



LPL FINANCIAL HOLDINGS INC. Q3 2022 HISTORICAL INFORMATION

October 27, 2022

LPL Financial Holdings Inc. - Historical Management's Statements of Operations

For the quarter ending September 30, 2022

(\$ in thousands, unless noted)	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Gross Profit*									
Advisory	\$ 923,766	\$ 1,001,851	\$ 1,047,097	\$ 997,338	\$ 959,733	\$ 846,313	\$ 722,046	\$ 638,181	\$ 586,941
Sales-based commissions	269,893	252,493	240,331	248,382	239,804	249,596	236,273	202,504	180,357
Trailing commissions	315,087	320,883	345,194	364,455	370,580	348,637	320,956	300,516	292,286
Advisory fees and commissions	1,508,746	1,575,227	1,632,622	1,610,175	1,570,117	1,444,546	1,279,275	1,141,201	1,059,584
Production-based payout	(1,326,331)	(1,370,046)	(1,405,698)	(1,410,458)	(1,368,348)	(1,247,321)	(1,095,377)	(987,882)	(917,831)
Advisory fees and commissions, net of payout	182,415	205,181	226,924	199,717	201,769	197,225	183,898	153,319	141,753
Client cash	303,681	156,219	84,721	82,455	90,941	90,344	97,203	104,878	107,906
Other asset-based	194,270	208,489	211,991	219,927	211,050	189,576	167,973	154,052	146,179
Service and fee	121,745	112,802	112,812	110,385	105,079	99,473	96,824	94,218	87,846
Transaction	43,328	44,416	46,726	39,306	35,283	37,627	44,120	35,532	31,901
Interest income and other, net	13,091	7,358	8,385	11,245	9,809	10,811	8,700	9,545	7,950
Total net advisory fees and commissions and attachment revenue	858,530	734,465	691,559	663,035	653,931	625,056	598,718	551,544	523,535
Brokerage, clearing, and exchange expense	(20,850)	(23,362)	(22,600)	(20,372)	(22,828)	(23,459)	(19,364)	(17,762)	(17,834)
Gross Profit*	837,680	711,103	668,959	642,663	631,103	601,597	579,354	533,782	505,701
G&A Expense									
Core G&A*	298,026	285,973	280,907	299,401	270,865	251,679	236,263	252,391	227,099
Regulatory charges	7,847	8,069	7,323	8,442	5,976	7,416	7,595	8,775	8,326
Promotional (ongoing)	98,667	83,791	87,411	86,071	83,630	64,135	54,181	48,342	57,970
Acquisition costs	7,498	8,909	13,323	14,291	35,887	23,782	2,429	-	-
Employee share-based compensation	11,399	13,664	12,755	9,589	9,763	11,136	11,356	7,542	7,420
Total G&A	423,437	400,406	401,719	417,794	406,121	358,148	311,823	317,050	300,815
Loss on extinguishment of debt	-	-	-	-	-	-	24,400	-	-
EBITDA*	414,243	310,697	267,240	224,869	224,982	243,449	243,131	216,732	204,886
Depreciation and amortization	51,669	48,453	45,454	40,816	38,409	36,704	35,499	28,650	27,548
Amortization of other intangibles	22,654	21,168	21,196	20,373	21,531	19,925	17,431	17,270	16,829
Interest expense on borrowings	33,186	28,755	27,211	27,121	27,063	25,171	25,059	24,979	25,179
INCOME BEFORE PROVISION FOR INCOME TAXES	306,734	212,321	173,379	136,559	137,979	161,649	165,142	145,833	135,330
PROVISION FOR INCOME TAXES	74,403	51,776	39,635	28,478	34,915	42,548	35,522	34,285	31,541
NET INCOME	\$ 232,331	\$ 160,545	\$ 133,744	\$ 108,081	\$ 103,064	\$ 119,101	\$ 129,620	\$ 111,548	\$ 103,789
Earnings per share, diluted	\$ 2.86	\$ 1.97	\$ 1.64	\$ 1.32	\$ 1.26	\$ 1.46	\$ 1.59	\$ 1.38	\$ 1.29
Weighted-average shares outstanding, diluted	81,250	81,410	81,572	81,744	81,849	81,728	81,622	80,904	80,550
EPS prior to amortization of intangible assets and acquisition costs*	\$ 3.13	\$ 2.24	\$ 1.95	\$ 1.63	\$ 1.77	\$ 1.85	\$ 1.77	\$ 1.53	\$ 1.44

Note: Totals may not foot due to rounding.

***Notice to Investors: Non-GAAP Financial Measures**

EPS prior to amortization of intangible assets and acquisition costs, adjusted net income, gross profit, core G&A and EBITDA are non-GAAP financial measures. Management believes that presenting certain non-GAAP financial measures by excluding or including certain items can be helpful to investors and analysts who may wish to use some or all of this information to analyze the Company's current performance, prospects and valuation. Management uses this non-GAAP information internally to evaluate operating performance and in formulating the budget for future periods. Management believes that the non-GAAP financial measures and metrics discussed herein are appropriate for evaluating the performance of the Company.

Gross profit is calculated as total revenue less advisory and commission expense and brokerage, clearing and exchange expense. All other expense categories, including depreciation and amortization of property and equipment and amortization of other intangibles, are considered general and administrative in nature. Because the Company's gross profit amounts do not include any depreciation and amortization expense, the Company considers gross profit to be a non-GAAP financial measure that may not be comparable to similar measures used by others in its industry. Management believes that gross profit can provide investors with useful insight into the Company's core operating performance before indirect costs that are general and administrative in nature. For a calculation of gross profit, please see below.

EPS prior to amortization of intangible assets and acquisition costs is defined as adjusted net income, a non-GAAP measure defined as net income plus the after-tax impact of amortization of other intangibles and acquisition costs, divided by the weighted average number of diluted shares outstanding for the applicable period. The Company presents adjusted net income and EPS prior to amortization of intangible assets and acquisition costs because management believes that these metrics can provide investors with useful insight into the Company's core operating performance by excluding non-cash items and acquisition costs that management does not believe impact the Company's ongoing operations. Adjusted net income and EPS prior to amortization of intangible assets and acquisition costs are not measures of the Company's financial performance under GAAP and should not be considered as alternatives to net income, earnings per diluted share or any other performance measure derived in accordance with GAAP. For a reconciliation of net income and earnings per diluted share to adjusted net income and EPS prior to amortization of intangible assets and acquisition costs, please see below.

Core G&A consists of total expense less the following expenses: advisory and commission; depreciation and amortization; interest expense on borrowings; brokerage, clearing and exchange; amortization of other intangibles; loss on extinguishment of debt; promotional; acquisition costs; employee share-based compensation; and regulatory charges. Management presents core G&A because it believes core G&A reflects the corporate expense categories over which management can generally exercise a measure of control, compared with expense items over which management either cannot exercise control, such as advisory and commission, or which management views as promotional expense necessary to support advisor growth and retention, including conferences and transition assistance. Core G&A is not a measure of the Company's total expense as calculated in accordance with GAAP. For a reconciliation of the Company's total expense to core G&A, please see below. The Company does not provide an outlook for its total expense because it contains expense components, such as advisory and commission, that are market-driven and over which the Company cannot exercise control. Accordingly a reconciliation of the Company's outlook for total expense to an outlook for core G&A cannot be made available without unreasonable effort.

EBITDA is defined as net income plus interest expense on borrowings, provision for income taxes, depreciation and amortization, and amortization of other intangibles. The Company presents EBITDA because management believes that it can be a useful financial metric in understanding the Company's earnings from operations. EBITDA is not a measure of the Company's financial performance under GAAP and should not be considered as an alternative to net income or any other performance measure derived in accordance with GAAP. For a reconciliation of net income to EBITDA, please see the prior page.

\$ in millions	Q3 2022		Q2 2022		Q1 2022		Q4 2021		Q3 2021		Q2 2021		Q1 2021		Q4 2020		Q3 2020	
	Amount	Per Share	Amount	Per Share	Amount	Per Share												
Total revenue	\$2,163		\$2,039		\$2,066		\$2,094		\$2,021		\$1,898		\$1,708		\$1,581		\$1,460	
Advisory and commission expense	1,305		1,304		1,374		1,431		1,367		1,273		1,109		1,030		937	
Brokerage, clearing and exchange expense	21		23		23		20		23		23		19		18		18	
Gross Profit	\$838		\$711		\$669		\$643		\$631		\$602		\$579		\$534		\$506	
Advisory and commission expense	\$1,305		\$1,304		\$1,374		\$1,431		\$1,367		\$1,273		\$1,109		\$1,030		\$937	
Plus (Less): Advisor deferred compensation expense	22		66		32		(21)		2		(26)		(14)		(42)		(19)	
Production-based payout	\$1,326		\$1,370		\$1,406		\$1,410		\$1,368		\$1,247		\$1,095		\$988		\$918	
Interest income, net	\$22		\$10		\$8		\$8		\$7		\$7		\$7		\$7		\$7	
(Less) Plus: Other revenue	(22)		(67)		(31)		25		1		30		16		45		21	
Plus (Less): Advisor deferred compensation expense	22		66		32		(21)		2		(26)		(14)		(42)		(19)	
(Less): Interest income on CCA balances segregated under federal or other regulations	(9)		(1)		0		0		0		0		0		(1)		(1)	
Interest income and other, net	\$13		\$7		\$8		\$11		\$10		\$11		\$9		\$10		\$8	
Total expense	\$1,856		\$1,827		\$1,892		\$1,958		\$1,883		\$1,736		\$1,542		\$1,435		\$1,325	
Advisory and commission	1,305		1,304		1,374		1,431		1,367		1,273		1,109		1,030		937	
Depreciation and amortization	52		48		45		41		38		37		35		29		28	
Interest expense on borrowings	33		29		27		27		27		25		25		25		25	
Brokerage, clearing and exchange	21		23		23		20		23		23		19		18		18	
Amortization of other intangibles	23		21		21		20		22		20		17		17		17	
Loss on extinguishment of debt	-		-		-		-		-		-		24		-		-	
Total G&A	\$423		\$400		\$402		\$418		\$406		\$358		\$312		\$317		\$301	
Promotional (ongoing)	\$99		\$84		\$87		\$86		\$84		\$64		\$54		\$48		\$58	
Acquisition costs	7		9		13		14		36		24		2		-		-	
Employee share-based compensation	11		14		13		10		10		11		11		8		7	
Regulatory charges	8		8		7		8		6		7		8		9		8	
Core G&A	\$298		\$286		\$281		\$299		\$271		\$252		\$236		\$252		\$227	
Net income / earnings per diluted share	\$232	\$2.86	\$161	\$1.97	\$134	\$1.64	\$108	\$1.32	\$103	\$1.26	\$119	\$1.46	\$130	\$1.59	\$112	\$1.38	\$104	\$1.29
Amortization of other intangibles	23	0.28	21	0.26	21	0.26	20	0.25	22	0.26	20	0.24	17	0.21	17	0.21	17	0.21
Acquisition costs	7	0.09	9	0.11	13	0.16	14	0.17	36	0.44	24	0.29	2	0.03	0	0.00	0	0.00
Tax benefit	(8)	(0.10)	(8)	(0.10)	(9)	(0.11)	(9)	(0.11)	(15)	(0.19)	(12)	(0.14)	(5)	(0.06)	(5)	(0.06)	(5)	(0.06)
Adjusted net income / EPS prior to amortization of intangible assets and acquisition costs	\$255	\$3.13	\$183	\$2.24	\$159	\$1.95	\$133	\$1.63	\$145	\$1.77	\$151	\$1.85	\$144	\$1.77	\$124	\$1.53	\$116	\$1.44
Diluted share count	81		81		82		82		82		82		82		81		81	

Note: Totals may not foot due to rounding.

LPL Financial Holdings Inc. - Key Operating Metrics

As of September 30, 2022

(End of period \$ in billions, unless noted)	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Assets⁽¹⁾									
Advisory assets	542.6	558.6	624.3	643.2	594.0	577.6	496.7	461.2	405.9
Brokerage assets	495.8	506.0	538.8	563.2	538.6	534.7	461.6	441.9	404.4
Total Advisory and Brokerage Assets	1,038.4	1,064.6	1,163.1	1,206.4	1,132.6	1,112.3	958.3	903.1	810.4
Centrally managed assets ⁽²⁾	83.0	85.6	93.8	96.1	88.6	84.7	77.0	67.1	59.0
Assets by Platform									
Corporate advisory assets ⁽³⁾	361.6	372.1	415.8	429.6	395.6	383.6	317.5	291.9	253.9
Independent RIA advisory assets ⁽³⁾	181.0	186.5	208.5	213.6	198.4	194.0	179.2	169.3	152.0
Brokerage assets	495.8	506.0	538.8	563.2	538.6	534.7	461.6	441.9	404.4
Total Advisory and Brokerage Assets	1,038.4	1,064.6	1,163.1	1,206.4	1,132.6	1,112.3	958.3	903.1	810.4
Total Net New Assets⁽⁴⁾									
Net new advisory assets	11.0	11.4	17.4	24.2	21.7	54.9	22.7	18.4	10.4
Net new brokerage assets	8.9	25.8	0.2	2.0	7.3	51.1	6.2	3.4	0.7
Total Net New Assets	19.9	37.2	17.6	26.2	29.0	106.0	28.9	21.8	11.1
Total Organic Net New Assets⁽⁵⁾⁽⁶⁾									
Organic net new advisory assets	11.0	11.4	17.4	24.2	21.1	21.4	22.7	15.9	10.4
Organic net new brokerage assets	8.9	25.8	0.2	2.0	5.6	15.6	6.2	1.9	0.7
Total Organic Net New Assets	19.9	37.2	17.6	26.2	26.7	37.1	28.9	17.8	11.1
Net brokerage to advisory conversions ⁽⁷⁾	1.7	1.8	2.9	3.4	3.1	3.2	3.3	2.6	2.0
Corporate net new advisory assets	7.1	8.3	10.6	17.0	15.2	49.0	17.1	15.0	7.8
Independent RIA net new advisory assets	3.9	3.1	6.8	7.2	6.5	6.0	5.6	3.3	2.6
Total Net New Advisory Assets	11.0	11.4	17.4	24.2	21.7	54.9	22.7	18.4	10.4
Centrally managed net new advisory assets	2.2	3.2	3.3	4.4	3.9	4.0	7.8	2.5	1.9
Client Cash Balances⁽⁸⁾									
Insured cash account sweep	47.7	40.8	32.6	30.0	30.5	34.1	37.4	37.3	34.7
Deposit cash account sweep	12.7	12.3	9.4	9.3	8.6	7.6	7.9	8.2	8.0
Total Bank Sweep	60.3	53.1	42.0	39.3	39.0	41.7	45.3	45.5	42.7
Money market sweep	3.2	15.0	18.2	16.1	9.9	5.0	1.3	1.5	1.5
Total Client Cash Sweep Held by Third Parties	63.5	68.1	60.2	55.4	48.9	46.7	46.6	47.0	44.2
Client cash account	3.3	1.5	1.6	1.7	1.6	1.5	1.4	1.5	1.3
Total Client Cash Balances	66.8	69.6	61.7	57.1	50.5	48.2	48.1	48.5	45.6
Net buy (sell) activity ⁽⁹⁾	20.3	5.3	11.0	16.0	17.6	18.1	17.4	12.2	9.3
Market Drivers									
S&P 500 Index (end of period)	3,586	3,785	4,530	4,766	4,308	4,298	3,973	3,756	3,363
Russell 2000 Index (end of period)	1,665	1,708	2,070	2,245	2,204	2,311	2,221	1,975	1,508
Fed Funds daily effective rate (average bps)	219	73	12	8	9	7	8	9	9

Note: Totals may not foot due to rounding.

Note: The Company's Q3 2021 assets included \$71.0 billion of total brokerage and advisory assets from Waddell & Reed, LLC ("Waddell & Reed"), of which \$35.1 billion was brokerage assets and \$35.8 billion was advisory assets. The Company's Q2 2021 assets included \$70.0 billion of total brokerage and advisory assets from Waddell & Reed, of which \$35.7 billion was brokerage assets and \$34.3 billion was advisory assets. As of September 30, 2022, there were no assets under custody at Waddell & Reed.

(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. Assets for Q4 2020 also included advisory assets related to the onboarding of E.K. Riley Investments, LLC ("E.K. Riley") and Lucia Securities, LLC ("Lucia").

(2) Consists of advisory assets in LPL Financial's Model Wealth Portfolios, Optimum Market Portfolios, Personal Wealth Portfolios and Guided Wealth Portfolios platforms.

(3) Assets on the Company's corporate advisory platform are serviced by investment advisor representatives of LPL Financial or Allen & Company of Florida, LLC. Assets on the Company's independent RIA advisory platform are serviced by investment advisor representatives of separate registered investment advisor firms rather than representatives of LPL Financial.

(4) 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.

(5) Consists of net new assets excluding assets acquired from Waddell & Reed, Lucia and E.K. Riley. Acquired assets include \$2.3 billion and \$68.9 billion of net new assets from Waddell & Reed in Q3 2021 and Q2 2021, respectively, \$2.5 billion of net new assets from E.K. Riley in Q4 2020, and \$1.5 billion of net new assets from Lucia in Q4 2020.

(6) Organic Net New Assets from Large Financial Institutions

	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Net new organic advisory assets	0.2	1.3	0.0	0.0	0.0	3.1	5.0	0.0	0.0
Net new organic brokerage assets	5.1	24.0	0.0	0.0	4.5	15.6	6.8	0.0	0.0
Total Organic Net New Assets from Large Financial Institutions	5.3	25.3	0.0	0.0	4.5	18.7	11.8	0.0	0.0

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

(8) During the second quarter of 2022, the Company updated its definition of client cash balances to include client cash accounts and exclude purchased money market funds. Client cash accounts include cash that clients have deposited with LPL Financial that is included in client payables in the condensed consolidated balance sheets. Prior period disclosures have been updated to reflect this change as applicable. The following table presents the Company's purchased money market funds for the periods presented:

	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Purchased Money Market Funds	4.2	1.9	1.6	1.9	1.8	1.7	1.6	1.9	2.3

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

LPL Financial Holdings Inc. - Monthly Key Operating Metrics

As of September 30, 2022

(End of period \$ in billions, unless noted)	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021	Oct 2021	Sep 2021
Assets⁽¹⁾													
Advisory assets	542.6	580.0	593.4	558.6	591.8	586.3	624.3	612.9	619.6	643.2	620.1	623.3	594.0
Brokerage assets	495.8	524.9	530.9	506.0	528.6	509.5	538.8	531.9	538.2	563.2	550.7	557.2	538.6
Total Advisory and Brokerage Assets	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	1,180.5	1,132.6
Total Net New Assets⁽²⁾													
Net new advisory assets	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.6
Net new brokerage assets	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	1.8
Total Net New Assets	5.4	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	11.4
Total Organic Net New Assets⁽³⁾⁽⁴⁾													
Net new organic advisory assets	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.0
Net new organic brokerage assets	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	0.1
Total Organic Net New Assets	5.4	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	9.1
Net brokerage to advisory conversions ⁽⁵⁾	0.4	0.9	0.4	0.5	0.6	0.7	0.9	0.9	1.2	1.1	1.2	1.1	1.1
Client Cash Balances													
Insured cash account sweep	47.7	47.1	41.9	40.8	37.3	34.1	32.6	29.9	29.6	30.0	29.9	29.3	30.5
Deposit cash account sweep	12.7	12.4	12.3	12.3	11.0	9.2	9.4	10.5	9.7	9.3	8.5	8.5	8.6
Total Bank Sweep	60.3	59.5	54.2	53.1	48.3	43.3	42.0	40.4	39.4	39.3	38.4	37.8	39.0
Money market sweep	3.2	3.2	13.9	15.0	17.1	16.9	18.2	18.4	17.3	16.1	11.6	11.3	9.9
Total Client Cash Sweep Held by Third Parties	63.5	62.7	68.1	68.1	65.4	60.2	60.2	58.8	56.7	55.4	50.0	49.1	48.9
Client cash account	3.3	3.1	1.3	1.5	1.8	1.4	1.6	1.7	1.8	1.7	1.7	1.4	1.6
Total Client Cash Balances	66.8	65.8	69.4	69.6	67.2	61.7	61.7	60.4	58.4	57.1	51.7	50.5	50.5
Net buy (sell) activity ⁽⁶⁾	5.2	10.0	5.1	2.0	0.2	3.1	3.5	4.0	3.5	4.7	5.5	5.8	5.5
Market Drivers													
S&P 500 Index (end of period)	3,586	3,955	4,130	3,785	4,132	4,132	4,530	4,374	4,516	4,766	4,567	4,605	4,308
Russell 2000 Index (end of period)	1,665	1,844	1,885	1,708	1,864	1,864	2,070	2,048	2,028	2,245	2,199	2,297	2,204
Fed Funds daily effective rate (average bps)	260	233	164	119	76	33	20	8	8	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, and Waddell & Reed. September 2021 assets included \$2.3 billion of net new brokerage and advisory assets from Waddell & Reed. As of September 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) Consists of net new assets excluding the acquisition of Waddell & Reed. Acquired assets include \$2.3 billion of net new assets from Waddell & Reed in September 2021.

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

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

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

LPL Financial Holdings Inc. - Productivity Metrics

For the quarter ending September 30, 2022

(Average bps, unless noted)	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Average Total Brokerage & Advisory Assets (\$ in billions)	\$1,131	\$1,144	\$1,135	\$1,079	\$998	\$915	\$835	\$784	\$756
Gross Profit (bps)									
Net advisory fees and commissions	7.2	7.3	7.3	7.3	7.4	7.4	7.3	7.5	7.5
Other asset-based	7.4	7.4	7.3	7.3	7.2	7.2	7.2	7.2	7.2
Service and fee	4.0	3.9	3.8	3.8	4.0	4.1	4.3	4.6	4.7
Client cash	5.5	3.6	3.1	3.3	3.8	4.4	5.1	6.1	7.0
Transaction, net of BC&E	0.8	0.7	0.6	0.7	0.7	0.8	0.9	1.0	1.0
Interest income and other, net	0.4	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.5
Gross Profit ROA (bps)	25.3 bps	23.2 bps	22.4 bps	22.7 bps	23.5 bps	24.3 bps	25.2 bps	26.8 bps	27.9 bps
Operating Expenses (bps)									
Core G&A	10.3	9.9	9.7	9.8	10.1	10.6	11.2	11.8	11.9
Promotional	3.1	3.0	2.8	2.7	2.5	2.5	2.5	2.7	2.8
Regulatory	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4	0.4
Employee share-based compensation	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
D&A expense (ex. amortization of other intangibles)	1.6	1.5	1.4	1.4	1.4	1.4	1.4	1.4	1.4
Amortization of other intangibles	0.8	0.7	0.7	0.7	0.8	0.8	0.8	0.9	0.9
Operating Expense ROA (bps)	16.5 bps	15.8 bps	15.3 bps	15.3 bps	15.5 bps	16.0 bps	16.7 bps	17.5 bps	17.8 bps
EBIT ROA (bps)	8.8 bps	7.4 bps	7.1 bps	7.4 bps	8.0 bps	8.3 bps	8.5 bps	9.3 bps	10.1 bps

Note: Totals may not foot due to rounding. All periods are based on the trailing twelve months.

LPL Financial Holdings Inc. - Key Business and Financial Metrics

For the quarter ending September 30, 2022

	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
<u>Advisors</u>									
Advisors	21,044	20,871	20,091	19,876	19,627	19,114	17,672	17,287	17,168
Net new advisors	173	780	215	249	513	1,442	385	119	195
Total client accounts (in millions)	7.8	7.6	7.3	7.2	7.1	6.7	6.1	6.0	5.9
<u>Services Group</u>									
Services Group subscriptions ⁽¹⁾									
Professional Services	1,459	1,377	1,328	1,235	1,099	897	805	753	703
Business Optimizers	2,605	2,425	2,138	1,787	1,499	1,188	910	657	516
Planning & Advice	169	94	63	-	-	-	-	-	-
Total Services Group subscriptions	4,233	3,896	3,529	3,022	2,598	2,085	1,715	1,410	1,219
Total Services Group annualized revenue	~\$34M	~\$32M	~\$30M	~\$28M	~\$25M	~\$20M	~\$19M	~\$17M	~\$15M
AUM retention rate (quarterly annualized) ⁽²⁾	98.4%	98.0%	98.3%	98.3%	97.8%	98.4%	98.1%	97.6%	97.3%
<u>Capital Management (\$ in millions)</u>									
Share repurchases	75.0	50.0	50.0	50.0	40.0	-	-	-	-
Dividends	20.0	20.0	20.0	20.0	20.1	20.0	20.0	19.8	19.8
Total Capital Returned	95.0	70.0	70.0	70.0	60.1	20.0	20.0	19.8	19.8

(1) Refers to active subscriptions related to professional services offerings (Business Strategy Services (formerly CFO Solutions), Marketing Solutions, and Admin Solutions) and business optimizer offerings (M&A Solutions, Digital Office, Resilience Plans, and Assurance Plans), as well as planning and advice services (Paraplanning) for which subscriptions are the number of advisors using the service.

(2) Reflects retention of total advisory and brokerage assets, calculated by deducting quarterly annualized attrition from total advisory and brokerage assets, divided by the prior-quarter total advisory and brokerage assets.