

## LPL FINANCIAL REPORTS MONTHLY ACTIVITY FOR JANUARY 2022

**SAN DIEGO – February 17, 2022** – [LPL Financial](http://LPL Financial) LLC, a wholly owned subsidiary of LPL Financial Holdings Inc. ([Nasdaq: LPLA](http://Nasdaq:LPLA)) (the “Company”), today released its monthly activity report for January 2022.

Total advisory and brokerage assets at the end of January were approximately \$1.16 trillion, a decrease of \$49 billion, or 4.0%, compared to the end of December 2021.

Total net new assets for January were \$6.1 billion, translating to a 6.0% annualized growth rate. Total net new advisory assets were \$5.9 billion, translating to an 11.0% annualized growth rate.

Total client cash balances at the end of January were \$58.4 billion, an increase of \$1.1 billion compared to the end of December 2021. Net buying in January was \$3.5 billion.

(End of Period \$ in billions, unless noted)	January 2022	December 2021	Change M/M	January 2021	Change Y/Y
<b><u>Advisory and Brokerage Assets</u></b>					
Advisory Assets	619.6	643.2	(3.7%)	464.6	33.4%
Brokerage Assets	538.2	563.2	(4.4%)	442.3	21.7%
<b>Total Advisory and Brokerage Assets</b>	<b>1,157.8</b>	<b>1,206.4</b>	<b>(4.0%)</b>	<b>907.0</b>	<b>27.7%</b>
<b><u>Total Net New Assets</u></b>					
Net New Advisory Assets	5.9	10.5	n/m	4.2	n/m
Net New Brokerage Assets	0.1	1.6	n/m	(0.6)	n/m
<b>Total Net New Assets</b>	<b>6.1</b>	<b>12.1</b>	<b>n/m</b>	<b>3.6</b>	<b>n/m</b>
<b><u>Organic Net New Assets</u></b>					
Net New Organic Advisory Assets	5.9	10.5	n/m	4.2	n/m
Net New Organic Brokerage Assets	0.1	1.6	n/m	(0.6)	n/m
<b>Total Organic Net New Assets</b>	<b>6.1</b>	<b>12.1</b>	<b>n/m</b>	<b>3.6</b>	<b>n/m</b>
Net Brokerage to Advisory Conversions	1.2	1.1	n/m	1.0	n/m
<b><u>Client Cash Balances</u></b>					
Insured Cash Account Balances	29.6	30.0	(1.3%)	37.5	(21.1%)
Deposit Cash Account Balances	9.7	9.3	4.3%	8.0	21.3%
<b>Total Bank Sweep Balances</b>	<b>39.4</b>	<b>39.3</b>	<b>0.3%</b>	<b>45.5</b>	<b>(13.4%)</b>
Money Market Account Cash Balances	17.3	16.1	7.5%	1.4	n/m
Purchased Money Market Funds	1.7	1.9	(10.5%)	1.8	(5.6%)
<b>Total Money Market Balances</b>	<b>19.0</b>	<b>18.0</b>	<b>5.6%</b>	<b>3.2</b>	<b>n/m</b>
<b>Total Client Cash Balances</b>	<b>58.4</b>	<b>57.3</b>	<b>1.9%</b>	<b>48.8</b>	<b>19.7%</b>
Net Buy (Sell) Activity	3.5	4.7	n/m	4.5	n/m

Note: Totals may not foot due to rounding.

### **Market Indices**

S&P 500 (end of period)	4,516	4,766	(5.2%)	3,714	21.6%
Russell 2000 (end of period)	2,028	2,245	(9.7%)	2,074	(2.2%)
Fed Funds Effective Rate (average bps)	8	8	0.0%	9	(11.1%)

For additional information regarding these and other LPL Financial business metrics, please refer to the Company's most recent earnings announcement, which is available in the [quarterly results](#) section of [investor.lpl.com](http://investor.lpl.com).

### **About LPL Financial**

LPL Financial Holdings Inc. (Nasdaq: LPLA) was founded on the principle that the firm should work for the advisor, and not the other way around. Today, LPL is a leader\* in the markets we serve, supporting nearly 20,000 financial advisors, including advisors at approximately 800 institution-based investment programs and at approximately 500 registered investment adviser ("RIA") firms nationwide. We are steadfast in our commitment to the advisor-centered model and the belief that Americans deserve access to personalized guidance from a financial advisor. At LPL, independence means that advisors have the freedom they deserve to choose the business model, services, and technology resources that allow them to run their perfect practice. And they have the freedom to manage their client relationships, because they know their clients best. Simply put, we take care of our advisors, so they can take care of their clients.

\* Top RIA custodian (Cerulli Associates, 2020 U.S. RIA Marketplace Report); No. 1 Independent Broker-Dealer in the U.S (Based on total revenues, Financial Planning magazine 1996-2021); No. 1 provider of third-party brokerage services to banks and credit unions (2020-2021 Kehler Bielan Research & Consulting Annual TPM Report); Fortune 500 as of June 2021

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