

LPL Financial Holdings Inc. - Historical Monthly Activity Through November 2022

As of November 30, 2022

(End of period \$ in billions, unless noted)	Nov 2022	Oct 2022	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021
Assets⁽¹⁾													
Advisory assets	599.0	569.3	542.6	580.0	593.4	558.6	591.8	586.3	624.3	612.9	619.6	643.2	620.1
Brokerage assets	536.9	517.3	495.8	524.9	530.9	506.0	528.6	509.5	538.8	531.9	538.2	563.2	550.7
Total Advisory and Brokerage Assets	1,135.9	1,086.6	1,038.4	1,104.8	1,124.3	1,064.6	1,120.4	1,095.8	1,163.1	1,144.8	1,157.8	1,206.4	1,170.8
Total Net New Assets⁽²⁾													
Net new advisory assets	3.6	1.6	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1
Net new brokerage assets	2.0	2.4	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)
Total Net New Assets	5.6	4.0	5.4	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9
Total Organic Net New Assets⁽³⁾													
Net new organic advisory assets	3.6	1.6	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1
Net new organic brokerage assets	2.0	2.4	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)
Total Organic Net New Assets	5.6	4.0	5.4	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9
Net brokerage to advisory conversions ⁽⁴⁾	0.7	0.3	0.4	0.9	0.4	0.5	0.6	0.7	0.9	0.9	1.2	1.1	1.2
Client Cash Balances													
Insured cash account sweep	45.4	46.9	47.7	47.1	41.9	40.8	37.3	34.1	32.6	29.9	29.6	30.0	29.9
Deposit cash account sweep	11.5	12.2	12.7	12.4	12.3	12.3	11.0	9.2	9.4	10.5	9.7	9.3	8.5
Total Bank Sweep	56.8	59.1	60.3	59.5	54.2	53.1	48.3	43.3	42.0	40.4	39.4	39.3	38.4
Money market sweep	3.0	3.1	3.2	3.2	13.9	15.0	17.1	16.9	18.2	18.4	17.3	16.1	11.6
Total Client Cash Sweep Held by Third Parties	59.8	62.2	63.5	62.7	68.1	68.1	65.4	60.2	60.2	58.8	56.7	55.4	50.0
Client cash account	2.7	3.0	3.3	3.1	1.3	1.5	1.8	1.4	1.6	1.7	1.8	1.7	1.7
Total Client Cash Balances	62.5	65.2	66.8	65.8	69.4	69.6	67.2	61.7	61.7	60.4	58.4	57.1	51.7
Net buy (sell) activity ⁽⁵⁾	9.4	7.7	5.2	10.0	5.1	2.0	0.2	3.1	3.5	4.0	3.5	4.7	5.5
Market Drivers													
S&P 500 Index (end of period)	4,080	3,872	3,586	3,955	4,130	3,785	4,132	4,132	4,530	4,374	4,516	4,766	4,567
Russell 2000 Index (end of period)	1,887	1,847	1,665	1,844	1,885	1,708	1,864	1,864	2,070	2,048	2,028	2,245	2,199
Fed Funds daily effective rate (average bps)	377	308	260	233	164	119	76	33	20	8	8	8	8

Note: Totals may not foot due to rounding.

(1) Consists of total advisory and brokerage assets under custody at the Company's broker-dealer subsidiary, LPL Financial LLC ("LPL Financial"), and Waddell & Reed, LLC ("Waddell & Reed"). As of November 30, 2022, there were no advisory or brokerage assets under custody at Waddell & Reed.

(2) Consists of total client deposits into advisory or brokerage accounts less total client withdrawals from advisory or brokerage accounts, plus dividends, plus interest, minus advisory fees. The Company considers conversions from and to brokerage or advisory accounts as deposits and withdrawals, respectively.

(3) Organic Net New Assets from Enterprises	Nov 2022	Oct 2022	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021
Net new organic advisory assets	0.0	0.0	0.0	0.2	0.0	0.0	1.3	0.0	0.0	0.0	0.0	0.0	0.0
Net new organic brokerage assets	0.2	0.4	0.2	4.0	0.9	5.8	18.2	0.0	0.0	0.0	0.0	0.0	0.0
Total Organic Net New Assets from Enterprises	0.2	0.4	0.2	4.3	0.9	5.8	19.5	0.0	0.0	0.0	0.0	0.0	0.0

(4) Consists of existing custodied assets that converted from brokerage to advisory, less existing custodied assets that converted from advisory to brokerage.

(5) Represents the amount of securities purchased less the amount of securities sold in client accounts custodied with LPL Financial.