

LPL Financial Holdings Inc. - Historical Quarterly Activity

As of March 31, 2018

(End of Period \$ in billions, unless noted)	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016
<u>Assets</u>									
Advisory Assets ⁽¹⁾	283.5	273.0	250.2	236.8	225.7	211.6	205.5	196.1	189.5
Brokerage Assets ⁽²⁾	364.1	342.1	309.8	305.2	304.6	297.8	296.9	291.9	289.2
Total Brokerage and Advisory Assets	647.5	615.1	560.0	542.0	530.3	509.4	502.4	488.0	478.7
Centrally Managed Assets ⁽⁶⁾	35.9	32.9	29.3	27.0	25.0	23.2	22.7	22.4	22.3
<u>Assets Prior to NPH*</u>									
Advisory Assets ⁽¹⁾	269.8	265.2	250.2	236.8	225.7	211.6	205.6	196.1	189.5
Brokerage Assets ⁽²⁾	308.4	315.5	309.8	305.2	304.6	297.8	296.9	291.9	289.2
Total Brokerage and Advisory Assets	578.1	580.7	560.0	542.0	530.3	509.4	502.4	488.0	478.7
Centrally Managed Assets ⁽⁶⁾	33.3	31.8	29.3	27.0	25.0	23.2	22.7	22.4	22.3
<u>Net New Assets</u>									
Net New Advisory Assets ⁽³⁾	13.1	14.0	6.9	5.9	6.0	4.8	4.1	2.8	2.0
Net New Brokerage Assets ⁽⁴⁾	25.8	23.5	(4.0)	(5.5)	(3.4)	(2.3)	(3.1)	(1.5)	(1.0)
Total Net New Assets	38.9	37.5	2.9	0.4	2.6	2.5	1.0	1.3	1.0
Net Brokerage to Advisory Conversions ⁽⁵⁾	2.5	2.1	1.9	2.0	2.3	1.7	1.3	1.4	1.0
Corporate Platform Net New Advisory Assets	10.4	11.1	4.0	3.2	3.5	1.9	1.1	0.9	0.2
Hybrid Platform Net New Advisory Assets	2.7	2.9	2.9	2.7	2.5	2.9	3.0	1.9	1.8
Total Net New Advisory Assets	13.1	14.0	6.9	5.9	6.0	4.8	4.1	2.8	2.0
Centrally Managed Net New Advisory Assets ⁽⁷⁾	3.3	2.5	1.5	1.3	0.9	0.3	(0.4)	(0.2)	(0.2)
<u>Net New Assets Prior to NPH*</u>									
Net New Advisory Assets ⁽³⁾	6.9	6.3	6.9	5.9	6.0	4.8	4.1	2.8	2.0
Net New Brokerage Assets ⁽⁴⁾	(4.1)	(3.0)	(4.0)	(5.5)	(3.4)	(2.3)	(3.1)	(1.5)	(1.0)
Total Net New Assets	2.9	3.3	2.9	0.4	2.6	2.5	1.0	1.3	1.0
Corporate Platform Net New Advisory Assets	4.3	3.9	4.0	3.2	3.5	1.9	1.1	0.9	0.2
Hybrid Platform Net New Advisory Assets	2.6	2.4	2.9	2.7	2.5	2.9	3.0	1.9	1.8
Total Net New Advisory Assets	6.9	6.3	6.9	5.9	6.0	4.8	4.1	2.8	2.0
Centrally Managed Net New Advisory Assets ⁽⁷⁾	1.8	1.4	1.5	1.3	0.9	0.3	(0.4)	(0.2)	(0.2)

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(End of Period \$ in billions, unless noted)	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017	Q4 2016	Q3 2016	Q2 2016	Q1 2016
<u>Cash Sweep Balances</u>									
Insured Cash Account Balances	22.6	22.9	21.9	20.8	22.0	22.8	21.1	21.0	21.6
Deposit Cash Account Balances	4.2	4.2	4.1	3.7	4.2	4.4	4.2	0.0	0.0
Money Market Account Cash Balances	2.9	2.7	2.3	3.3	3.8	4.1	3.9	8.2	8.8
Total Cash Sweep Balances	29.6	29.8	28.3	27.8	30.0	31.3	29.2	29.2	30.4
<u>Cash Sweep Balances Prior to NPH*</u>									
Insured Cash Account Balances	21.7	22.5	21.9	20.8	22.0	22.8	21.1	21.0	21.6
Deposit Cash Account Balances	3.8	4.0	4.1	3.7	4.2	4.4	4.2	0.0	0.0
Money Market Account Cash Balances	2.1	2.3	2.3	3.3	3.8	4.1	3.9	8.2	8.8
Total Cash Sweep Balances	27.6	28.8	28.3	27.8	30.0	31.3	29.2	29.2	30.4
<u>Market Indices</u>									
S&P 500 (end of period)	2,641	2,674	2,519	2,423	2,363	2,239	2,168	2,099	2,060
Fed Funds Effective Rate (average bps)	145	120	116	95	70	45	39	37	36

(1) Consists of total advisory assets under custody at LPL Financial LLC ("LPL Financial").

(2) Consists of brokerage assets serviced by advisors licensed with the Company's broker-dealer subsidiary LPL Financial.

(3) Consists of total client deposits into advisory accounts less total client withdrawals from advisory accounts. The Company considers conversions from and to brokerage accounts as deposits and withdrawals respectively.

(4) Consists of total client deposits into brokerage accounts less total client withdrawals from brokerage accounts. The Company considers conversions from and to advisory accounts as deposits and withdrawals respectively.

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

(6) Centrally Managed Assets represents those Advisory Assets in LPL Financial's Model Wealth Portfolios, Optimum Market Portfolios, Personal Wealth Portfolios, and Guided Wealth Portfolios platforms.

(7) Consists of total client deposits into Centrally Managed Assets accounts (FN 6) less total client withdrawals from Centrally Managed Assets accounts.