

LPL Financial Holdings Inc. - Historical Monthly Activity Through August 2022

As of August 31, 2022

(End of period \$ in billions, unless noted)	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021	Oct 2021	Sep 2021	Aug 2021
Assets⁽¹⁾													
Advisory assets	580.0	593.4	558.6	591.8	586.3	624.3	612.9	619.6	643.2	620.1	623.3	594.0	604.6
Brokerage assets	524.9	530.9	506.0	528.6	509.5	538.8	531.9	538.2	563.2	550.7	557.2	538.6	552.3
Total Advisory and Brokerage Assets	1,104.8	1,124.3	1,064.6	1,120.4	1,095.8	1,163.1	1,144.8	1,157.8	1,206.4	1,170.8	1,180.5	1,132.6	1,156.9
Total Net New Assets⁽²⁾													
Net new advisory assets	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.6	6.4
Net new brokerage assets	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	1.8	1.2
Total Net New Assets	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	11.4	7.6
Total Organic Net New Assets⁽³⁾⁽⁴⁾													
Net new organic advisory assets	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9	10.5	7.1	6.6	9.0	6.4
Net new organic brokerage assets	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1	1.6	(0.3)	0.7	0.1	1.2
Total Organic Net New Assets	9.7	4.8	10.5	24.8	1.9	6.3	5.2	6.1	12.1	6.9	7.2	9.1	7.6
Net brokerage to advisory conversions ⁽⁵⁾	0.9	0.4	0.5	0.6	0.7	0.9	0.9	1.2	1.1	1.2	1.1	1.1	1.2
Client Cash Balances⁽⁶⁾													
Insured cash account sweep	47.1	41.9	40.8	37.3	34.1	32.6	29.9	29.6	30.0	29.9	29.3	30.5	33.2
Deposit cash account sweep	12.4	12.3	12.3	11.0	9.2	9.4	10.5	9.7	9.3	8.5	8.5	8.6	8.2
Total Bank Sweep	59.5	54.2	53.1	48.3	43.3	42.0	40.4	39.4	39.3	38.4	37.8	39.0	41.4
Money market sweep	3.2	13.9	15.0	17.1	16.9	18.2	18.4	17.3	16.1	11.6	11.3	9.9	6.3
Total Client Cash Sweep Held by Third Parties	62.7	68.1	68.1	65.4	60.2	60.2	58.8	56.7	55.4	50.0	49.1	48.9	47.7
Client cash account	3.1	1.3	1.5	1.8	1.4	1.6	1.7	1.8	1.7	1.7	1.4	1.6	1.5
Total Client Cash Balances	65.8	69.4	69.6	67.2	61.7	61.7	60.4	58.4	57.1	51.7	50.5	50.5	49.2
Net buy (sell) activity ⁽⁷⁾	9.3	4.7	2.0	0.2	3.1	3.5	4.0	3.5	4.7	5.5	5.8	5.5	5.6
Market Drivers													
S&P 500 Index (end of period)	3,955	4,130	3,785	4,132	4,132	4,530	4,374	4,516	4,766	4,567	4,605	4,308	4,523
Russell 2000 Index (end of period)	1,844	1,885	1,708	1,864	1,864	2,070	2,048	2,028	2,245	2,199	2,297	2,204	2,274
Fed Funds daily effective rate (average bps)	233	164	119	76	33	20	8	8	8	8	8	8	9

Note: Totals may not foot due to rounding.

(1) Consists of total advisory and brokerage assets under custody at the Company's broker-dealer subsidiary, LPL Financial LLC ("LPL Financial"), and Waddell & Reed, LLC ("Waddell & Reed"). September 2021 assets included \$2.3 billion of net new brokerage and advisory assets from Waddell & Reed. As of August 31, 2022, there were no advisory or brokerage assets under custody at Waddell & Reed.

(2) Consists of total client deposits into advisory or brokerage accounts less total client withdrawals from advisory or brokerage accounts, plus dividends, plus interest, minus advisory fees. The Company considers conversions from and to brokerage or advisory accounts as deposits and withdrawals, respectively.

(3) Consists of net new assets excluding the acquisition of Waddell & Reed. Acquired assets include \$2.3 billion of net new assets from Waddell & Reed in September 2021.

(4) Organic Net New Assets from Large Financial Institutions	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021	Oct 2021	Sep 2021	Aug 2021
Net new organic advisory assets	0.2	0.0	0.0	1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net new organic brokerage assets	4.0	0.9	5.8	18.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	1.3
Total Organic Net New Assets from Large Financial Institutions	4.3	0.9	5.8	19.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	1.3

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

(6) During the second quarter of 2022, the Company updated its definition of client cash balances to include client cash accounts and exclude purchased money market funds. Client cash accounts include cash that clients have deposited with LPL Financial that is included in client payables in the condensed consolidated balance sheets. Prior period disclosures have been updated to reflect this change as applicable. The following table presents the Company's purchased money market funds for the periods presented:

	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022	Dec 2021	Nov 2021	Oct 2021	Sep 2021	Aug 2021
Purchased Money Market Funds	2.9	2.3	1.9	1.7	1.6	1.6	1.8	1.7	1.9	1.9	1.8	1.8	1.9

(7) Represents the amount of securities purchased less the amount of securities sold in client accounts custodied with LPL Financial.