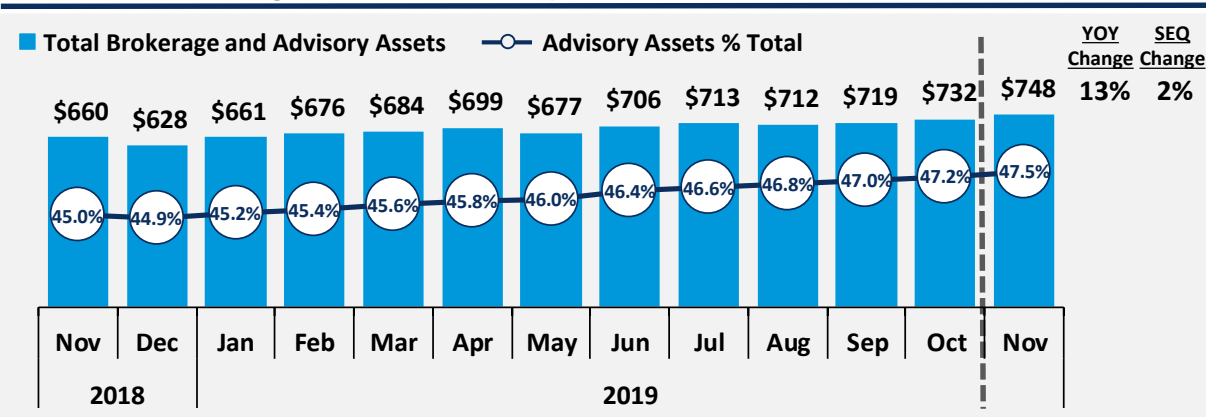


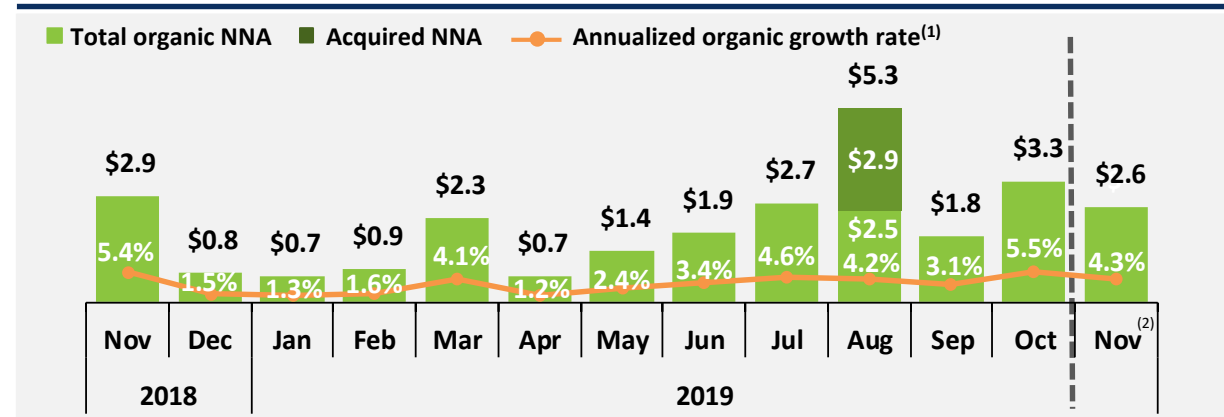
# LPLA November 2019 Monthly Metrics Dashboard

(Posted December 17, 2019)

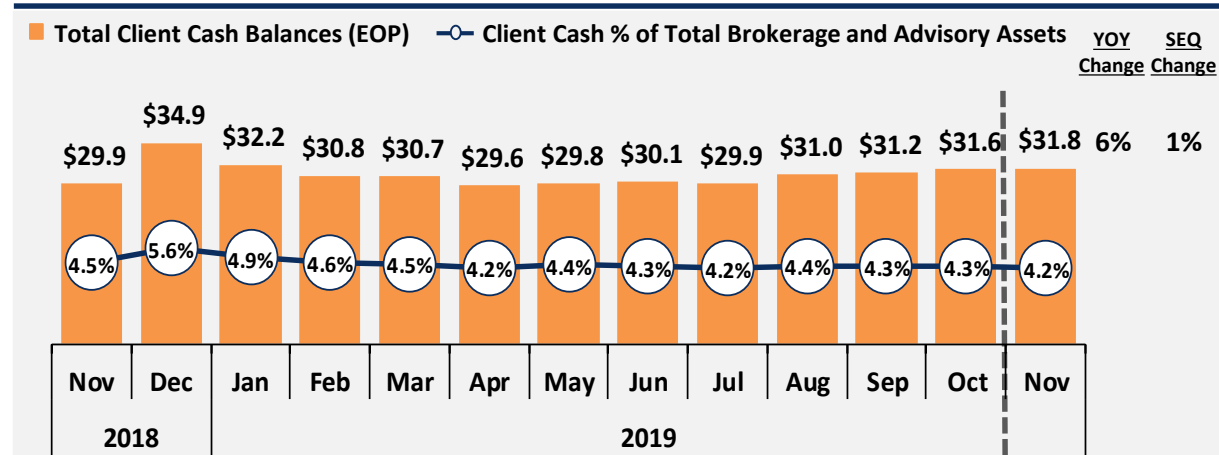
## Total Brokerage and Advisory Assets (\$ billions)



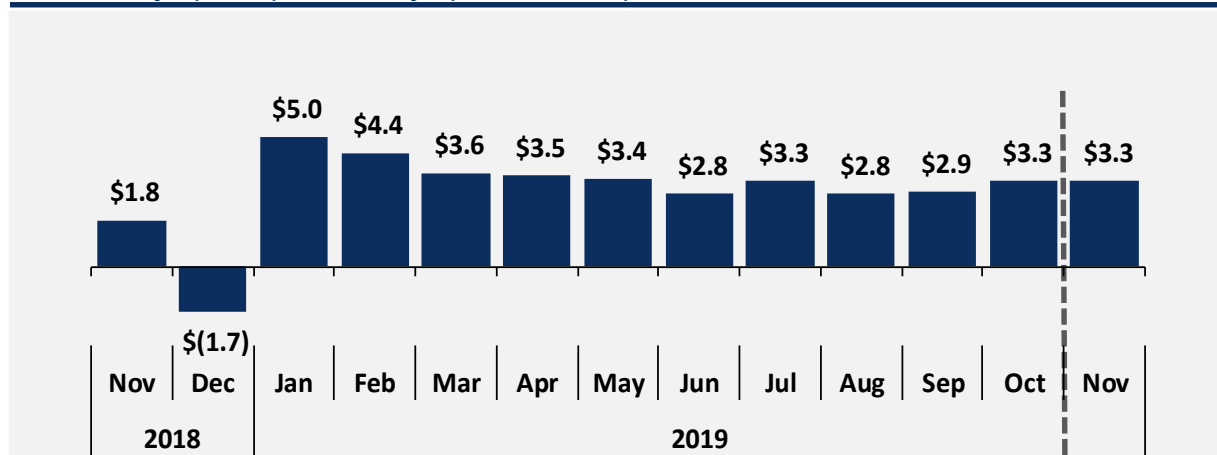
## Total Net New Assets (\$ billions)



## Client Cash Balances (\$ billions)



## Net Buy (Sell) Activity (\$ billions)



(1) Calculated as current period total net new assets multiplied by twelve, divided by preceding period total brokerage and advisory assets

(2) This included \$0.1 billion of outflows related to a hybrid firm that formed its own broker-dealer and departed. Prior to that outflow, total NNA was \$2.7 billion, translating to a 4.4% annualized organic growth rate.