

LPL FINANCIAL REPORTS MONTHLY ACTIVITY FOR JANUARY 2018

SAN DIEGO – Feb. 20, 2018 – Leading retail investment advisory firm and independent broker/dealer LPL Financial LLC, a wholly owned subsidiary of LPL Financial Holdings Inc. (NASDAQ: LPLA), today released its monthly activity report for January 2018.

Total brokerage and advisory assets served at the end of January were approximately \$636 billion, a 3.5 percent increase compared to the end of December 2017. Total net new assets for January were \$3.7 billion. Total client cash sweep balances at the end of January were \$28.7 billion, a 3.7 percent decrease compared to December 2017.

Prior to NPH, total brokerage and advisory assets were approximately \$598 billion, a 3.0 percent increase compared to the end of December 2017. Total net new assets for January were \$1.2 billion. Total client cash sweep balances at the end of January were \$27.7 billion, a 3.8 percent decrease compared to December 2017.

(End of Period \$ in billions, unless noted)	January 2018	December 2017	Change
<u>Assets Served</u>			
Advisory Assets	284.2	273.0	4.1%
Brokerage Assets	352.3	342.1	3.0%
Total Brokerage and Advisory Assets	636.5	615.1	3.5%
<u>Assets Served Prior to NPH*</u>			
Advisory Assets	276.0	265.2	4.1%
Brokerage Assets	322.4	315.5	2.2%
Total Brokerage and Advisory Assets	598.4	580.7	3.0%
<u>Net New Assets</u>			
Net New Advisory Assets	3.0	10.0	n/m
Net New Brokerage Assets	0.7	25.6	n/m
Total Net New Assets	3.7	35.6	n/m
<u>Net New Assets Prior to NPH*</u>			
Net New Advisory Assets	2.8	2.4	n/m
Net New Brokerage Assets	(1.6)	(0.9)	n/m
Total Net New Assets	1.2	1.5	n/m
Net Brokerage to Advisory Conversions	1.0	0.7	n/m

(End of Period \$ in billion, unless noted)	January 2018	December 2017	Change
<u>Cash Sweep Balances</u>			
Insured Cash Account Balances	22.2	22.9	(3.1%)
Deposit Cash Account Balances	4.0	4.2	(4.8%)
Money Market Account Cash Balances	2.5	2.7	(7.4%)
Total Cash Sweep Balances	28.7	29.8	(3.7%)
<u>Cash Sweep Balances Prior to NPH*</u>			
Insured Cash Account Balances	21.7	22.5	(3.6%)
Deposit Cash Account Balances	3.8	4.0	(5.0%)
Money Market Account Cash Balances	2.2	2.3	(4.3%)
Total Cash Sweep Balances	27.7	28.8	(3.8%)
<u>Market Indices</u>			
S&P 500 (end of period)	2,824	2,674	5.6%
Fed Funds Effective Rate (average bps)	142	130	9.2%

*Refers to LPL Financial's acquisition of the broker/dealer network of National Planning Holdings, Inc. ("NPH").

For additional information regarding these and other LPL Financial business metrics, please refer to the company's most recent earnings release, which is available in the Press Releases section of investor.lpl.com.

About LPL Financial

LPL Financial is a leader in the retail financial advice market and the nation's largest independent broker/dealer*. We serve independent financial advisors and financial institutions, providing them with the technology, research, clearing and compliance services, and practice management programs they need to create and grow thriving practices. LPL enables them to provide objective guidance to millions of American families seeking wealth management, retirement planning, financial planning and asset management solutions.

LPL.com/NASDAQ:LPLA

*Based on total revenues, *Financial Planning* magazine June 1996-2017.

Securities and Advisory Services offered through LPL Financial. A Registered Investment Advisor, Member FINRA/SIPC.