

## LPL FINANCIAL REPORTS MONTHLY ACTIVITY FOR APRIL 2018

**SAN DIEGO – May 22, 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 April 2018.

Total brokerage and advisory assets served at the end of April were approximately \$652 billion, a 0.7 percent increase compared to the end of March 2018. Total net new assets for April were \$2.1 billion, including \$2.2 billion from the acquisition of the broker/dealer network of National Planning Holdings, Inc. (NPH). Total client cash sweep balances at the end of April were \$28.9 billion, a 2.4 percent decrease compared to March 2018.

Prior to NPH, total brokerage and advisory assets at the end of April were approximately \$580 billion, a 0.3 percent increase compared to the end of March 2018. Total net new assets prior to NPH for April were an outflow of \$0.1 billion. This outflow reflects client cash disbursements during tax season.

(End of Period \$ in billions, unless noted)	April 2018	March 2018	Change M/M	April 2017	Change Y/Y
<b><u>Assets Served</u></b>					
Advisory Assets	284.7	283.5	0.4%	228.9	24.4%
Brokerage Assets	367.6	364.1	1.0%	305.9	20.2%
<b>Total Brokerage and Advisory Assets</b>	<b>652.3</b>	<b>647.5</b>	0.7%	<b>534.8</b>	22.0%
<b><u>Assets Served Prior to NPH</u></b>					
Advisory Assets	270.9	269.8	0.4%	228.9	18.3%
Brokerage Assets	309.2	308.4	0.3%	305.9	1.1%
<b>Total Brokerage and Advisory Assets</b>	<b>580.1</b>	<b>578.1</b>	0.3%	<b>534.8</b>	8.5%
<b><u>Net New Assets</u></b>					
Net New Advisory Assets	1.1	1.7	n/m	1.4	n/m
Net New Brokerage Assets	1.0	2.1	n/m	(1.3)	n/m
<b>Total Net New Assets</b>	<b>2.1</b>	<b>3.8</b>	n/m	<b>0.1</b>	n/m
<b><u>Net New Assets Prior to NPH</u></b>					
Net New Advisory Assets	1.1	1.7	n/m	1.4	n/m
Net New Brokerage Assets	(1.2)	(1.6)	n/m	(1.3)	n/m
<b>Total Net New Assets</b>	<b>(0.1)</b>	<b>0.1</b>	n/m	<b>0.1</b>	n/m
Net Brokerage to Advisory Conversions	0.6	0.7	n/m	0.6	n/m

(End of Period \$ in billion, unless noted)	April	March	Change	April	Change
	2018	2018	M/M	2017	Y/Y
<b><u>Cash Sweep Balances</u></b>					
Insured Cash Account Balances	22.2	22.6	(1.8)%	21.4	3.7%
Deposit Cash Account Balances	4.0	4.2	(4.8)%	3.9	2.6%
Money Market Account Cash Balances	2.7	2.9	(6.9)%	3.7	(27.0)%
<b>Total Cash Sweep Balances</b>	<b>28.9</b>	<b>29.6</b>	<b>(2.4)%</b>	<b>29.0</b>	<b>(0.3)%</b>
<b><u>Market Indices</u></b>					
S&P 500 (end of period)	2,648	2,641	0.3%	2,384	11.1%
Fed Funds Effective Rate (average bps)	169	151	11.9%	91	85.7%

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](http://LPL.com)

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

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