

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

As of May 31, 2022

(End of Period \$ in billions, unless noted)	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021	Oct 2021	Sep 2021	Aug 2021	Jul 2021	Jun 2021	May 2021
Assets													
Advisory Assets ⁽¹⁾	591.8	586.3	624.3	612.9	619.6	643.2	620.1	623.3	594.0	604.6	588.4	577.6	559.0
Brokerage Assets ⁽²⁾	528.6	509.5	538.8	531.9	538.2	563.2	550.7	557.2	538.6	552.3	541.4	534.7	515.1
Total Advisory and Brokerage Assets	1,120.4	1,095.8	1,163.1	1,144.8	1,157.8	1,206.4	1,170.8	1,180.5	1,132.6	1,156.9	1,129.9	1,112.3	1,074.1
Total Net New Assets													
Net New Advisory Assets ⁽³⁾	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.6	6.4	5.7	11.2	5.7
Net New Brokerage Assets ⁽⁴⁾	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	1.8	1.2	4.3	14.8	0.4
Total Net New Assets	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	11.4	7.6	10.0	26.0	6.1
Total Organic Net New Assets⁽⁵⁾⁽⁶⁾													
Net New Organic Advisory Assets	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.0	6.4	5.7	10.4	5.7
Net New Organic Brokerage Assets	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	0.1	1.2	4.3	13.9	0.4
Total Organic Net New Assets	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	9.1	7.6	10.0	24.2	6.1
Net Brokerage to Advisory Conversions ⁽⁶⁾	0.6	0.7	0.9	0.9	1.2	1.1	1.2	1.1	1.1	1.2	0.8	0.9	1.0
Client Cash Balances													
Insured Cash Account Balances	37.3	34.1	32.6	29.9	29.6	30.0	29.9	29.3	30.5	33.2	34.4	34.1	34.5
Deposit Cash Account Balances	11.0	9.2	9.4	10.5	9.7	9.3	8.5	8.5	8.6	8.2	7.9	7.6	7.6
Total Bank Sweep Balances	48.3	43.3	42.0	40.4	39.4	39.3	38.4	37.8	39.0	41.4	42.2	41.7	42.0
Money Market Account Cash Balances	17.1	16.9	18.2	18.4	17.3	16.1	11.6	11.3	9.9	6.3	4.3	5.0	4.3
Purchased Money Market Funds	1.7	1.6	1.6	1.8	1.7	1.9	1.9	1.8	1.8	1.9	1.9	1.7	1.5
Total Money Market Balances	18.9	18.5	19.8	20.1	19.0	18.0	13.5	13.1	11.7	8.3	6.3	6.7	5.8
Total Client Cash Balances	67.1	61.8	61.8	60.5	58.4	57.3	51.9	50.9	50.7	49.7	48.5	48.4	47.8
Net Buy (Sell) Activity ⁽⁷⁾	0.2	3.1	3.5	4.0	3.5	4.7	5.5	5.8	5.5	5.6	6.5	6.0	5.2
Market Drivers													
S&P 500 (end of period)	4,132	4,132	4,530	4,374	4,516	4,766	4,567	4,605	4,308	4,523	4,395	4,298	4,204
Russell 2000 (end of period)	1,864	1,864	2,070	2,048	2,028	2,245	2,199	2,297	2,204	2,274	2,226	2,311	2,269
Fed Funds Effective Rate (average bps)	76	33	20	8	8	8	8	8	8	9	10	8	6
Note: Totals may not foot due to rounding. Note: The Company's September 2021 and June 2021 assets included \$2.3 billion and \$1.8 billion of net new brokerage and advisory assets from Waddell & Reed, LLC ("Waddell & Reed"), respectively. As of May 31, 2022, there were no assets under custody at Waddell & Reed. (1) Consists of total advisory assets under custody at the Company's broker-dealer subsidiary, LPL Financial LLC ("LPL Financial"), and Waddell & Reed. September 2021 and June 2021 assets included \$0.6 billion and \$0.9 billion of net new advisory assets from Waddell & Reed, respectively. As of May 31, 2022, there were no assets under custody at Waddell & Reed. (2) Consists of total brokerage assets under custody at the Company's broker-dealer subsidiary, LPL Financial, and Waddell & Reed. September 2021 and June 2021 assets included \$1.7 billion and \$0.9 billion of net new brokerage assets from Waddell & Reed, respectively. As of May 31, 2022, there were no assets under custody at Waddell & Reed. (3) Consists of Advisory Asset Inflows minus Outflows, plus Advisory Dividends, plus Interest, minus Advisory Fees. (4) Consists of Brokerage Asset Inflows minus Outflows, plus Brokerage Dividends, plus Interest. (5) Consists of net new assets excluding the acquisition of Waddell & Reed. Acquired assets include \$2.3 billion and \$1.8 billion of net new assets from Waddell & Reed in September 2021 and June 2021, respectively. (6) Consists of existing custodied assets that converted from brokerage to advisory, less existing custodied assets that converted from advisory to brokerage. (7) Represents the amount of securities purchased less the amount of securities sold in client accounts custodied with LPL Financial. Reported activity does not include any other cash activity, such as deposits, withdrawals, dividends received or fees paid.													
(8) Organic Net New Assets from Large Financial Institutions													
Net New Organic Advisory Assets	1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.1	0.0
Net New Organic Brokerage Assets	18.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	1.3	3.0	13.1	0.3
Total Organic Net New Assets from Large Financial Institutions	19.5	0.0	0.2	1.3	3.0	16.2	0.3						