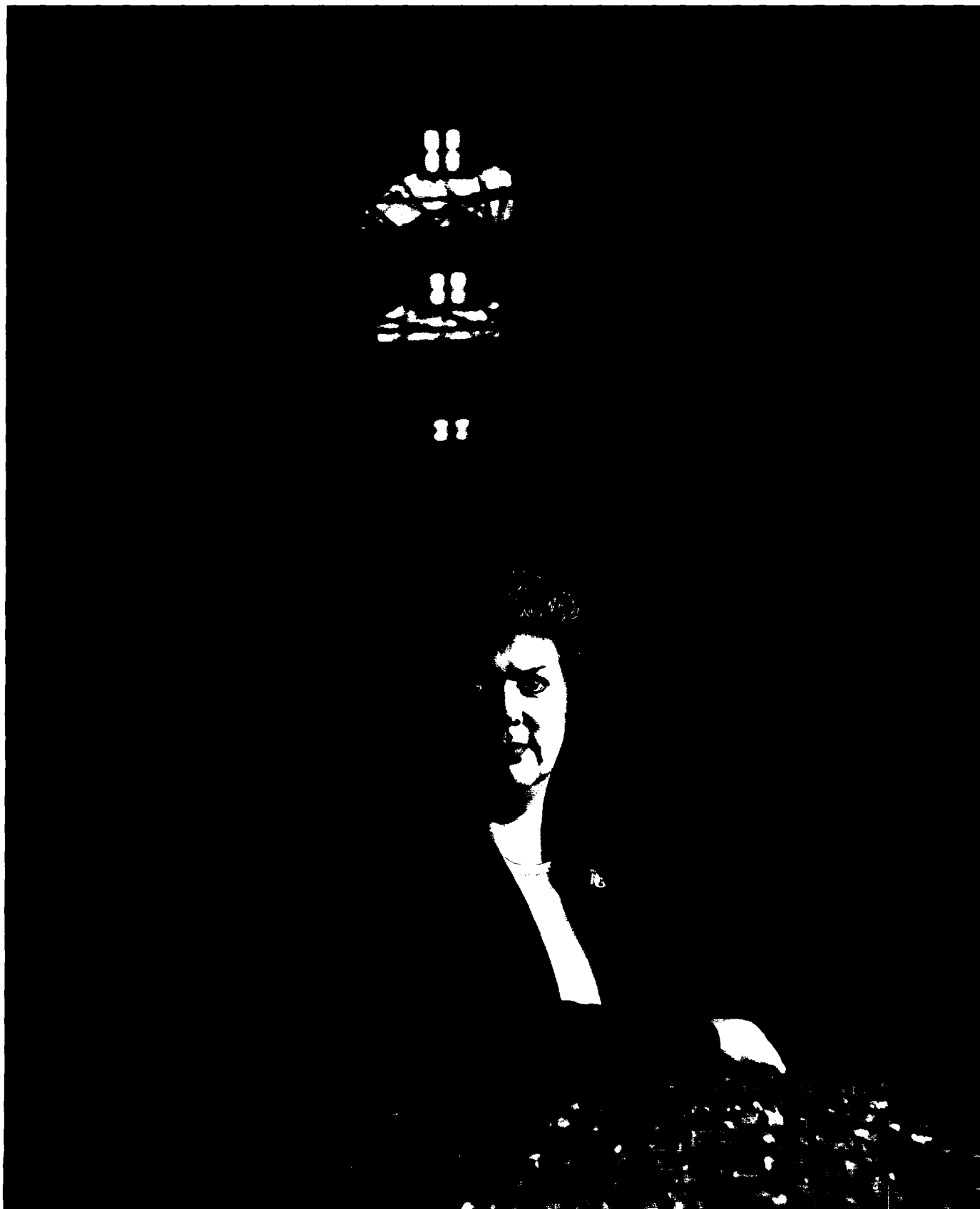
Whether they are offering insight concerning the stock, bond or futures markets on network television; processing a customer statement; finishing up a client's retirement plan proposal; or checking on the status of a trade; all of our employees have one goal in mind — serving our clients.



It's another thing to structure our whole company to reflect that.

Stuart Freeman, Chief Equity Strategist; Bill O'Grady, Director of Futures Research

Although they might go unnoticed at times, hundreds of employees in our Home Office work behind the scenes to ensure that our account management and trade-processing systems run smoothly. These departments and systems are our operational backbone and touch every one of our clients' accounts in some way. While innovations in technology and automation will help us satisfy the growing needs of our clients, we also know that personalized attention will never go out of style.



Brenda Moore, Supervisor, Incoming Transfers

We provide our clients financial services of value. We get to know our clients, earn their trust and serve as their consultants by putting their interests ahead of our own. We do this by putting our clients — not our Home Office — at the top of our corporate model. Our clients are supported by our financial consultants, who are supported by the strong foundation of expertise in our Home Office. By structuring the company this way, we've made sure our financial consultants are tuned in to our clients' needs, not a corporate mandate.



Bob Topolski, Optional Offer Specialist, Reorganization; Shawn Mast, Supervisor, New Accounts

We constantly evaluate our technical infrastructure and look for improvements that benefit our clients. Recently we embarked on a multiyear project—the Gateway Initiative—to enhance our securities-processing and information technology platforms. These improvements will create an efficient platform for growth, while giving our financial consultants an even better understanding of their clients' accounts. Employees across the firm, especially those in our Information Technology and Operations divisions, are contributing to make Gateway's business efficiencies a reality.



**No product quotas. No corporate mandates.**

Barry Craiglow, Project Analyst, Information Technology; Chuck Hardesty, Manager, Securities Accounting

This type of collaboration extends throughout our capital markets area. For example, our investment bankers work daily with individuals at many levels—especially those in our Syndicate Department—to structure transactions that balance the needs of our corporate and government clients with those of our retail and institutional investors. Our financial consultants aren't pressured to sell products, so our investment banking deals are offered strictly on their investment merits. While some might think this independence and objectivity is unusual, we think it's good business.



A full-service brokerage firm with one mission—serving our clients.

Curtis Goot, Managing Director—Investment Banking, Energy Group, Corporate Finance;  
Rachelle Delahunt, Equity Syndicate Coordinator; Lorenzo Boyd, Managing Director—Investment Banking, Public Finance

**Training that keeps us energized.**

**Keeping our focus on what matters most —  
being fully invested in our clients.**



**We believe our people are our brand and knowledge is our product. As a result, we are committed to having the best-educated, best-trained people in the industry. In fact, our employees benefit from an average of 51 hours of training per year. Why do we do it? Because we believe that education and training are the two most important resources we can provide our employees.**

Matt Mizell, Supervisor of Learning and Technology; Melissa Waugh, Program Development Specialist  
Training Department





**By making this investment, we keep our employees up-to-date on the latest industry developments and service innovations and provide them the professional development opportunities that keep them energized. Whether at our new 200,000-square-foot Learning Center in St. Louis, via our intranet or through broadcast sessions carried by our internal TV network, our branch and Home Office employees can participate in a variety of training courses offered through A.G. Edwards University.**

So without any product quotas, what guides the investment decisions of our financial consultants? Many turn to the collective observations and insights of our Investment Strategy Committee, which is made up of the leading strategists from across the firm. They bring to the table our best thinking in the areas of economic research and the equity, fixed-income and futures markets. Committee members analyze and discuss market and economic events and make investment and asset allocation recommendations based on their observations.



Mark Keller, Chairman, Investment Strategy Committee and Chief Investment Officer, A.G. Edwards Asset Management;  
Gary Thayer, Vice Chairman, Investment Strategy Committee and Chief Economist

Helping provide solid investment research is also something we take very seriously. With more than 130 research professionals, our Research Department reviews and evaluates more than 700 equity and fixed-income securities. Like our financial consultants, our analysts are free to "call 'em like they see 'em." Not only does that give our retail and institutional clients objective and straightforward advice, but it's also the right thing to do.



John Beach, Senior Fixed-Income Analyst; Bruce Buerkle, Portfolio Reviews Supervisor; Kathleen Young, Equity Portfolio Strategist  
Research Department

Backing our financial consultants and their clients is an experienced team of financial planning experts in our Home Office. These professionals can address a variety of financial challenges, including business succession issues, estate and retirement planning, and comprehensive portfolio reviews, along with more specialized services for higher net worth individuals.



**Helping our clients manage their financial futures.**

Jeffrey McMillian, OnTrack Sales Support Specialist; Theresa Fry, Manager, IRA and Distribution Services; Stan Kim, Corporate Retirement Plan Specialist; Bridget Ogan, Administrative Assistant and Ron Sherod, Financial Planning Specialist, High Net Worth/Concentrated Equity Group; Maggie Cook, Financial Planning Associate — Private Client Services Department

But when it comes right down to it, it's our financial consultants and our financial associates who put it all together and bring these services to our clients — when our clients need them, not when directed by a corporate mandate. Our financial consultants are free to take the time to listen and understand their clients and then offer solutions that address their needs rather than work to meet some target set by the firm.



*That's something we don't take lightly.*

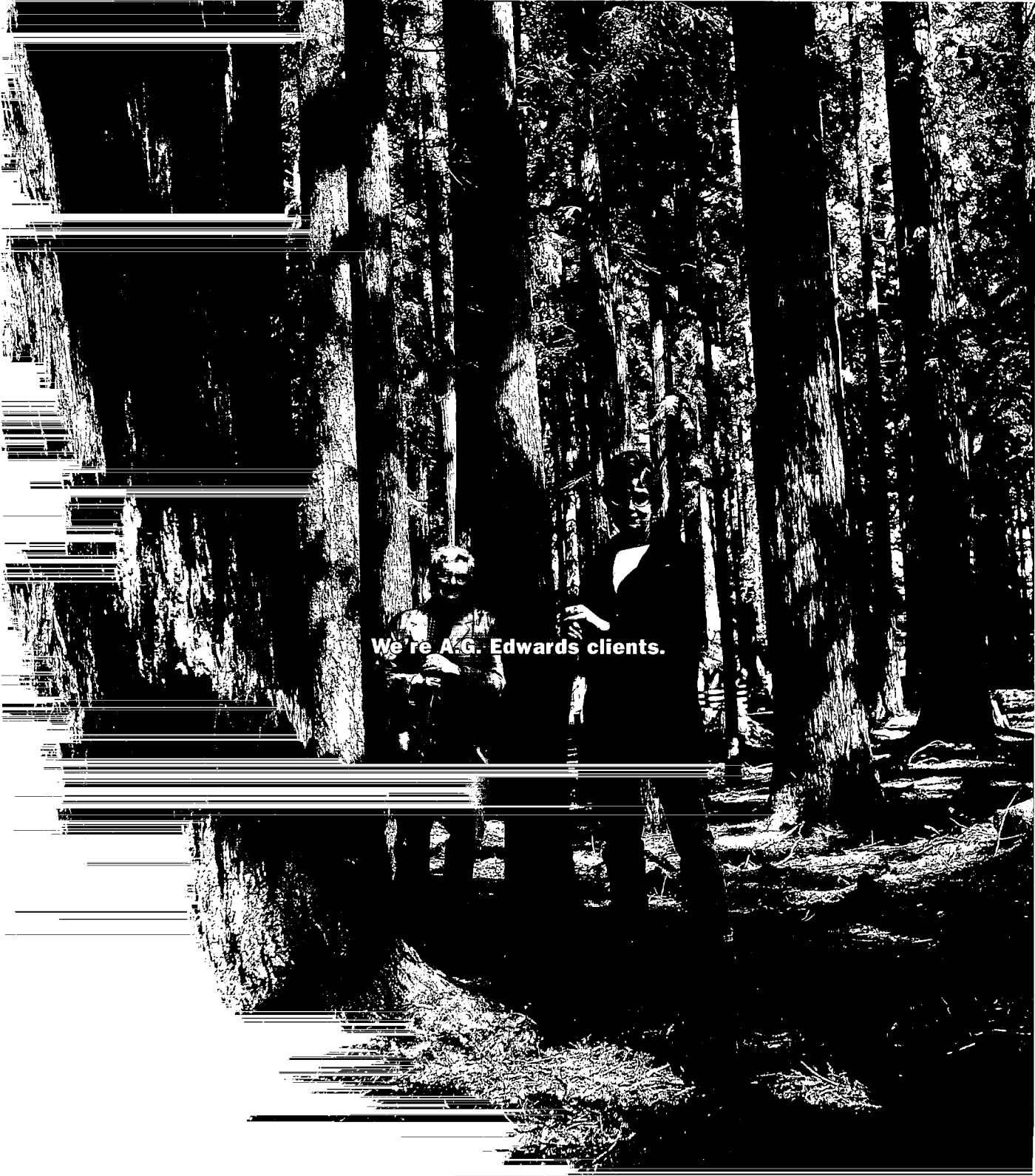
Laura Hussey, Branch Manager, Vice President—Investments;  
Donna Bowen, Financial Associate; Jessica McKnight, Registered Financial Associate — Eureka, Calif.

So what happens when our financial consultants have the freedom to create financial plans that reflect the needs of their clients — not the company? Couples retire comfortably, kids graduate from college, newlyweds buy their first home, a business passes smoothly from one generation to the next. These are the true measures of our success.



Jim and Judy Anderson — Eureka, Calif.

Treat clients the way you want to be treated, and good things will happen. This guiding principle has seen us through 22 U.S. presidents, two world wars and several stock market corrections. Most important, it's an approach that has helped millions of our clients successfully reach their financial goals. We've been doing business this way for the past 117 years, and we plan to do it this way for the next 117.



# CONSOLIDATED FIVE-YEAR SUMMARY

A.G. Edwards, Inc.

Year Ended (In thousands, except per share amounts)	February 29, 2004	February 28, 2003	February 28, 2002	February 28, 2001	February 29, 2000
<b>Revenues</b>					
Commissions:					
Listed securities	\$ 448,035	\$ 387,483	\$ 403,921	\$ 482,136	\$ 537,005
Options	23,669	23,485	28,453	55,883	62,708
Over-the-counter securities	115,425	70,864	111,065	295,921	331,992
Mutual funds	260,518	201,567	214,339	293,307	312,833
Commodities	39,953	26,371	17,966	16,540	17,305
Insurance	205,622	185,249	174,281	184,762	164,583
Total	<u>1,093,222</u>	<u>895,019</u>	<u>950,025</u>	<u>1,328,549</u>	<u>1,426,426</u>
Asset management and service fees:					
Distribution fees	340,656	315,981	359,558	355,077	317,648
Fee-based accounts	234,365	219,152	220,030	214,296	152,477
Service fees	109,708	90,493	79,694	83,625	74,406
Total	<u>684,729</u>	<u>625,626</u>	<u>659,282</u>	<u>652,998</u>	<u>544,531</u>
Principal transactions:					
Equities	79,662	58,436	73,553	114,363	90,202
Debt securities	217,224	252,688	246,131	177,912	194,016
Total	<u>296,886</u>	<u>311,124</u>	<u>319,684</u>	<u>292,275</u>	<u>284,218</u>
Investment banking:					
Underwriting fees and selling concessions	240,094	184,220	186,839	144,725	190,236
Management fees	81,767	66,960	69,590	28,572	35,483
Total	<u>321,861</u>	<u>251,180</u>	<u>256,429</u>	<u>173,297</u>	<u>225,719</u>
Interest:					
Margin account balances	74,662	86,189	150,365	331,980	225,319
Securities owned and deposits	21,130	19,838	21,603	28,419	23,269
Total	<u>95,792</u>	<u>106,027</u>	<u>171,968</u>	<u>360,399</u>	<u>248,588</u>
Other	6,384	10,239	6,592	31,630	89,525
Total Revenues	<u>2,498,874</u>	<u>2,199,215</u>	<u>2,363,980</u>	<u>2,839,148</u>	<u>2,819,007</u>
Interest expense	2,519	5,214	25,567	97,942	22,818
Net Revenues	<u>2,496,355</u>	<u>2,194,001</u>	<u>2,338,413</u>	<u>2,741,206</u>	<u>2,796,189</u>
<b>Non-Interest Expenses</b>					
Compensation and benefits	1,649,408	1,453,671	1,557,720	1,766,311	1,766,711
Communication and technology	272,047	282,603	295,353	242,530	159,258
Occupancy and equipment	137,617	134,149	133,240	126,594	105,297
Marketing and business development	46,853	40,177	41,612	51,767	42,744
Floor brokerage and clearance	22,495	22,464	21,912	22,957	21,667
Other	122,661	89,503	114,056	75,893	77,397
Restructuring	-	-	82,462	-	-
Total Non-Interest Expenses	<u>2,251,081</u>	<u>2,022,567</u>	<u>2,246,355</u>	<u>2,286,052</u>	<u>2,173,074</u>
<b>Earnings Before Income Taxes</b>	<u>245,274</u>	<u>171,434</u>	<u>92,058</u>	<u>455,154</u>	<u>623,115</u>
<b>Income Taxes</b>	<u>85,789</u>	<u>52,606</u>	<u>20,557</u>	<u>167,677</u>	<u>240,194</u>
<b>Net Earnings</b>	<u>\$ 159,485</u>	<u>\$ 118,828</u>	<u>\$ 71,501</u>	<u>\$ 287,477</u>	<u>\$ 382,921</u>
Per Share Data:					
Diluted Earnings	\$ 1.97	\$ 1.46	\$ 0.88	\$ 3.43	\$ 4.08
Basic Earnings	\$ 1.99	\$ 1.48	\$ 0.89	\$ 3.50	\$ 4.16
Cash Dividends	\$ 0.64	\$ 0.64	\$ 0.64	\$ 0.64	\$ 0.61
Book Value	\$ 22.08	\$ 20.92	\$ 20.42	\$ 20.29	\$ 19.69
Other Data:					
Total Assets	\$4,435,059	\$3,980,094	\$4,187,170	\$4,859,984	\$5,347,587
Stockholders' Equity	\$1,778,319	\$1,688,537	\$1,647,796	\$1,626,344	\$1,717,122
Cash Dividends	\$ 51,007	\$ 51,034	\$ 51,043	\$ 51,962	\$ 55,483
Pre-tax Return on Average Equity	14.1%	10.3%	5.6%	27.2%	37.3%
Return on Average Equity	9.2%	7.1%	4.4%	17.2%	22.9%
Net Earnings as a Percent of Net Revenues	6.4%	5.4%	3.1%	10.5%	13.7%
Average Common and Common Equivalent Shares Outstanding (Diluted)	80,990	81,177	81,282	83,925	93,814
Average Common Shares Outstanding (Basic)	<u>80,031</u>	<u>80,133</u>	<u>80,013</u>	<u>82,096</u>	<u>92,140</u>



# CONDENSED CONSOLIDATED BALANCE SHEETS

A.G. Edwards, Inc.

(Dollars in thousands, except per share amounts)	February 29, 2004	February 28, 2003
<b>Assets</b>		
Cash and cash equivalents	\$ 107,565	\$ 97,552
Cash and government securities, segregated under federal and other regulations	373,726	103,714
Securities purchased under agreements to resell	22,355	220,000
Securities borrowed	106,034	77,130
Receivables:		
Customers, less allowance for doubtful accounts of \$45,593 and \$44,508	2,351,136	2,038,807
Brokers, dealers and clearing organizations	14,693	22,469
Fees, dividends and interest	90,053	60,051
Securities inventory, at fair value:		
State and municipal	292,741	316,172
Government and agencies	30,806	50,134
Corporate	104,974	75,599
Investments	298,441	237,183
Property and equipment, at cost, net of accumulated depreciation and amortization of \$639,756 and \$579,225	498,706	526,387
Deferred income taxes	94,191	93,775
Other assets	49,638	61,121
	<u>\$4,435,059</u>	<u>\$3,980,094</u>
<b>Liabilities and Stockholders' Equity</b>		
Short-term bank loans	\$ 28,300	\$ 40,000
Checks payable	257,566	236,525
Securities loaned	231,438	227,356
Payables:		
Customers	1,125,014	960,679
Brokers, dealers and clearing organizations	153,451	134,911
Securities sold but not yet purchased, at fair value	44,908	35,440
Employee compensation and related taxes	440,764	346,292
Deferred compensation	206,734	170,690
Income taxes	13,588	15,222
Other liabilities	154,977	124,442
Total Liabilities	<u>2,656,740</u>	<u>2,291,557</u>
Stockholders' Equity:		
Preferred stock, \$25 par value:		
Authorized, 4,000,000 shares, none issued	-	-
Common stock, \$1 par value:		
Authorized, 550,000,000 shares		
Issued, 96,463,114 shares	96,463	96,463
Additional paid-in capital	292,699	289,028
Retained earnings	2,029,562	1,943,325
	<u>2,418,724</u>	<u>2,328,816</u>
Less: Treasury stock, at cost (15,936,194 and 15,737,245 shares)	640,405	640,279
Total Stockholders' Equity	<u>1,778,319</u>	<u>1,688,537</u>
	<u>\$4,435,059</u>	<u>\$3,980,094</u>

The condensed consolidated financial statements should be read in conjunction with the A.G. Edwards Annual Report on Form 10-K.

**CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**

A.G. Edwards, Inc.

Year Ended (In thousands, except per share amounts)	February 29, 2004	February 28, 2003	February 28, 2002
<b>Revenues</b>			
Commissions	\$1,093,222	\$ 895,019	\$ 950,025
Asset management and service fees	684,729	625,626	659,282
Principal transactions	296,886	311,124	319,684
Investment banking	321,861	251,180	256,429
Interest	95,792	106,027	171,968
Other	6,384	10,239	6,592
Total Revenues	<u>2,498,874</u>	<u>2,199,215</u>	<u>2,363,980</u>
Interest expense	2,519	5,214	25,567
Net Revenues	<u>2,496,355</u>	<u>2,194,001</u>	<u>2,338,413</u>
<b>Non-Interest Expenses</b>			
Compensation and benefits	1,649,408	1,453,671	1,557,720
Communication and technology	272,047	282,603	295,353
Occupancy and equipment	137,617	134,149	133,240
Marketing and business development	46,853	40,177	41,612
Floor brokerage and clearance	22,495	22,464	21,912
Other	122,661	89,503	114,056
Restructuring	-	-	82,462
Total Non-Interest Expenses	<u>2,251,081</u>	<u>2,022,567</u>	<u>2,246,355</u>
<b>Earnings Before Income Taxes</b>	245,274	171,434	92,058
<b>Income Taxes</b>	85,789	52,606	20,557
<b>Net Earnings</b>	<u>\$ 159,485</u>	<u>\$ 118,828</u>	<u>\$ 71,501</u>
<b>Earnings Per Share:</b>			
Diluted	<u>\$ 1.97</u>	<u>\$ 1.46</u>	<u>\$ 0.88</u>
Basic	<u>\$ 1.99</u>	<u>\$ 1.48</u>	<u>\$ 0.89</u>

The condensed consolidated financial statements should be read in conjunction with the A.G. Edwards Annual Report on Form 10-K.

# CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

A.G. Edwards, Inc.

Year Ended (In thousands)	February 29, 2004	February 28, 2003	February 28, 2002
<b>Cash Flows From Operating Activities:</b>			
Net earnings	\$ 159,485	\$ 118,828	\$ 71,501
Noncash and nonoperating items included in earnings:			
Depreciation and amortization	127,296	131,903	123,125
Expense of restricted stock awards	29,384	19,415	22,568
Deferred income taxes	(416)	(315)	(22,443)
Loss on investments, net	598	9,193	5,625
Allowance for doubtful accounts	1,274	9,009	27,056
Restructuring charge	-	-	52,395
(Increase) decrease in operating assets:			
Cash and government securities, segregated	(270,012)	(10,793)	(14,466)
Securities purchased under agreements to resell	197,645	(175,177)	(27,471)
Securities borrowed	(28,904)	(8,866)	59,064
Receivable from customers	(313,603)	412,937	797,411
Receivable from brokers, dealers and clearing organizations	7,776	22,146	(14,301)
Fees, dividends and interest receivable	(30,002)	15,953	(5,070)
Securities inventory	13,384	(64,397)	(84,192)
Trading investments, net	(43,478)	(20,739)	47,655
Other assets	11,504	18,093	(36,805)
Increase (decrease) in operating liabilities:			
Checks payable	21,041	(3,082)	(12,951)
Securities sold under agreements to repurchase	-	(45,861)	45,861
Securities loaned	(19,824)	(4,549)	(98,699)
Payable to customers	164,335	(21,692)	83,280
Payable to brokers, dealers and clearing organizations	18,540	(6,600)	18,427
Securities sold but not yet purchased	9,468	5,240	(994)
Employee compensation and related taxes	94,472	(45,895)	(105,974)
Deferred compensation	36,044	(14,309)	9,404
Income taxes	(1,582)	9,409	(40,858)
Other liabilities	30,535	(3,483)	26,842
Net cash from operating activities	<u>214,960</u>	<u>346,368</u>	<u>925,990</u>
<b>Cash Flows From Investing Activities:</b>			
Purchase of property and equipment, net	(99,615)	(127,007)	(190,808)
Purchase of other investments	(27,004)	(18,116)	(72,926)
Proceeds from sale or maturity of other investments	8,626	10,433	19,695
Net cash from investing activities	<u>(117,993)</u>	<u>(134,690)</u>	<u>(244,039)</u>
<b>Cash Flows From Financing Activities:</b>			
Short-term bank loans	(11,700)	(67,300)	(212,500)
Securities loaned	23,906	(42,630)	(407,432)
Employee stock transactions	57,323	60,967	58,428
Purchase of treasury stock	(105,455)	(114,500)	(85,137)
Cash dividends paid	(51,028)	(51,088)	(50,889)
Net cash from financing activities	<u>(86,954)</u>	<u>(214,551)</u>	<u>(697,530)</u>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	10,013	(2,873)	(15,579)
<b>Cash and Cash Equivalents, at Beginning of Year</b>	97,552	100,425	116,004
<b>Cash and Cash Equivalents, at End of Year</b>	<u>\$ 107,565</u>	<u>\$ 97,552</u>	<u>\$ 100,425</u>

Interest payments, net of amounts capitalized of \$925, \$2,565 and \$2,044, totaled \$2,616 in 2004, \$5,494 in 2003 and \$29,304 in 2002.

Income taxes paid totaled \$87,668 in 2004, \$43,223 in 2003 and \$85,947 in 2002.

Supplemental disclosures of noncash financing activities: Restricted stock awards granted totaled \$30,637 in 2004, \$21,738 in 2003 and \$24,614 in 2002.

The condensed consolidated financial statements should be read in conjunction with the A.G. Edwards Annual Report on Form 10-K.

To the Board of Directors and Stockholders  
of A.G. Edwards, Inc.:

We have audited the consolidated balance sheets of A.G. Edwards, Inc. and subsidiaries (the "Company") as of February 29, 2004, and February 28, 2003, and the related consolidated statements of earnings, stockholders' equity and cash flows for each of the three years in the period ended February 29, 2004. Such consolidated financial statements and our report thereon dated April 26, 2004, expressing an unqualified opinion (which are not included herein), are included in the Company's Annual Report on Form 10-K. The accompanying condensed consolidated financial statements are the responsibility of the Company's management. Our responsibility is to

express an opinion on such condensed consolidated financial statements in relation to the complete consolidated financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated balance sheets as of February 29, 2004, and February 28, 2003, and the related condensed consolidated statements of earnings and cash flows for each of the three years in the period ended February 29, 2004, is fairly stated in all material respects in relation to the basic consolidated financial statements from which it has been derived.

*Deloitte & Touche LLP*  
St. Louis, Missouri  
April 26, 2004

**STATEMENT OF FINANCIAL RESPONSIBILITY**

As a public company, we are required to publicly held investors. We are committed to the confidence. As both an independent member of the Board of Directors and a member of the Company, A.G. Edwards is committed to ensure that investors are provided with the practices and policies that are consistent with the interests of our clients, shareholders, and the public. We are committed to providing financial information that is accurate, complete and complete picture of our financial performance.

Our responsibility for the integrity and accuracy of our financial statements, presented in accordance with generally accepted accounting principles. We are committed to the highest standards of accountants and internal controls. We are committed to the highest standards in executive compensation and our sharehold- ers. We are committed to the highest standards and applies to our business conduct.

We are committed to the highest standards being requirements of our industry and our corporate governance policies.

- Independent directors represent the majority of our Board.
- Independent directors are the only members of our Board's Audit, Compensation, and Nominating and Corporate Governance Committees.
- The Audit, Compensation, and Nominating and Corporate Governance Committees make appropriate use of charters that clearly detail each committee's responsibilities.
- Independent directors meet at scheduled executive sessions without management.

Just as our financial consultants work to earn and maintain the trust of their clients, our management is dedicated to earning and maintaining the trust of our shareholders by staying true to our culture and applying the highest ethical standards to the oversight of our corporate assets. Our shareholders and our clients can share in management's confidence about A.G. Edwards' financial reporting and governance policies.

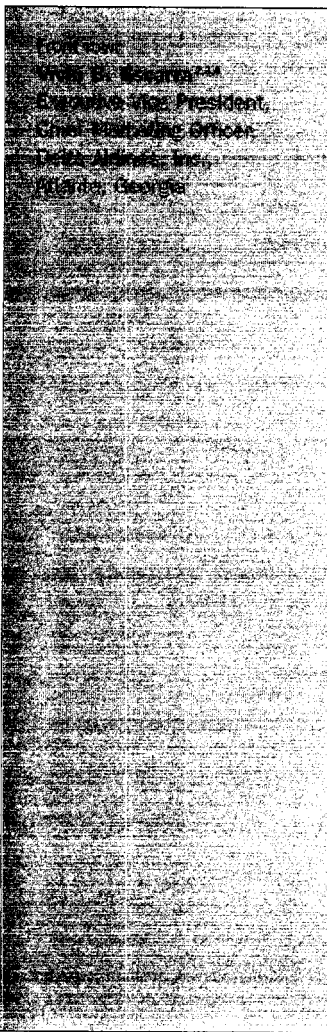
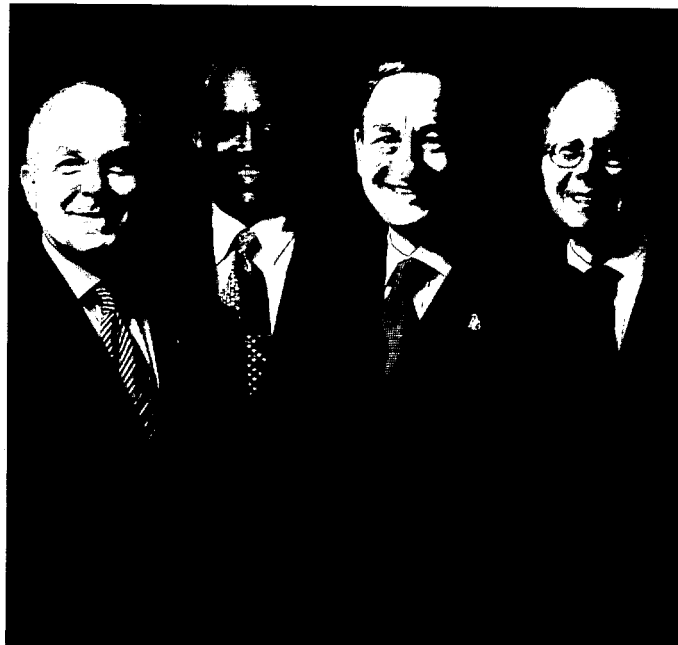
*Robert L. Bagby*

Robert L. Bagby  
Chairman,  
Chief Executive Officer

*Douglas L. Kelly*

Douglas L. Kelly  
Executive Vice President,  
Chief Financial Officer

A.G. Edwards, Inc.



**Robert L. Bagby**<sup>1</sup>  
Chairman of the Board,  
Chief Executive Officer,  
President

Back row:  
**Ronald J. Kessler**<sup>1</sup>  
Vice Chairman of the Board

Front row:  
**Peter B. Madoff**<sup>2,3,4</sup>  
Senior Managing Director,  
Bernard L. Madoff Investment  
Securities LLC,  
New York, New York

Back row:  
**Samuel C. Hutchinson Jr.**<sup>2,3,4</sup>  
President,  
Interface Construction Corp.,  
Berkeley, Missouri

**Mark S. Wrighton**<sup>2,3,4</sup>  
Chancellor,  
Washington University,  
St. Louis, Missouri

**Dr. E. Eugene Carter**<sup>2,3,4</sup>  
Trustee,  
Charlotte R. Boschan Trust,  
Cambridge, Massachusetts

Member of A.G. Edwards, Inc.:

- 1 Executive Committee
- 2 Audit Committee
- 3 Compensation Committee
- 4 Nominating and Corporate Governance Committee

## BOARD OF DIRECTORS

(As of April 15, 2004)

### A.G. Edwards & Sons, Inc.

**Robert L. Bagby**<sup>5,6</sup>

Chairman of the Board,  
Chief Executive Officer,  
President,  
29 years with A.G. Edwards

**Mary V. Atkin**<sup>5,6</sup>

Executive Vice President,  
Corporate Strategy,  
26 years with A.G. Edwards

**Alex M. Bigelow**

Senior Vice President,  
Florida Regional Officer,  
12 years with A.G. Edwards

**Amelia A.J. Bond**

Senior Vice President,  
Public Finance,  
17 years with A.G. Edwards

**Bill Branson Jr.**

Senior Vice President,  
Northeast Regional Officer,  
10 years with A.G. Edwards

**Spencer B. Burke**

Senior Vice President,  
Corporate Finance,  
9 years with A.G. Edwards

**Donnis L. Casey**<sup>5</sup>

Executive Vice President,  
Director of Staff,  
37 years with A.G. Edwards

**Paul B. Coffee**

Senior Vice President,  
Western Regional Officer,  
29 years with A.G. Edwards

**Gene M. Diederich**

Senior Vice President,  
Mid-Central Regional Officer,  
20 years with A.G. Edwards

**David J. Diffenauer**

Senior Vice President,  
Customer Accounting,  
33 years with A.G. Edwards

**Benjamin F. Edwards IV**

26 years with A.G. Edwards

**Michael L. Essex**

Senior Vice President,  
Corporate Syndicate,  
2 years with A.G. Edwards

**Charles T. Forrest**

Senior Vice President,  
Fixed Income,  
16 years with A.G. Edwards

**Charles J. Galli**<sup>5</sup>

Senior Vice President,  
Home Regional Officer,  
25 years with A.G. Edwards

**Louis A. Ginocchio Jr.**

Senior Vice President,  
Great Lakes Regional Officer,  
14 years with A.G. Edwards

**Alfred E. Goldman**<sup>5</sup>

Corporate Vice President,  
Market Analysis,  
44 years with A.G. Edwards

**Richard F. Grabish**<sup>5</sup>

Senior Vice President,  
Assistant Director of  
Sales & Marketing,  
23 years with A.G. Edwards

**William R. Hatcher**

Senior Vice President,  
Mid-Atlantic Regional Officer,  
11 years with A.G. Edwards

**Douglas L. Kelly**<sup>5,6</sup>

Executive Vice President,  
Secretary, Treasurer,  
Chief Financial Officer,  
Director of Law & Compliance,  
Director of Administration,  
10 years with A.G. Edwards

**Ronald J. Kessler**<sup>5,6</sup>

Vice Chairman of the Board,  
Executive Vice President,  
Director of Operations,  
36 years with A.G. Edwards

**Oliver M. Langenberg**<sup>5</sup>

Senior Vice President,  
Institutional Sales and  
Research,  
43 years with A.G. Edwards

**John F. Lee**

Senior Vice President,  
Pacific Coast Regional Officer,  
17 years with A.G. Edwards

**Peter M. Miller**<sup>5,6</sup>

Executive Vice President,  
Director of Sales & Marketing,  
15 years with A.G. Edwards

**William C. Mitchell**

Senior Vice President,  
Eastern Regional Officer,  
14 years with A.G. Edwards

**Thomas N. O'Donnell**

Senior Vice President,  
President, A.G. Edwards  
Trust Company FSB,  
9 years with A.G. Edwards

**John C. Parker**<sup>5</sup>

Executive Vice President,  
President, A.G. Edwards  
Technology Group, Inc.,  
Chief Information Officer,  
2 years with A.G. Edwards

**Paul F. Pautler**<sup>5</sup>

Executive Vice President,  
Director of Capital Markets,  
6 years with A.G. Edwards

**Robert A. Pietroburgo**<sup>5,6</sup>

Executive Vice President,  
Director of Branches,  
17 years with A.G. Edwards

**Joseph G. Porter**

Senior Vice President,  
Assistant Director of  
Administration,  
Assistant Treasurer,  
21 years with A.G. Edwards

**John D. Quinn**

Senior Vice President,  
Securities Accounting,  
35 years with A.G. Edwards

**Donald N. Robinson**

Senior Vice President,  
Central Regional Officer,  
30 years with A.G. Edwards

**Michael Scafati**

Senior Vice President,  
Managed Products,  
32 years with A.G. Edwards

**Daniel J. Schaub**

Senior Vice President,  
NASDAQ/OTC Trading,  
23 years with A.G. Edwards

**David C. Sprowl**

Senior Vice President,  
Southwest Regional Officer,  
30 years with A.G. Edwards

**Brian C. Underwood**

Senior Vice President,  
Compliance,  
20 years with A.G. Edwards

**Charles J. VanGronigen**

Senior Vice President,  
Training & Development,  
30 years with A.G. Edwards

**Gregory P. Vitt**

Senior Vice President,  
Information & Order Processing,  
26 years with A.G. Edwards

**William J. Winter Sr.**

Senior Vice President,  
Assistant Treasurer,  
37 years with A.G. Edwards

**Cecil B. Wright III**

Senior Vice President,  
Southeast Regional Officer,  
30 years with A.G. Edwards

**Charles V. Zurfluh**

Senior Vice President,  
Branch Operations,  
40 years with A.G. Edwards

Member of A.G. Edwards & Sons, Inc.:

<sup>5</sup> Executive Committee

<sup>6</sup> Finance Committee

## BOARDS OF DIRECTORS

(As of April 15, 2004)

### **A.G. Edwards Technology Group, Inc.**

Robert L. Bagby  
Chairman of the Board and  
Chief Executive Officer

John C. Parker  
President

Mary V. Atkin  
Donnis L. Casey  
Charles J. Galli  
Alfred E. Goldman  
Richard F. Grabish  
Douglas L. Kelly  
Ronald J. Kessler  
Peter M. Miller  
Paul F. Pautler  
Robert A. Pietroburgo

### **A.G. Edwards Trust Company FSB**

Richard F. Grabish  
Chairman of the Board and  
Chief Executive Officer

Thomas N. O'Donnell  
President

Mary V. Atkin  
Charles J. Galli  
Douglas L. Kelly  
Peter M. Miller  
Michael Scafati  
Charles V. Zurfluh

### **A.G.E. Properties, Inc.**

Robert L. Bagby  
Chairman of the Board

Douglas L. Kelly  
President

Donnis L. Casey  
Ronald J. Kessler

### **Gull-AGE Capital Group, Inc.**

Douglas L. Kelly  
Chairman of the Board  
and President

### **AGE Investments, Inc.**

Douglas L. Kelly  
Director

### **A.G. Edwards Capital, Inc.**

Paul F. Pautler  
Chairman of the Board,  
Chief Executive Officer  
and President

Douglas L. Kelly  
Ronald J. Kessler  
Peter M. Miller  
Michael Scafati

### **A.G. Edwards & Sons (U.K.) Limited**

Douglas L. Kelly  
Chairman of the Board

Peter M. Miller  
Robert A. Pietroburgo

### **Beaumont Insurance Company**

Douglas L. Kelly  
Chairman of the Board  
and President

Julie S. Boucher  
Diane M. Webster

# BRANCH OFFICE MANAGEMENT

A.G. Edwards, Inc.

## Alabama

Anniston  
John M. Monroe

Birmingham  
David H. Gilchrist Sr.

Dothan  
Patricia A. Watson  
Stafford L. Gregory

Fairhope  
Katherine A. Monroe

Florence  
Thomas T. Ross

Gadsden  
Troy D. Wagnon

Gulf Shores  
Craig O. Vinson Sr.

Huntsville  
Benny N. Little

Inverness Center  
Amy M. McLevaine

Mobile  
Jere W. Marques

Montgomery  
Jeffrey S. Sprague

Prattville  
Rondy K. Smith

Selma  
Thomas R. Boyd

Troy  
Collin L. McCrary  
Robert K.T. Cole Jr.

**Arizona**

Carefree  
Josh Slocum

Chandler-Tempe  
Theresa C. Clemmons

East Tucson  
Kenneth C. Jacowsky

Flagstaff  
David G. Broyles

Green Valley  
William H. Olsen

Mesa  
William R. Berg

Oro Valley  
Ben Palazzo

Phoenix  
Daniel L. Christy III

Pinnacle Peak  
Robert E. Rittel

Prescott  
Gerry M. Thornbro

Prescott Valley  
Michael D. Woods

Scottsdale  
John S. Abbs  
Paul C. Ruble Jr.

Sierra Vista  
Paula G. Beardsworth

Sun City  
William C. Schlofman

Surprise  
Michael J. Audisio

Tucson  
Irving Mindes  
William S. Fedor Jr.

**Arkansas**

Bella Vista  
John E. McLelland

Berryville  
Allen Rogers

Blytheville  
Shirley C. Carman

Conway  
Curtis R. Williams

El Dorado  
Andy E. Allen

Fayetteville  
Brian L. Keck

Fort Smith  
Elton E. Rambin

Harrison  
Ronald C. Richardson

Holiday Island Park  
Paul K. Engskov

Hot Springs  
Joseph K. Patrico

Hot Springs Village  
Brenda E. Riley

Jonesboro  
R. Arnold Cooper

Little Rock  
Robert W. Tucker  
Vallie B. Carney

Mountain Home  
David W. Floyd

Pine Bluff  
Walter K. Cash

Rogers  
Steven R. Burkhead

Russellville  
Danny C. Stobaugh

Springdale  
Russell D. Beck

## California

Arroyo Grande  
Nathan F. Alvarado

Bakersfield  
David D. Westerfeld

Beverly Hills  
Mark A. Tobin

Carlsbad  
Gary P. Endres

Chico  
William D. Carson Jr.

Del Mar  
Timothy P. Cronin

El Dorado Hills  
Scott M. Nelson

Escondido  
Jeffrey S. McCoy

Eureka  
Laura K. Hussey

Fairfield  
Glenn E. Holbert

Fallbrook  
Robert W. Kuech

Fort Jones  
Terence L. Ross

Fresno  
Donald A. Vincenti

Grass Valley  
D. Robert Frew

Hemet  
Michael E. Hornkohl

Laguna Beach  
Kenneth E. Hansen

Laguna Hills  
Mark J. Robles

La Jolla  
Michael W. Jennings

Lake San Marcos  
Donald R. Overbeck

Lincoln Hills  
James C. Lee

Lompoc  
John E. Puscheck

Long Beach  
Rahamin Suares

Modesto  
Randall K. Anderson

Monterey  
Charles M. Hetland

Napa  
Gregory R. van Kesteren

Newport Beach  
Timothy C. Metcalf

Oakland  
Jon P. McGeath

Orange  
Michael Markunas

Oroville  
James H. Moll  
Kevin D. Zeitler

Oxnard  
Anthony A. Russo

Palm Desert  
William C. Lacy

Palm Springs  
Mark F. Blalock

Paradise  
John W. Nelson

Pasadena  
David P. Luna

Pleasanton  
John P. Rohan

Redding  
Brian D. Gruber

Redlands  
Robert R. Heinze

Redwood Shores  
Christopher W. Inglis  
Stephen S.  
Carmichael

Riverside  
Mary Carruthers

Roseville  
John F. Lee\*  
Steven J. Hudgins

Sacramento  
Robert A. Lakosil

San Diego  
John J. Peluso

San Diego -  
North County  
Robert R. Gonzales

San Francisco  
Harry L. Sze

San Jose  
Thomas P. Bjork

San Juan Capistrano  
Robert W. Burns

San Luis Obispo  
Glenn P. Johnson

San Rafael  
Tomm E. Hudson

Santa Barbara  
Americo J. Salvetti

Santa Maria  
Nathan F. Alvarado

Santa Monica  
Francis V. Bennett

Santa Rosa  
Samuel D. Slayden

Sherman Oaks  
Burt M. Pressman

Silicon Valley  
Kenneth W. Green

Stockton  
Larry D. Watts

Temecula  
Steven W. Fillingim

Torrance  
William E. Smith

Ukiah  
Monte J. Hill

Visalia  
James E. Wohlford

Walnut Creek  
Douglas A. Potter

Westlake Village  
Frank D. Covely

## Colorado

Boulder  
Dennis H. Kaboth

Cherry Creek  
James B. Haass

Colorado Springs  
Gary A. Backstrom  
Richard A. Murphy

Denver  
Michael A. Pappas  
James A. Wiltshire

Durango  
Scott L. Woods

Estes Park  
Debra A. Grill

Evergreen  
Robert C. Thompson

Fort Collins  
Thomas R. Mapp

Grand Junction  
Linda S. Arledge

Greeley  
Rick L. Runyan

Greenwood Village  
Paul B. Coffee\*  
Mark P. Fellows

Interlocken  
Thomas E. Mahoney

Lakewood  
James M. Wilday



**BRANCH OFFICE MANAGEMENT**

A.G. Edwards, Inc.

Longmont Ronald R. Billings	<b>Florida</b> Boca Raton James D. Edge Bonita Springs Mark S. Preston Boynton Beach Jeffrey L. Hill Bradenton Gary M. Knuckles Cape Coral Patrick S. Zych Citrus Hills Robert A. Noxon Clearwater Robert W. Hicks Clermont Kelly J. Cartier Coral Gables Silvano R. Vizoso Jr. Daytona Beach John D. Carl Destin Edmond Waters Englewood Burton E. Mason Eustis Frederick S. Lipp Fort Lauderdale Michael J. O'Mara Fort Myers Mark T. Chase James A. Nolte Fort Pierce Francis E. Campbell Fort Walton Beach Daniel R. Cauley Gainesville Beverly J. Loy Indialantic Gerald B. Goodchild Jacksonville Peter J. Hogan Lake Mary John R. Snively	Lake Worth Daniel Silvestri Marco Island Terrence J. McCreanor Melbourne Thomas W. Sinclair Merritt Island Robert W. Sullivan Naples Robert E. Price Ocala John H. Decker Jr. Orlando Robert S. Fox Ormond Beach David S. Remy Palm Beach Gardens James A. Collins Panama City August F. Yanke Panama City Beach Malissa E. Romack Pensacola Eugene R. Borcz William C. Westfall Jr. Port Charlotte Joshua M. Howell Port Richey Scott M. Moore Punta Gorda Brian J. Mariash St. Armands Key Sally J. White St. Augustine Thomas E. Dotson II St. Petersburg Arthur J. Zelenak Sr. Sarasota Paul D. Buskey Sebring John R. Clark Seminole Larry P. Rudolph Spring Hill Charles M. Fernandez	Stuart Robert J. Sander Sun City Center Richard W. Sheffield Tallahassee John B. Mackie Tampa Robert B. Moler Jr. The Villages Tracy M. Belton Titusville David D. David Venice-North Bruce W. Haltinner Venice-South John W. Holic Vero Beach John D. Orcutt Jr. Viera Thomas R. Bedor West Palm Beach Alex M. Bigelow* Larry E. Bernstein Winter Haven Ronald W. Snyder Zephyrhills Nancy D. Cook	Columbus Janice E. Hutson Dalton Gary B. Oliver Gainesville Alan C. Crumley Warren D. Stribling Greensboro Richard D. Newsom Jr. Griffin Michael S. Cain Johns Creek Roland H. deLinieri Macon John A. Wood Marietta Parks H. Brown Jr. Milledgeville William G. Neely III Rome Cecit B. Wright III* Roswell James M. Broadway Sandy Springs Tiberio P. DeJulio Savannah Thomas J. Hussey Thomasville William J. McCollum Tifton Yancey F. Carter III	Pocatello Mark N. Buckalew Twin Falls Frederick C. Nelson <b>Illinois</b> Alton Neil R. Harrison Arlington Heights Richard A. Ceffalio Jr. Aurora Kevin A. Skogsberg Barrington Steven P. Fromm Belleville Rodney D. Vaught Robert D. Maurer Bloomington Charles A. Norman Carbondale Barbara J. Blacklock Champaign Phillip B. Blankenburg Charleston Dan R. Cunningham Chicago-Loop Jeffery L. Bidstrup Chicago-Michigan Avenue Pamela M. Olah Chicago-Union Station James A. Talley Michael J. Krause Danville Keith R. Souza Decatur Mary K. Paulin Edwardsville Richard R. Sims Effingham Kent C. Schmidt Elgin Robert L. Schriber Freeport Steven E. Glaze
<b>Connecticut</b> Danbury Arnold H. Rozany Essex Edward J. Brennan Calvin C. Coburn Farmington John J. McDermott III Glastonbury Timothy A. Collins Greenwich Lawrence A. Baker Hamden Richard Pignone Kimberly S. Hurd Hartford Patrick J. Sheehan Mystic Frederick C. Leonard Norwalk Martin P. McLaughlin Jr. Southport John J. Kubica Jr. Waterford Edwin Rachleff Wilton Paul A. Steffany	<b>Delaware</b> Newark Frank A. Alteri	<b>Georgia</b> Albany Marilyn C. Hedrick Americus† Robert H. Sternenberg Athens Paul A. Bingham Jr. Atlanta William J. Huston John K. Coggins Jr. Augusta W. Neal Hines Brunswick Kevin C. Lokey Canton Judy T. Ross	<b>Hawaii</b> Honolulu Tobias M. Martyn	<b>Idaho</b> Boise Jerry L. Beto Coeur d'Alene Paul C. Barone Idaho Falls Fred T. Finlayson Ketchum James R. Everitt	
<b>District of Columbia</b> Washington, D.C. William C. Mitchell* Wallace L. Tart Washington, D.C.- Downtown Loren D. Evans					

**BRANCH OFFICE MANAGEMENT**

A.G. Edwards, Inc.

Galesburg Sid V. Carlson	Springfield Craig R. Schermerhorn Anthony M. Guzzardo	South Bend Douglas L. Piazza Edward L. Patzer	Hutchinson Roger D. Gatton	Baton Rouge Gerald T. Goss Robert G. Hazel	Bel Air Herbert F. Otto
Geneseo Brian J. Gernant	Waterloo Gary W. Hency	Terre Haute Rodney R. Heefner	Independence Robert J. Miller	Franklinton Thomas M. Lewis	Easton R. Barry Drew
Geneva Freeman S. Reed	Willowbrook Michael S. Ludlow		Lawrence Jerald L. Samp	Hammond Frank J. van Mullem	Hunt Valley Stephen G. Mitchell Sr.
Jacksonville Michael H. Lansden	Woodstock Dennis L. Anderson Virgil R. Smith	<b>Iowa</b>	Liberal Thomas C. Mein	Jennings Keith J. Broussard	Salisbury Brian C. Timken
Joliet Warren C. DeNardo		Burlington Frederick A. Scholer	Manhattan Jayson C. Kaus	Lafayette Thomas W. Grote	<b>Massachusetts</b>
Lake Forest Mark D. Aigner	<b>Indiana</b>	Cedar Rapids Mark J. Nolan	Overland Park Gene M. Diederich* Martin C. Bicknell Herbert S. Sih	Lake Charles Glenn R. Granger Reed Mendelson Jr.	Boston Sarah G. Berry
Lincoln Philip M. Dehner	Anderson Paul B. Church	Coralville/Iowa City Darrel G. Courtney	Pittsburg Darrel B. Markley	Mandeville Allen J. Catalanotto	Boston-Back Bay Jeffrey K. Robles
Lisle Michael J. Lantz	Auburn Darrell G. Douglas	Davenport Stanley M. Reeg	Salina Kenneth M. Wedel	Monroe Douglas T. Farr	Chelmsford Daniel S. Hanley
Macomb Mary E. Downey	Bloomington Daniel F. Davila	Des Moines David L. Jones Douglas A. West	Wichita Roger A. Buller	Natchitoches William H. Cross	East Harwich Jon O. Laurell
Morris Edward L. Capko	Carmel Theodore J. Sturges	Dubuque Dennis J. Houlihan	<b>Kentucky</b>	New Orleans Allen J. Catalanotto	Fall River Richard B. Wolfson
Mount Vernon Cynthia L. Jones	Chesterton Mark S. Lazart	Fort Madison† Joel S. Bobb	Ashland Mark G. Compston	Opelousas Gregory M. Bordelon	Falmouth Francis X. Keohane
Naperville Vicky E. Campbell	Columbus Jeremy S. Donaldson	Keokuk Heather J. Barnett	Bowling Green Marc W. Evans	Ruston Bobby J. Conville Jr.	Greenfield Frederick M. Magee
Oakbrook Robert D. Gagnon	Evansville Stephen H. Merrick	Marshalltown Jay P. Merryman	Lexington James E. Schroth	Shreveport Clyde B. French	Hingham John M. Kouloupoulos
Orland Park Donald G. Sharko	Fishers Scott T. Wolfrum	Mason City Robert M. Zishka	London Richard D. Reynolds	<b>Maine</b>	Hyannis David J. Mason
Palos Heights David C. Heide	Fort Wayne James C. Smith	Mount Pleasant Patrick J. McCabe	Louisville John J. Wingfield	Auburn Christopher C. Coburn	New Bedford Joseph M. Barry Jr.
Peoria Thomas R. Henrichs	Greenwood Anthony C. La Rosa	Sioux City Michael J. Woods	Owensboro Larry H. Beisel Jr.	Bangor Alan W. Miller	Newton Lower Falls Eric H. Burt
Peru David A. Claggett	Indianapolis Dean J. Abplanalp	Storm Lake Alan E. Bowles	Paducah John A. Williams Jr.	Camden Glenn E. Buckingham	Northampton Marco Poletto
Quincy Richard V. Marcolla	Kokomo Michael V. Ricci	Waterloo Ronald J. Fiacco Richard D. Pilipchuk	Somerset James S. Morrison Eugene C. Richardson	Portland R. Bartlett Osgood III	Peabody E. Alan Freeman Daniel R. Santanello
Rockford Martin L. Smith	Merrillville H. Dean Davis	<b>Kansas</b>	<b>Louisiana</b>	Waterville David F. Radsky	Pittsfield Thomas W. Neely
Roselle Jay A. Cunningham	Muncie Katherine M. Onieal	Abilene Patricia M. O'Malley-Knox	Alexandria Lucien A. Branch Jr. Bart B. Schmolke	<b>Maryland</b>	Plymouth Fred J. Gennelly
St. Charles Craig S. Morgan	New Albany Timothy W. Newman	Garden City Sean P. Thayer Randall A. Fisher		Annapolis Malcolm C. Foster	Springfield John J. Sullivan Jr.
Skokie Alan S. Dubrow	Richmond Donald E. Bates Jr.			Baltimore Richard K. Sutor	Worcester Brian M. Elliott

# BRANCH OFFICE MANAGEMENT

A.G. Edwards, Inc.

## **Michigan**

Ann Arbor  
Michael J. Fulkerson

Battle Creek  
Charles J. Carroll

Bay City  
Karl H. Roth

Bloomfield Hills  
Richard V. Hueter

Cascade  
Todd H. Brandstadt

Clinton Township  
Donald J. Van De Steene

Dearborn  
John P. Mathey

Farmington Hills  
Bruce B. Palen

Flint  
Edwin E. Luke

Grand Rapids  
James E. Marosi

Gross Pointe Woods  
Craig J. Kohler

Holland  
David J. Young

Jackson  
James S. Grace

Kalamazoo  
Jerry J. Cross

Marquette  
Mark A. Aho

Midland  
Doak R. Stolz  
Richard L. Smith

Okemos  
James L. Carter

Owosso  
Paul A. Schluckebier

Port Huron  
Thomas K. Anderson

St. Joseph  
Craig A. Herrington

Traverse City  
Glenn C. Hirt

Troy  
F. Daniel Mirabella

## **Minnesota**

Duluth†  
Stephen J. Reich

Eden Prairie  
Ronald W. Erickson  
Rick K. Kendall

Edina  
Robert S. Hansen

Minneapolis  
John R. Ekman  
Minnetonka†  
Ronald W. Erickson

Rochester  
James S. Olson

## **Mississippi**

Clarksdale  
Hiram L. Dilworth

Columbus  
Jim B. Ford Jr.

Gulfport  
J. Doug Medley\*  
Marshall D. Lynch

Hattiesburg  
Duane L. Raanes

Jackson  
Hance W. McKenzie Jr.

Meridian  
William S. Hudson

Oxford  
Allen R. Kimbrell

Pascagoula  
Michael F. Odom

Starkville  
Robert M. Crosland III

## **Missouri**

Branson  
Mitchell L. Walker

Cameron  
William L. Nash

Cape Girardeau  
Marsha M. Limbaugh

Clayton  
Blake R. Dunlop

Columbia  
James G. Church  
Robert P. Stansberry

Des Peres  
Patrick J. Howley III

Festus  
John D. McAtee Sr.

Florissant  
Larry D. Richardson

Frontenac  
Charles J. Galli\*  
Gerald H. Cooper

Hannibal  
Kenneth W. Greger

Independence  
Charles S. Cooper

Jackson  
Timothy W. Gutwein

Jefferson City  
Jon R. Gilstrap

Joplin  
Bryan D. Vowels

Kansas City Plaza  
Brian T. Wall

Kirksville  
Rick F. Riley

Lebanon  
Gregory V. Sullivan

Liberty  
James J. Ballinger

Louisiana  
Clyde E. Penrod

Moberly  
Jerry C. Jeffrey

Osage Beach  
Brian R. Zerr

Rolla  
Mark T. Riefer

St. Charles  
Steve A. Mahler

St. Joseph  
Grover C. Musser

St. Louis-Downtown  
Edward J. Costigan Jr.

Sikeston  
Bart A. Grant

Springfield  
David L. Burnette

Town & Country  
Benjamin F. Edwards IV

Washington  
Charles J. Trankler

## **Montana**

Missoula  
Roger T. Roy

## **Nebraska**

Beatrice  
Thomas L. Shutts

Grand Island  
Dan A. Govier  
John C. Stinson

Kearney  
James R. Armagost

Lincoln  
Loy U. Olson

North Platte  
Kevin P. Kennedy Jr.

Omaha  
Randall C. Peck

## **Nevada**

Incline Village  
Frederick C. Findeisen

Las Vegas  
Fred T. Snyder

Reno  
Daniel J. Woods

Summerlin  
Stephen J. Murphy Sr.

## **New Hampshire**

Claremont  
Gisela M. Polleys

Concord  
John W. Laverack Jr.  
William A. Kearney

Hanover  
E. Clinton Swift

Keene  
James D. Talbert

Laconia  
Richard V. Breton

Nashua  
Richard T. Iannacone

New London  
Philip D. Estabrook III

North Conway  
Henry N. Forrest

Portsmouth  
Rohe V. Pennington III

## **New Jersey**

Bernardsville  
Brian J. McCafferty

Cape May  
Henry S. Brzyski

Cherry Hill  
Walter J. Schwenk

Chester  
Frank M. Taylor

East Brunswick  
Michael J. Doherty

Green Village  
William J. Drake

Hillsborough  
Patricia L. Halpern

Morristown  
Joseph J. Bancheri

Northfield  
Donald N. Levy

Oradell  
Joseph Buono  
Grace M. Galvin

Princeton  
Constantine Giviskos

Rockaway  
Fred K. Ecke Jr.

Short Hills  
Richard M. Barber

Spring Lake  
James J. Coughlin

Voorhees  
Charles J. McAfee

Warren  
Walter W. Roth

## **New Mexico**

Albuquerque  
David M. Adams

Las Cruces  
Bruce A. Reed

Roswell  
Brian D. Stokes

Santa Fe  
Robert E. Bennett

## **New York**

Albany  
Terry L. Jandreau

Binghamton  
Carol A. Eurillo

Buffalo  
Karl I. Riner

Corning  
David W. Davies

Garden City  
Michael J. DiSilvio

Glen Cove  
Michael W. Horby

Hudson Valley  
Jeffrey T. Zelin

Huntington  
Frank J. Signorelli

Ithaca  
Catherine L. Mawicke

Lake Placid  
Charles G. Cowan

New York City-  
Midtown  
J. William Forrester

Olean  
Lynn R. Johnson

Oneonta  
Frank G. Burden  
Edward J. Curley

# BRANCH OFFICE MANAGEMENT

A.G. Edwards, Inc.

Port Jefferson Jeffrey D. Thiele	Lake Norman Kevin D. Phillips	Cleveland John N. Janoch	Ponca City Patrick J. Mulligan	Pittsburgh Nancy J. Lynchess	Pawleys Island Michael J. Hirsch
Rochester Joseph E. Klarberg	Morehead City Phillip B. Nelson	Columbus Brent A. Markley	Stillwater Don E. Terry	Scranton Keith R. Kleinman	Seneca Jesse E. Wright III
Smithtown Kevin A. Healy	Raleigh Alexander Mihajlov	Dayton Roger B. Chudde	Tuisa George E. Ferguson	Sewickley Charles Koliass	Spartanburg William T. Brown
Southampton Michael W. Kreimer	Rocky Mount Barden Winstead Jr.	Dublin Jason J. Hull	<b>Oregon</b>	Sharon Ronald J. Koshar	Sumter William H. Barnes II
Syracuse Randall J. Powers Bill Branson Jr.*	Shalotte Carolyn B. Felton	Findlay Edward F. Abbey Jr.	Bend John K. Aspell	South Hills Stephen P. Patrick Rande T. Casaday	<b>South Dakota</b>
Utica Eugene L. D'Amico Sr.	Southport Albert Elrod	Lancaster Thomas K. Lally	Corvallis Andrew E. Jones	<b>Rhode Island</b>	Aberdeen Richard W. Niebuhr Craig D. Golz
White Plains Neal J. Baumann	Tryon Robert M. Tobey	Lima Phillip L. Trueblood	Eugene Gary L. Feldman	Charlestown Dennis P. McGuire	Huron Sherman E. Gose Steven R. Gohn
<b>North Carolina</b>	Wilmington Michael A. Faulkenbury	Mansfield Christopher L. Nuetzel	Medford David R. McDermott	Newport James L. Carroll	Mitchell Dennis M. Martin
Asheboro Joseph G. Thomas	<b>North Dakota</b>	Medina Joseph A. Hanna	Portland Mark E. Olsen	Providence Robert L. Capone	Rapid City Patrick D. Malone Emiel E. Belzer
Asheville Roger H. Aiken	Bismarck Irvin A. Smith III	Mentor Samuel D. Baio	Portland-Downtown James L. McCulley	<b>South Carolina</b>	Sioux Falls Joseph C. Wood
South Asheville William M. Pomeroy	Fargo Charles E. Hanish	Toledo Gerald L. Sliemers	Roseburg Melvin G. Duncan	Aiken William G. Paschal	Watertown Thomas C. Beadnell
Ballantyne Walter C. Martin	Grand Forks Keith A. Bjerck	Troy† Phillip M. Jones	Salem Clark D. Bowen	Beaufort William C. Tumlin William R. Hatcher*	<b>Tennessee</b>
Burlington James D. Mackintosh III Shannon S. Mackintosh	Jamestown Rick E. Bosche	Westlake Kurt A. Faulhaber	West Linn Janet M. Hudson	Bluffton Todd H. Crutchley	Chattanooga Joseph E. Petty
Charlotte David S. Younts	<b>Ohio</b>	Worthington Martin E. VandenBroek	<b>Pennsylvania</b>	Charleston James B. Platzer	Johnson City Gregory G. Schuette
Fayetteville S. Lynn Legatski	Akron Thomas A. Jewett	Zanesville Jay J. Gruenebaum	Abington George A. Porreca Jr.	Columbia James N. Pulliam Jr.	Knoxville William K. West III
Greensboro Steven B. Holbrook	Ashtabula Daniel M. Huffman	<b>Oklahoma</b>	Beaver Stephen P. Patrick	Florence Frank J. Brand II	Memphis Charles H. Long Jr.
Greenville Herbert L. Ormond III	Blue Ash James R. Williams	Bartlesville George L. Sneed	Bethlehem Scott A. Brantingson	Greenville D. Michael Plemmons	Morristown Crampton H. Helms
Hendersonville Scott E. Price	Cambridge Tommy D. Davey	El Reno Thomas H. Avant	Greensburg Robert A. Moffet Jr.	Hilton Head Island John C. Levy	Nashville William H. Eskind
Hickory Clifford J. Watts III	Chardon Terry R. Campbell	Enid Alan G. Stong	Harrisburg Richard J. Beatty	Inman Janice C. Farrell	<b>Texas</b>
Highlands Steven R. Perry	Chillicothe Tom D. Hamsher	Grove David L. East	Meadville Robert C. Asmus	Laurens Collie W. Lehn	Abilene Gerald A. Galbraith
High Point Paul A. Vidovich	Cincinnati Louis A. Ginocchio Jr.* Arthur L. Fischer	Lawton Brendan Wolverton	Media Timothy E. Griffith	Myrtle Beach Ruell L. Hicks Jr.	Addison John O. Norwood
		Oklahoma City Barry D. Gangwer	Peters Township James L. Lockerman		

**BRANCH OFFICE MANAGEMENT**

A.G. Edwards, Inc.

Amarillo Jesse C. Miller	Katy Arthur E. Harding	Plano Jimmy J. Beale	Brattleboro Frances K. Stotz	Kirkland David A. Feller	Janesville Michelangelo J. Lamendola
Arlington Jack R. Alexander Jr.	Kerrville Susan L. Halpin	Rockwall James E. Koestner	Burlington Paul M. Andrew Jr.	Mount Vernon Arthur E. Larvie	La Crosse Edward S. Neuman
Austin Hollis L. Jefferies Jr.	Kingwood Mark A. Owens	San Angelo Robert G. Allcorn	Manchester Katherine W. Traver	Seattle Kim R. Salzwedel	Madison A. Paul Oisen
West Austin Thomas T. Langmead	Lake Jackson Gary L. Foose Jr.	San Antonio Dennis N. Kamphoefner	St. Johnsbury Robert A. Daniels	Spokane Chadwick C. Gladhart Donald L. Cutler	Manitowoc Jeffrey R. Kuklinski
Beaumont Michael W. Morgan	Laredo Oscar O. Lopez	San Antonio— Stone Oak Jonathan F. Thrall	<b>Virginia</b>	Tacoma Albert Sullivan	Mequon Richard L. Davis
Brownsville Randy D. Edington	Las Colinas Cordell White	Sherman David C. Sprowl* Gail W. Utter	Alexandria Frank E. Key Jr.	Vancouver Dean G. Alsop	Milwaukee Thomas J. Caulfield
Bryan David T. Hoppess Robert L. Allen	Lewisville Dan H. Barlow	Sugar Land Douglas O. Elliott	Charlottesville James B. Neligan	<b>West Virginia</b>	Oconomowoc Patricia A. Bundy
Champion Brett A. Tynes	Longview Dave L. Spurrier	Temple John R. Holmes Sr.	Danville L. Parker Perkins III	Bluefield Alfred E. Garrett	Oshkosh Ronald L. Gray
Clear Lake Nolan S. Caldwell	Lubbock Bill D. Lane	Texarkana Scott DuBois Judy Carmeli	Gloucester Scott W. Haley	Charleston Michael N. Barnett	Sturgeon Bay David L. Harris
Conroe Donald W. Kainer	Lufkin John P. Friesen	The Woodlands William D. Stigall	Harrisonburg Daniel E. Grandstaff	Huntington Garry L. McClure	Wausau Edward C. Fox III
Corpus Christi Matt P. Paul	Marble Falls Charles L. Bowen	Tyler Brent S. Lemons	Leesburg Katherine M. Owens	Morgantown Kevin K. Wilson	<b>Wyoming</b>
Dallas Kent D. Mitchell	McAllen Gregory A. Douglas	Victoria William L. Holter	McLean Bradford R. Coyle	<b>Wisconsin</b>	Cheyenne David E. Foreman
Denton R. Kyle Ratcliff	McKinney Allison D. Tarpley Ricky L. Brewer	Waco Keith A. Ferguson	Norfolk Robert J. Ballard	Appleton Graham A. Werner James W. Hietpas	Jackson Hole Kelly D. Lockhart
DFW—Mid Cities Stephen T. Campbell	Memorial City Richard W. Ashcroft	Wichita Falls Ralph A. Grantom	Richmond Lee P. Dudley	Beaver Dam Calvin L. Hemling Mark M. Killingsworth	*Regional Officer †Branch opened after February 29, 2004
El Paso Linda S. Cortese	Midland Bhupendra K. Agrawal	<b>Utah</b>	Roanoke Richard W. Wertz Robert H. Kulp	Brookfield Robert M. Derks	<b>London, England</b>
Fort Worth Terry C. Hayes	Nacogdoches John D. Montfort	Draper Michael C. Forbes	Tazewell Jeffrey D. Murray	Burlington Michael P. Sonnichsen	A.G. Edwards & Sons (U.K.) Limited Angus L. Carill
Galveston Marshall D. Stein	Odessa Charles R. Eubanks	Logan Nolan P. Gunnell	<b>Washington</b>	Eau Claire Michael D. Markin	<b>Geneva, Switzerland</b>
Georgetown Michael D. Cooke	Palestine Charles M. Bennett	Salt Lake City L. Rand Jolley	Bellingham Scott A. Hume	Elkhorn Tyson J. Ray	A.G. Edwards & Sons (U.K.) Limited Guenther A. Pahlke
Harlingen Sam T. Hahs	Pampa Gregory G. Brown	<b>Vermont</b>	Chehalis Judith G. Archibald	Fond du Lac Jay H. Weiland	
Houston Robert L. Rogers	Paris Robert M. Smith	Barre David C. Johns	Colville Susan M. Poe	Franklin Ellen M. Duhamel	
Downtown Houston Philip D. Gundy	Park Cities—Dallas Edward H. Ladd III		Edmonds Douglas M. Reilly	Green Bay Richard G. Kellogg	

### Annual Meeting

The 2004 Annual Meeting of Shareholders will be held at the Company's headquarters, One North Jefferson, St. Louis, Missouri, on Thursday, June 24, 2004, at 10 a.m. (CDT). The Notice of Annual Meeting, Proxy Statement and Proxy Voting Card are mailed in May to each shareholder. The Proxy Statement describes the items of business to be voted on at the Annual Meeting and provides information on the Board of Directors' nominees for director and their principal affiliations with other organizations as well as other information about the Company.

### Dividend Payment Dates

The next four anticipated dividend payment dates are July 1 and October 1, 2004, and January 3 and April 1, 2005.

### SEC Filings and Other Reports

A.G. Edwards' Annual Report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and all amendments to these reports are available at no charge from the Company's Web site ([www.agedwards.com](http://www.agedwards.com)) and:

Secretary, A.G. Edwards, Inc.  
One North Jefferson  
St. Louis, Missouri 63103

For those shareholders who would like to receive their A.G. Edwards proxy statements and annual reports online, please register using the following Web site:  
[www.icsdelivery.com/age](http://www.icsdelivery.com/age).

For additional financial information about A.G. Edwards, please see the "Investor Relations" section under "About A.G. Edwards" at [www.agedwards.com](http://www.agedwards.com).

### Stock Exchange Listing

A.G. Edwards, Inc. stock is traded on the New York Stock Exchange under the symbol AGE. The approximate number of shareholders on February 29, 2004, was 24,100.

### Registrar/Transfer Agent

The Bank of New York  
Shareholder Relations Department-11E  
P.O. Box 11258  
Church Street Station  
New York, New York 10286-1258  
(800) 524-4458  
[www.stockbny.com](http://www.stockbny.com)

### Account Protection Package

The securities held by A.G. Edwards & Sons, Inc. for client accounts are protected up to \$500,000, including up to \$100,000 for cash claims, by the Securities Investor Protection Corporation (SIPC). Securities and cash held in client accounts are provided additional protection by a commercial insurance company to the full value of the account (as determined by SIPC). Effective August 15, 2004, this additional protection will be renewed with Customer Asset Protection Company (CAPCO), in which Edwards has an approximate 7 percent ownership interest. CAPCO is a licensed New York insurance company that will provide excess SIPC coverage for institutional and individual brokerage accounts at A.G. Edwards and for other broker-dealers.

### Exchange Memberships

A.G. Edwards companies are members of all major domestic stock and commodity exchanges, including the American, Boston, Chicago, New York, Pacific and Philadelphia stock exchanges; the Chicago Board Options Exchange; the Chicago Board of Trade; the Chicago Mercantile Exchange; the New York Board of Trade; the New York Mercantile Exchange; and other commodity exchanges. A.G. Edwards companies are also members of the National Futures Association and the National Association of Securities Dealers, Inc.



**EDWARDS.**  
FULLY INVESTED IN OUR CLIENTS.

A.G. Edwards, Inc.  
One North Jefferson  
St. Louis, Missouri 63103  
(314) 955-3000  
[www.agedwards.com](http://www.agedwards.com)

