

Q2 2019 Earnings Key Metrics

LPL Financial Holdings Inc.

Q2 2019 Earnings

July 25, 2019

Notice to Investors: Safe Harbor Statement

Statements in this presentation regarding LPL Financial Holdings Inc.'s (together with its subsidiaries, the "Company") future financial and operating results, growth, priorities, business strategies and outlook, including forecasts and statements relating to the Company's future brokerage and advisory asset levels and mix, deposit betas (and related Gross Profit* benefit), Core G&A* expenses (including outlook for 2019), acquisition of Allen & Company of Florida, Inc. ("Allen & Co."), future investments and future capital returns, as well as any other statements that are not related to present facts or current conditions or that are not purely historical, constitute forward-looking statements. These forward-looking statements are based on the Company's historical performance and its plans, estimates, and expectations as of July 25, 2019. Forward-looking statements are not guarantees that the future results, plans, intentions, or expectations expressed or implied by the Company will be achieved. Matters subject to forward-looking statements involve known and unknown risks and uncertainties, including economic, legislative, regulatory, competitive, and other factors, which may cause actual financial or operating results, levels of activity, or the timing of events, to be materially different than those expressed or implied by forward-looking statements. Important factors that could cause or contribute to such differences include: changes in interest rates and fees payable by banks participating in the Company's client cash programs; the Company's strategy and success in managing client cash program fees; changes in general economic and financial market conditions, including retail investor sentiment; fluctuations in the levels of advisory and brokerage assets, including net new assets, and the related impact on revenue; effects of competition in the financial services industry; the success of the Company in attracting and retaining financial advisors and institutions, and their ability to market effectively financial products and services; whether retail investors served by newly-recruited advisors choose to move their respective assets to new accounts at the Company; changes in the growth and profitability of the Company's fee-based business; the effect of current, pending and future legislation, regulation and regulatory actions, including disciplinary actions imposed by federal and state regulators and self-regulatory organizations and the implementation of Regulation BI (Best Interest); the costs of settling and remediating issues related to regulatory matters or legal proceedings, including actual costs of reimbursing customers for losses in excess of the Company's reserves; changes made to the Company's services and pricing, and the effect that such changes may have on the Company's gross profit* streams and costs; execution of the Company's plans and its success in realizing the synergies, expense savings, service improvements and/or efficiencies expected to result from its investments initiatives and programs, and the other factors set forth in Part I, "Item 1A. Risk Factors" in the Company's 2018 Annual Report on Form 10-K, as may be amended or updated in the Company's Quarterly Reports on Form 10-Q or other filings with the SEC. Except as required by law, the Company specifically disclaims any obligation to update any forward-looking statements as a result of developments occurring after July 25, 2019, even if its estimates change, and statements contained herein are not to be relied upon as representing the Company's views as of any date subsequent to July 25, 2019.

*Notice to Investors: Non-GAAP Financial Measures

Management believes that presenting certain non-GAAP financial measures by excluding or including certain items can be helpful to investors and analysts who may wish to use some or all of this information to analyze the Company's current performance, prospects, and valuation. Management uses this non-GAAP information internally to evaluate operating performance and in formulating the budget for future periods. Management believes that the non-GAAP financial measures and metrics discussed herein are appropriate for evaluating the performance of the Company. **Specific Non-GAAP financial measures have been marked with an * (asterisk) within this presentation. Management has also presented certain non-GAAP financial measures further adjusted to reflect the impact of the Company's acquisitions of AdvisoryWorld and the broker/dealer network of National Planning Holdings, Inc. ("NPH"). Reconciliations and calculations of such measures can be found on page 27.**

Gross profit is calculated as net revenues, which were \$1,390 million for the three months ended June 30, 2019, less commission and advisory expenses and brokerage, clearing, and exchange fees ("BC&E"), which were \$838 million and \$16 million, respectively, for the three months ended June 30, 2019. All other expense categories, including depreciation and amortization of fixed assets and amortization of intangible assets, are considered general and administrative in nature. Because the Company's gross profit amounts do not include any depreciation and amortization expense, the Company considers its gross profit amounts to be non-GAAP measures that may not be comparable to those of others in its industry. Management believes that gross profit amounts can provide investors with useful insight into the Company's core operating performance before indirect costs that are general and administrative in nature. For a calculation of gross profit, please see page 24 of this presentation.

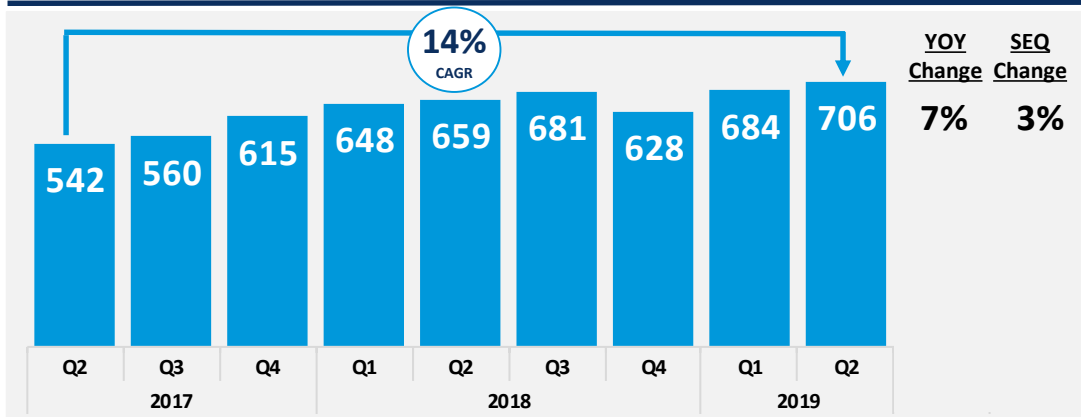
EBITDA is defined as net income plus interest and other expense, income tax expense, depreciation and amortization, and amortization of intangible assets. The Company presents EBITDA because management believes that it can be a useful financial metric in understanding the Company's earnings from operations. EBITDA is not a measure of the Company's financial performance under GAAP and should not be considered as an alternative to net income or any other performance measure derived in accordance with GAAP, or as an alternative to cash flows from operating activities as a measure of profitability or liquidity. For a reconciliation of net income to EBITDA, please see page 25 of this presentation. In addition, the Company's EBITDA can differ significantly from EBITDA calculated by other companies, depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which companies operate, and capital investments.

EPS Prior to Amortization of Intangible Assets is defined as GAAP earnings per share (EPS) plus the per share impact of amortization of intangible assets. The per share impact is calculated as amortization of intangible assets expense, net of applicable tax benefit, divided by the number of shares outstanding for the applicable period. The Company presents EPS Prior to Amortization of Intangible Assets because management believes the metric can provide investors with useful insight into the Company's core operating performance by excluding non-cash items that management does not believe impact the Company's ongoing operations. EPS Prior to Amortization of Intangible Assets is not a measure of the Company's financial performance under GAAP and should not be considered as an alternative to GAAP EPS or any other performance measure derived in accordance with GAAP. For a reconciliation of EPS Prior to Amortization of Intangible Assets to GAAP EPS, please see page 26 of this presentation.

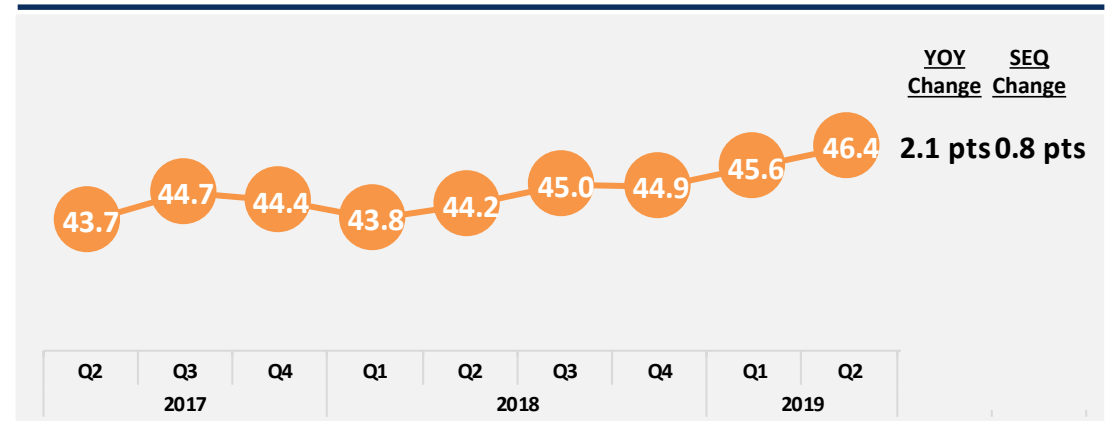
Core G&A consists of total operating expenses, which were \$1,161 million for the three months ended June 30, 2019, excluding the following expenses: commission and advisory, regulatory charges, promotional, employee share-based compensation, depreciation and amortization, amortization of intangible assets, and brokerage, clearing, and exchange. Management presents Core G&A because it believes Core G&A reflects the corporate operating expense categories over which management can generally exercise a measure of control, compared with expense items over which management either cannot exercise control, such as commission and advisory expenses, or which management views as promotional expense necessary to support advisor growth and retention including conferences and transition assistance. Core G&A is not a measure of the Company's total operating expenses as calculated in accordance with GAAP. For a reconciliation of Core G&A to the Company's total operating expenses, please see page 27 of this presentation. The Company does not provide an outlook for its total operating expenses because it contains expense components, such as commission and advisory expenses, that are market-driven and over which the Company cannot exercise control. Accordingly a reconciliation of the Company's outlook for Core G&A to an outlook for total operating expenses cannot be made available without unreasonable effort.

Our business continued to grow and shift towards advisory

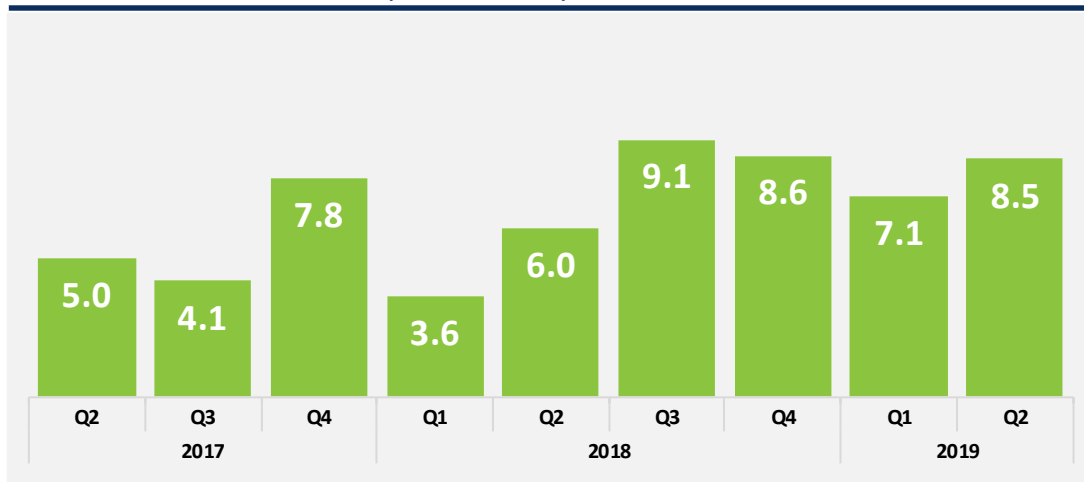
Total Brokerage and Advisory Assets (\$ billions)



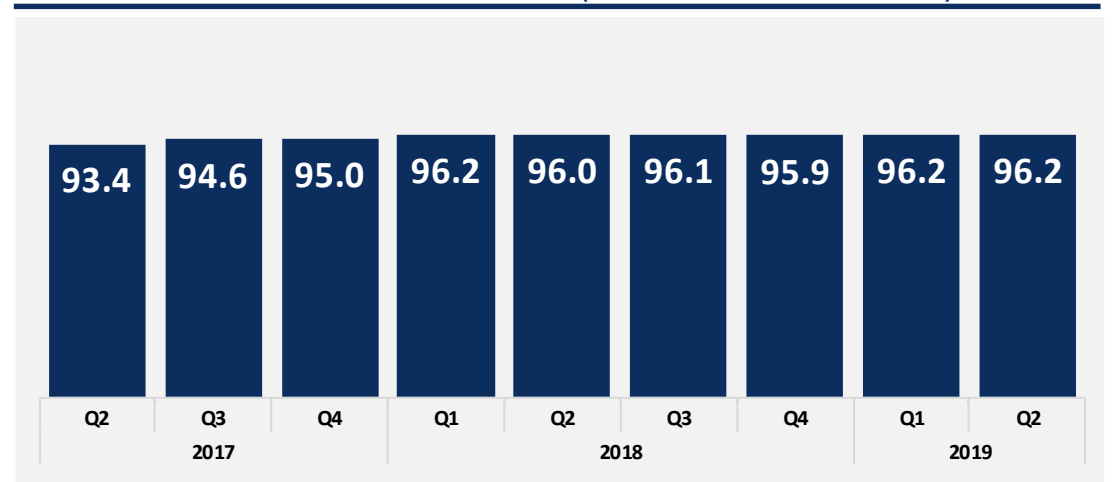
Advisory Assets as a percent of Total Assets



Recruited Assets⁽¹⁾ (\$ billions)

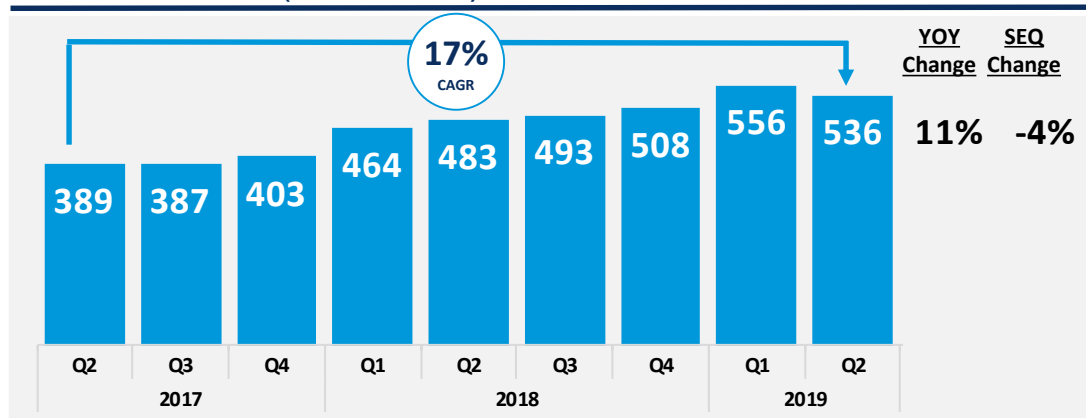


Production Retention Rate⁽²⁾ (YTD Annualized %)

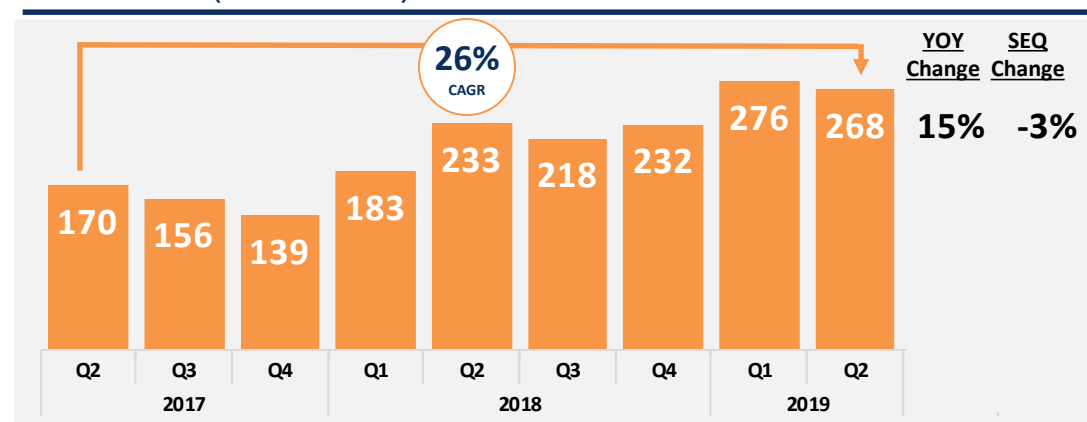


Financial performance has steadily improved

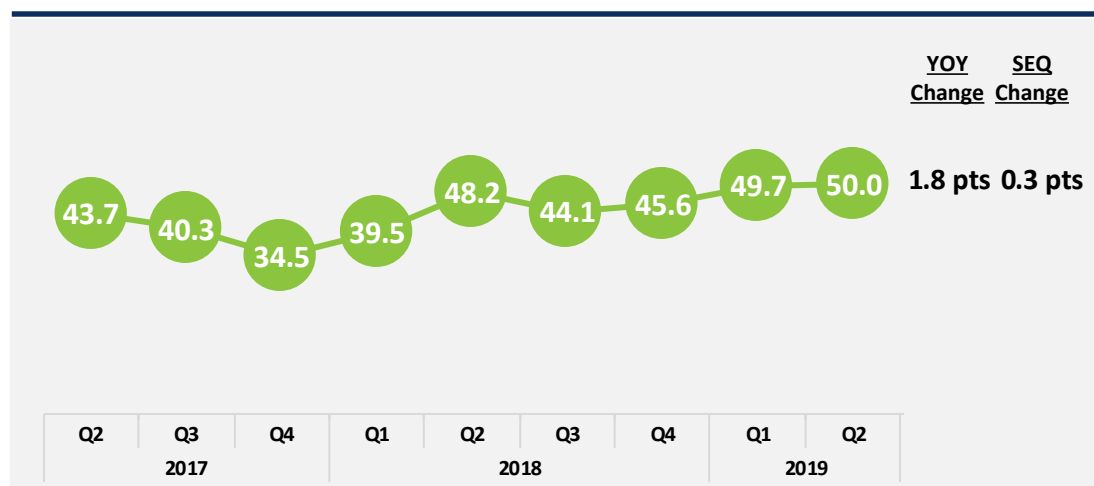
Gross Profit* (\$ millions)



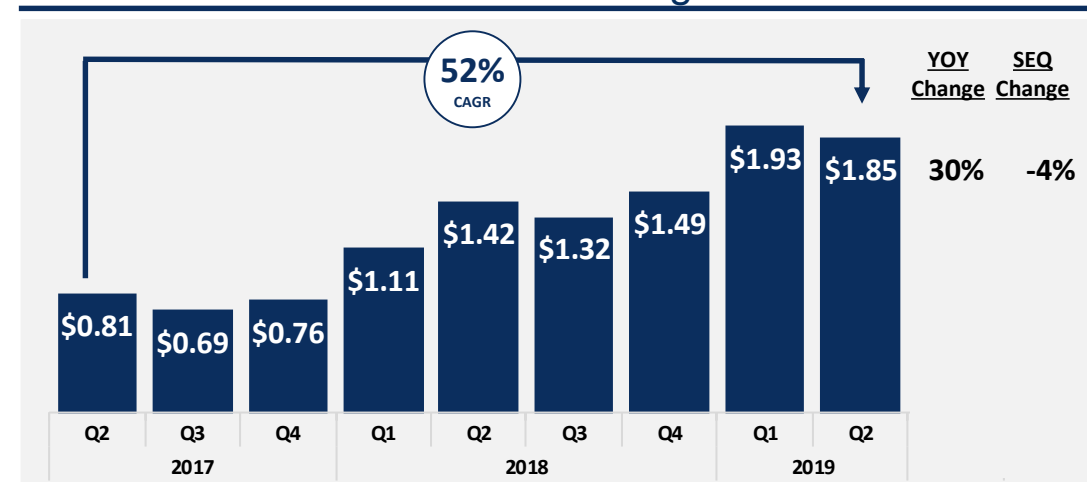
EBITDA* (\$ millions)



EBITDA as a % of Gross Profit

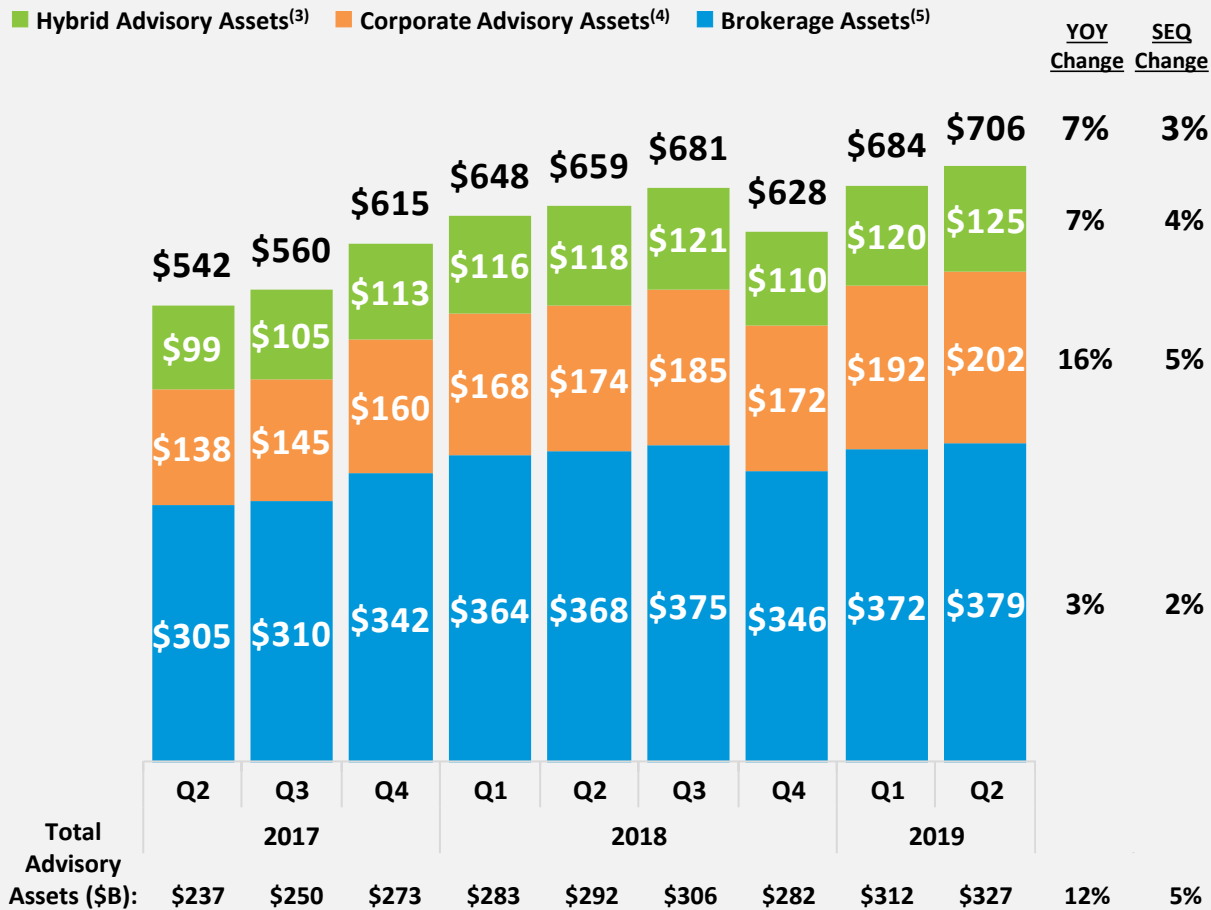


EPS Prior to Amortization of Intangible Assets*

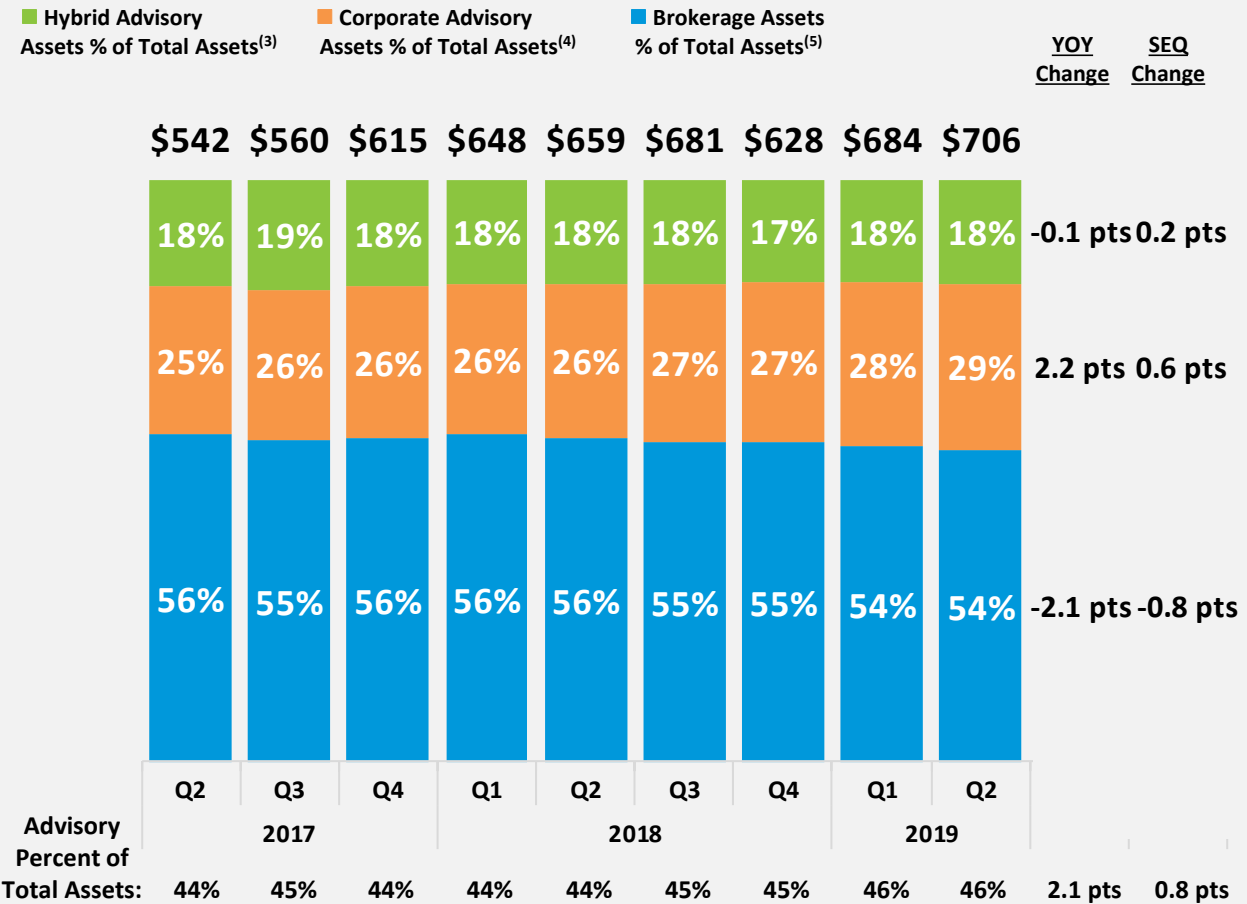


Q2 Total Brokerage and Advisory Assets increased 7% year-over-year to \$706 billion, and Advisory Assets were 46% of total assets

Total Brokerage and Advisory Assets (\$ billions)

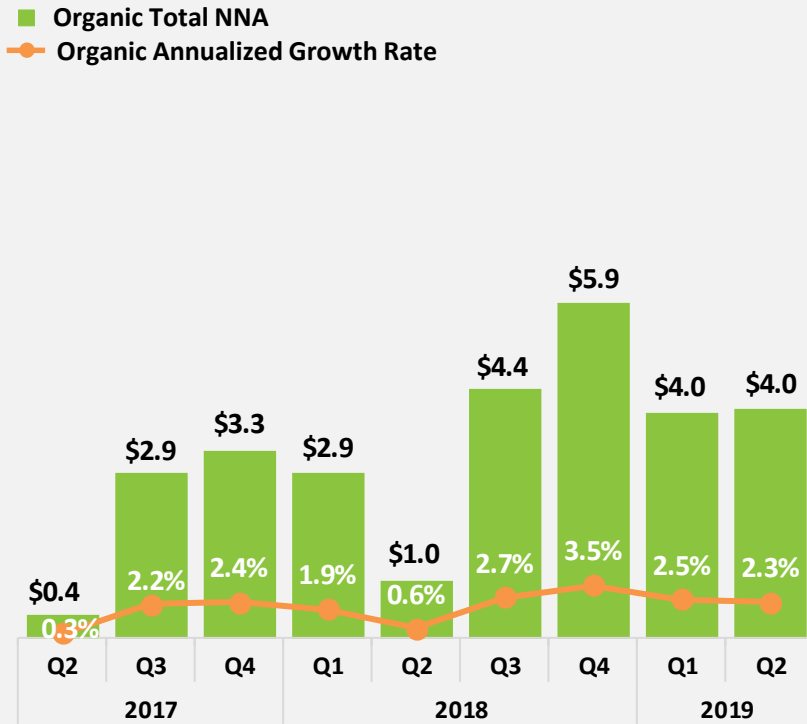


Total Brokerage and Advisory Asset Mix

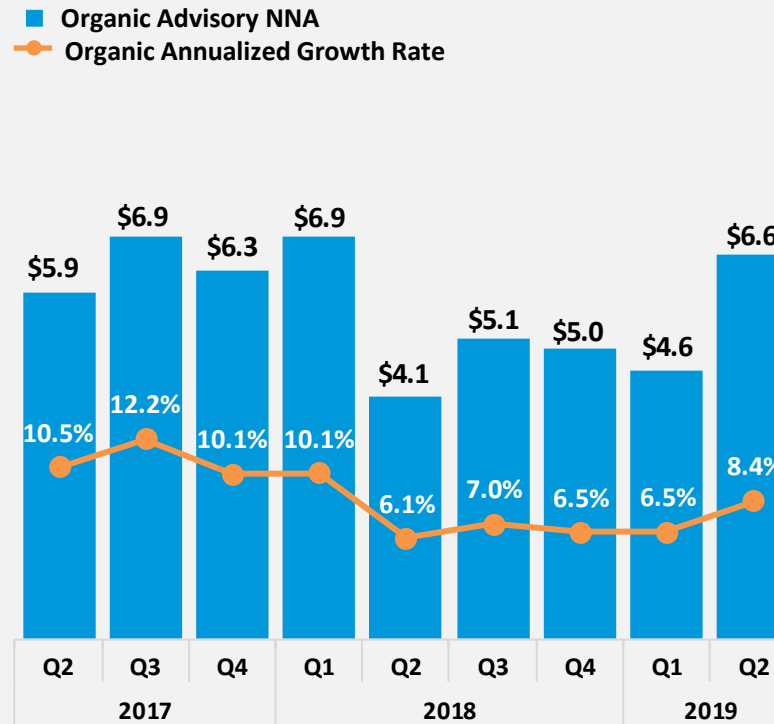


Q2 Total Net New Assets were an inflow of \$4.0 billion

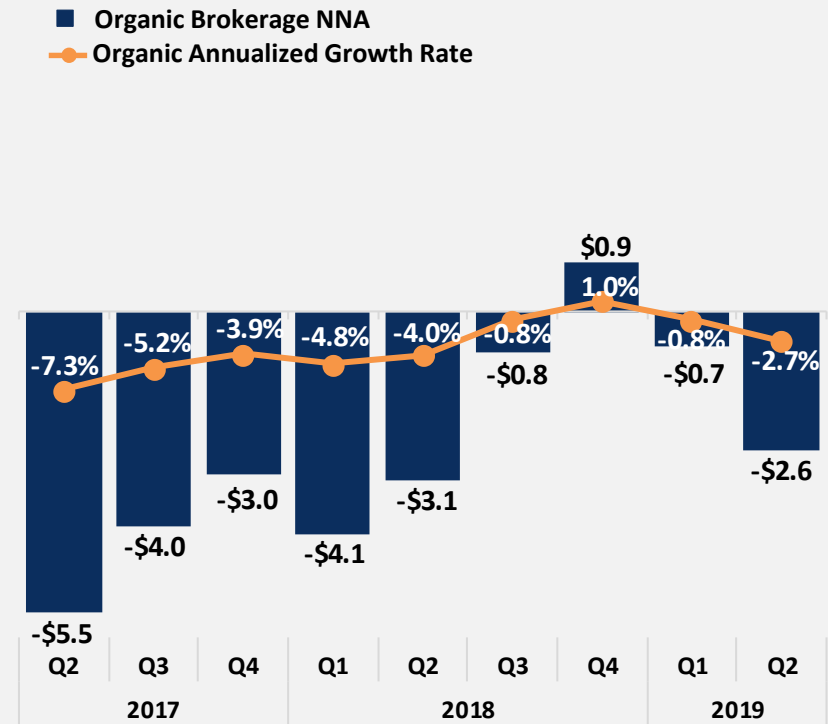
Total Net New Assets (\$ billions)



Net New Advisory Assets⁽⁶⁾ (\$ billions)



Net New Brokerage Assets⁽⁷⁾ (\$ billions)

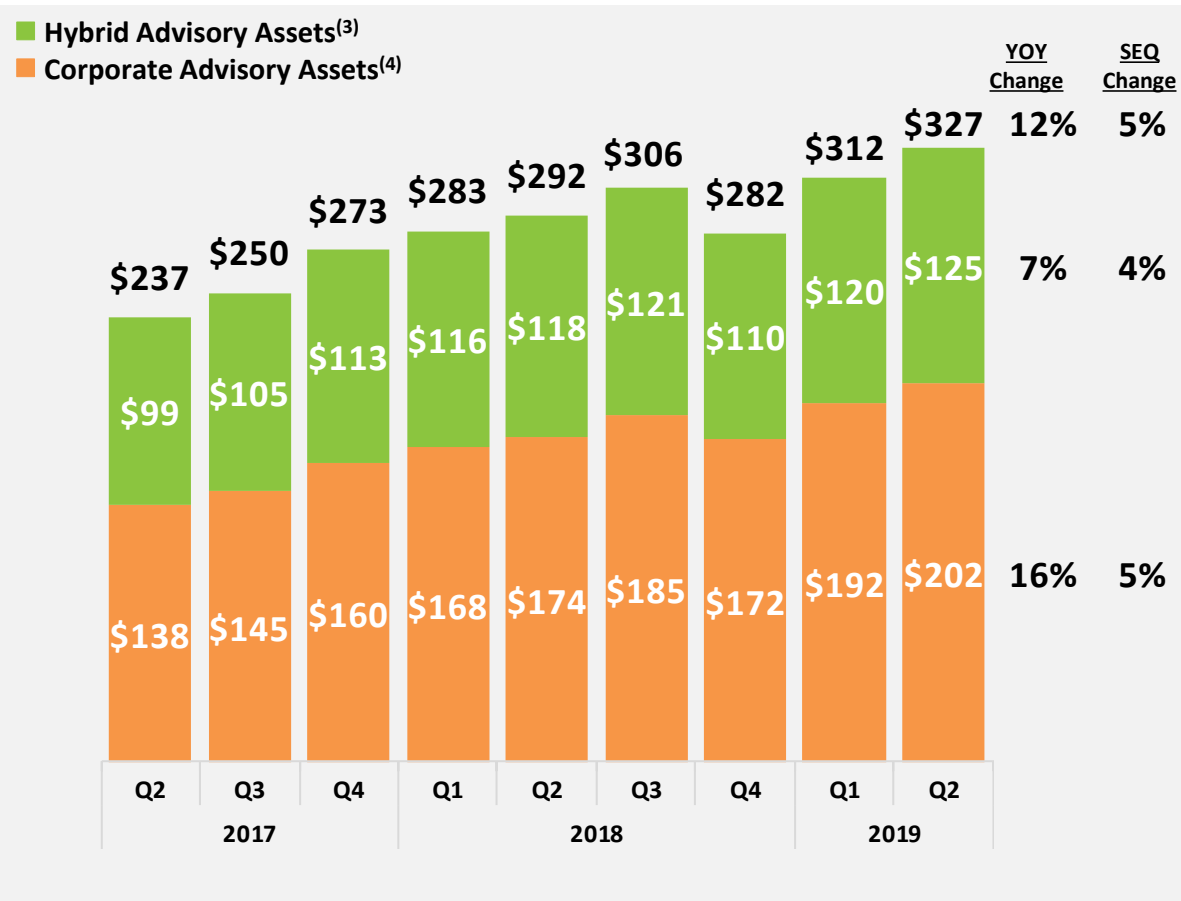


Net Brokerage to Advisory Conversions⁽⁸⁾ (billions): \$2.0 \$1.9 \$2.1 \$2.5 \$1.8 \$1.7 \$1.4 \$1.4 \$1.8

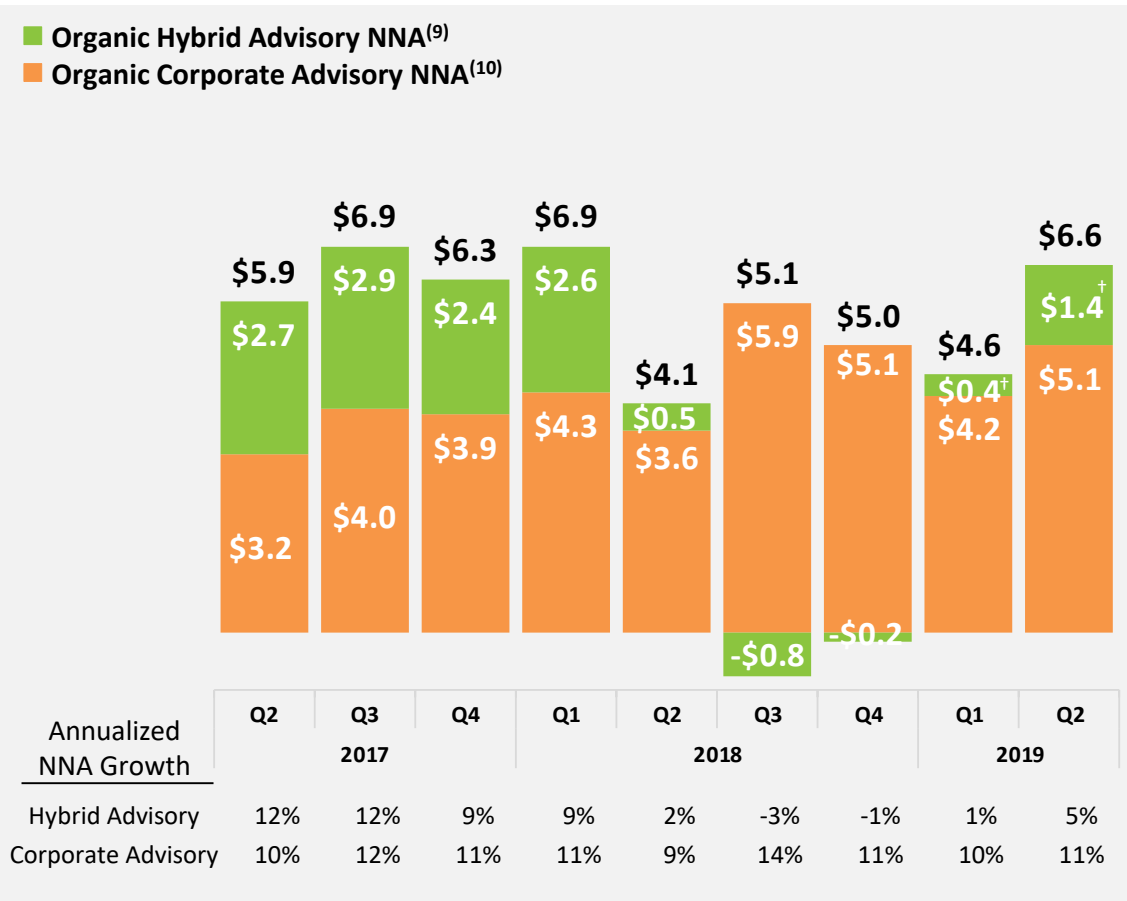
Note: Q1 2019 includes \$0.6 billion of outflows (of which \$0.3 billion was advisory) and Q2 2019 includes \$1.2 billion of outflows (of which \$0.8 billion was advisory) related to a hybrid firm, consistent with the Company's expectations as discussed on its Q1 2019 earnings call. Prior to these outflows, total net new assets were \$4.6 billion, a 2.9% annualized growth rate in Q1 2019, and \$5.2 billion, a 3.0% annualized growth rate in Q2 2019

Q2 Corporate Advisory Assets increased 16% year-over-year to \$202 billion

Corporate and Hybrid Advisory Platform Mix (\$ billions)



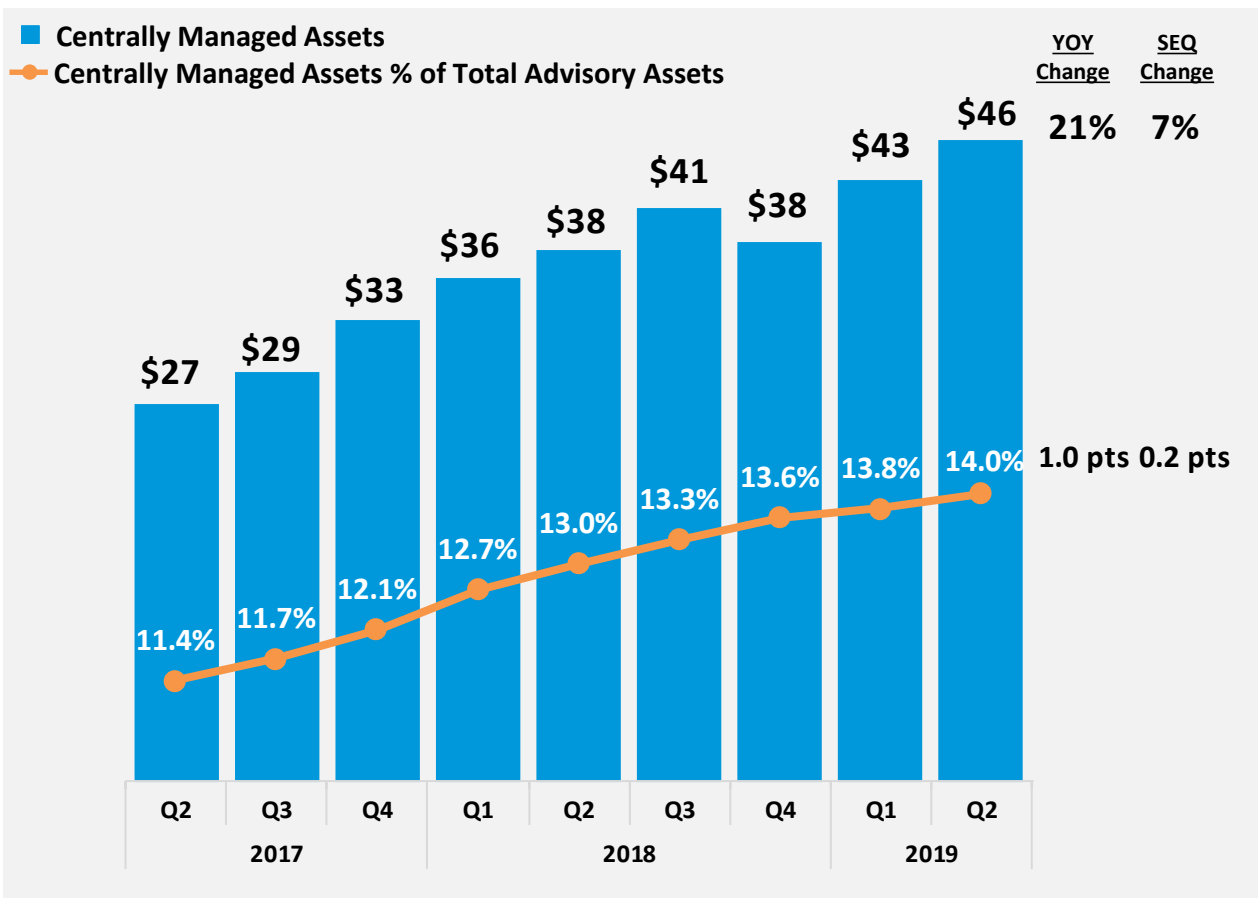
Corporate and Hybrid Advisory NNA Mix (\$ billions)



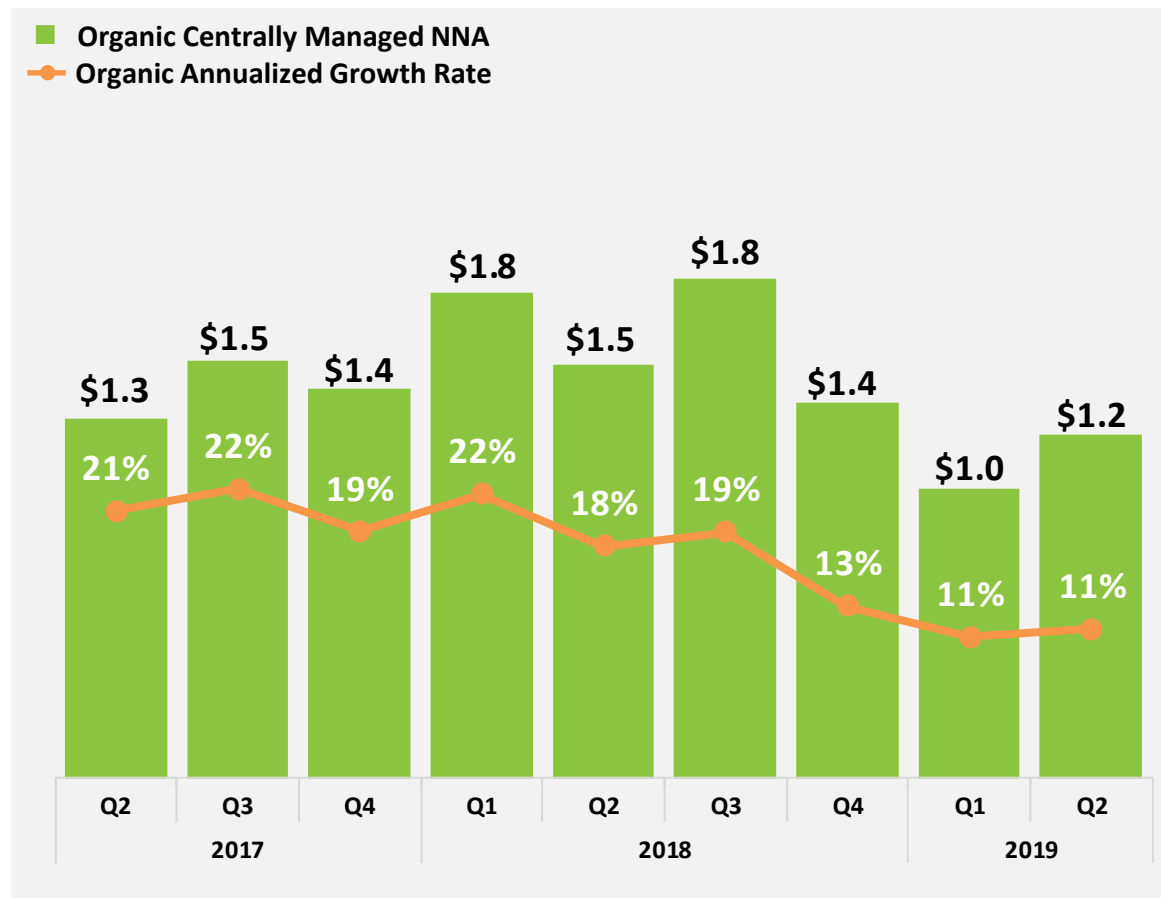
[†] Q1 2019 includes \$0.6 billion of outflows (of which \$0.3 billion was advisory) and Q2 2019 includes \$1.2 billion of outflows (of which \$0.8 billion was advisory) related to a hybrid firm, consistent with the Company's expectations as discussed on its Q1 2019 earnings call. Prior to these outflows, total net new assets were \$4.6 billion, a 2.9% annualized growth rate in Q1 2019, and \$5.2 billion, a 3.0% annualized growth rate in Q2 2019

Q2 Centrally Managed Assets increased 21% year over year to \$46 billion

Centrally Managed Assets⁽¹¹⁾ (\$ billions)



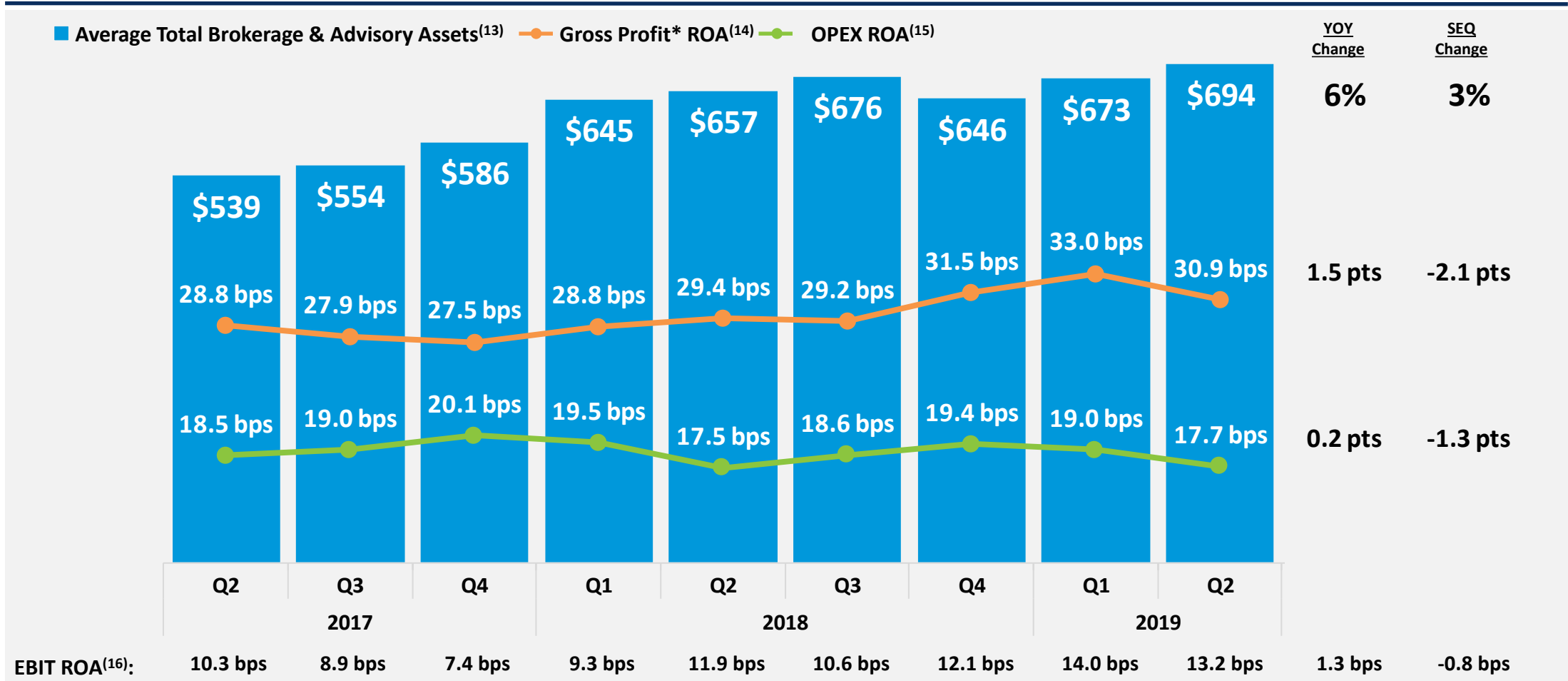
Centrally Managed NNA⁽¹²⁾ (\$ billions)



Note: Centrally managed NNA does not include conversions from other LPL advisory accounts.

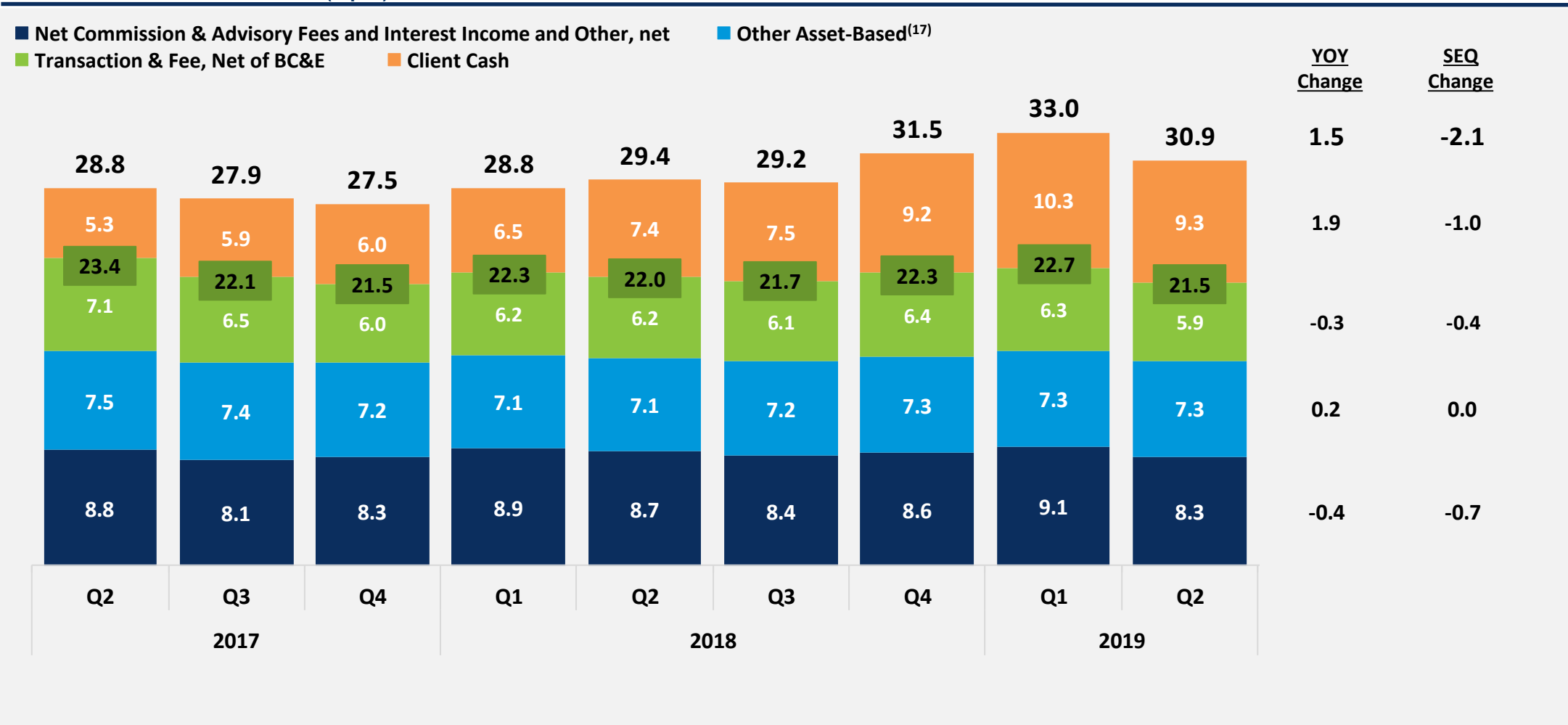
Q2 EBIT ROA was 13.2 basis points, up 1.3 basis points year-over-year

Average Total Brokerage & Advisory Assets (\$ billions)



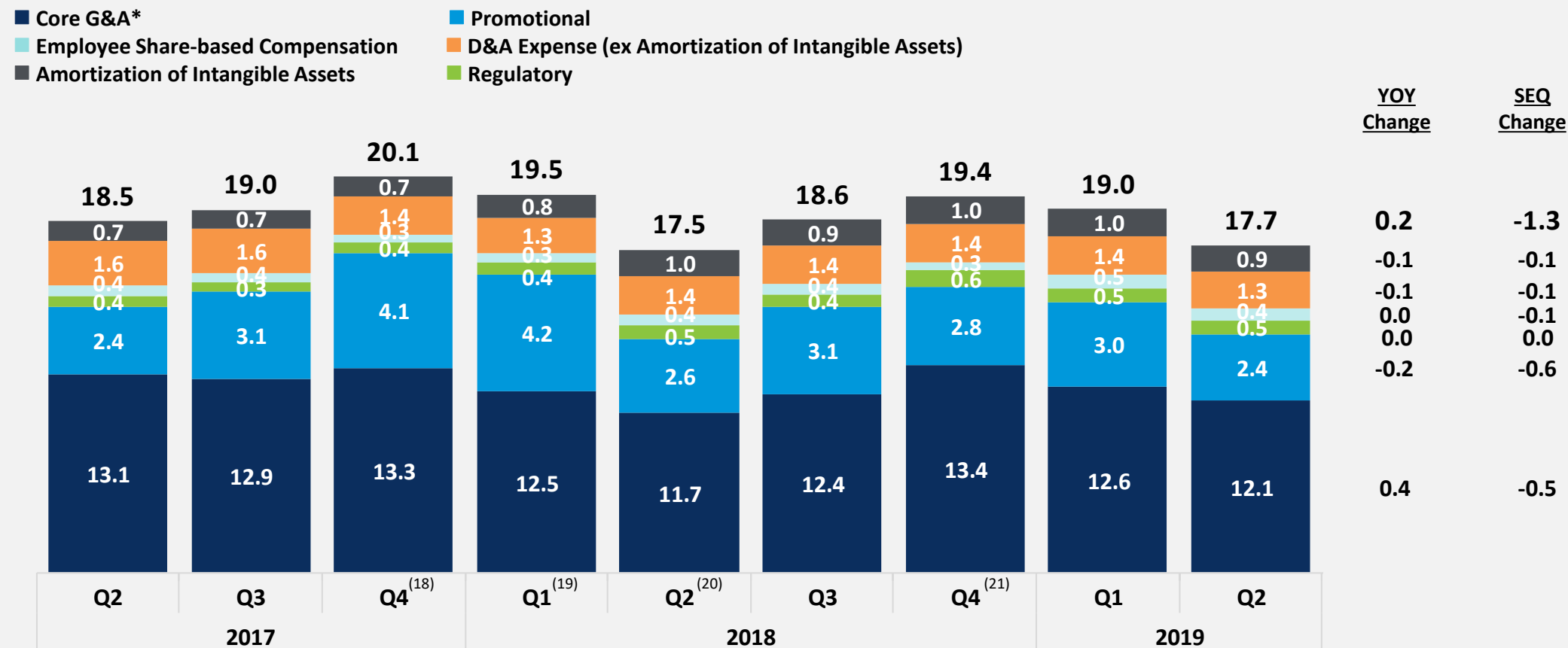
Q2 Gross Profit* ROA increased 1.5 basis points year-over-year

Gross Profit* ROA⁽¹⁴⁾ (bps)



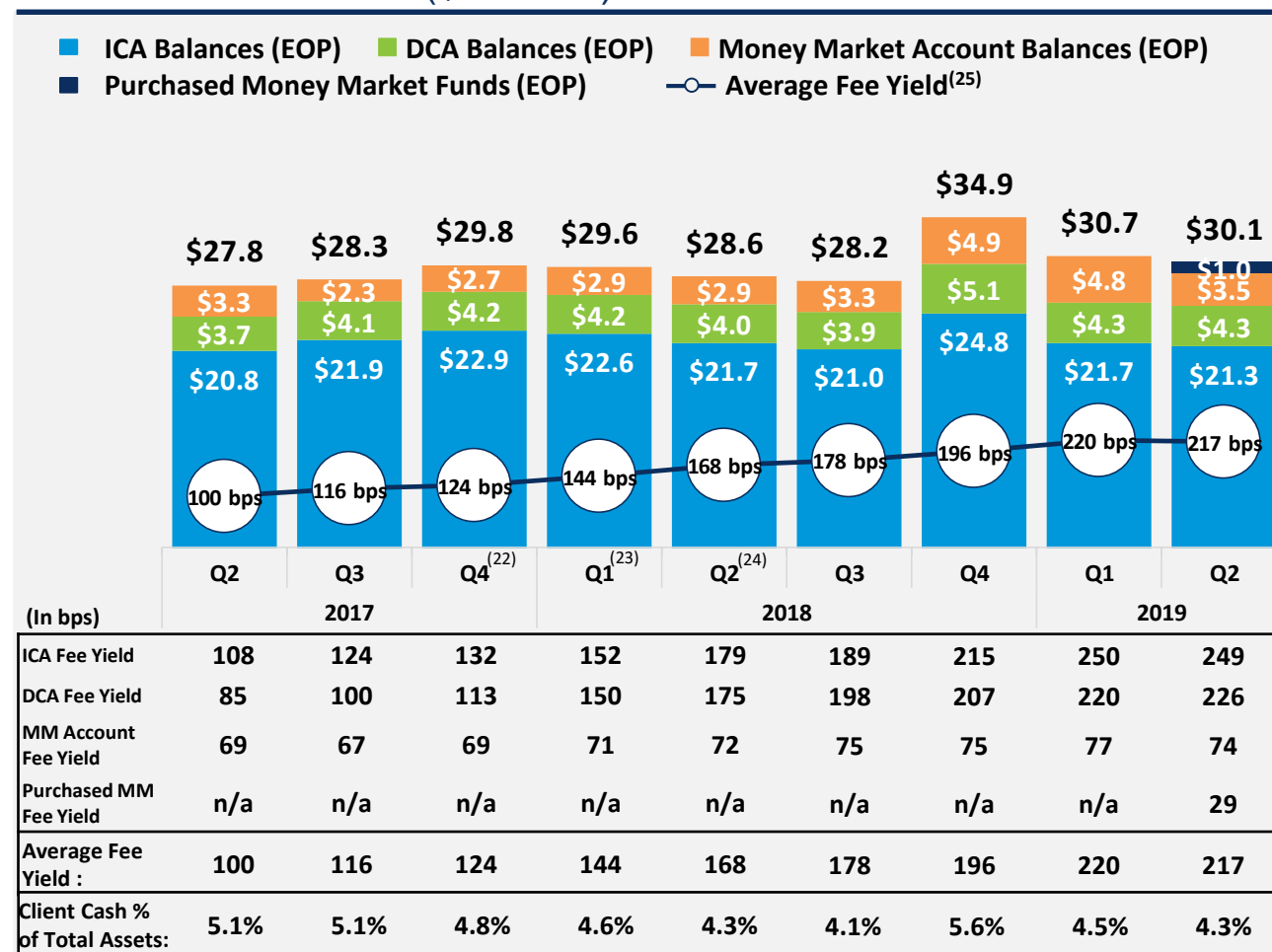
Q2 Total OPEX ROA increased 0.2 basis points year-over-year

Total OPEX ROA⁽¹⁵⁾ (bps)

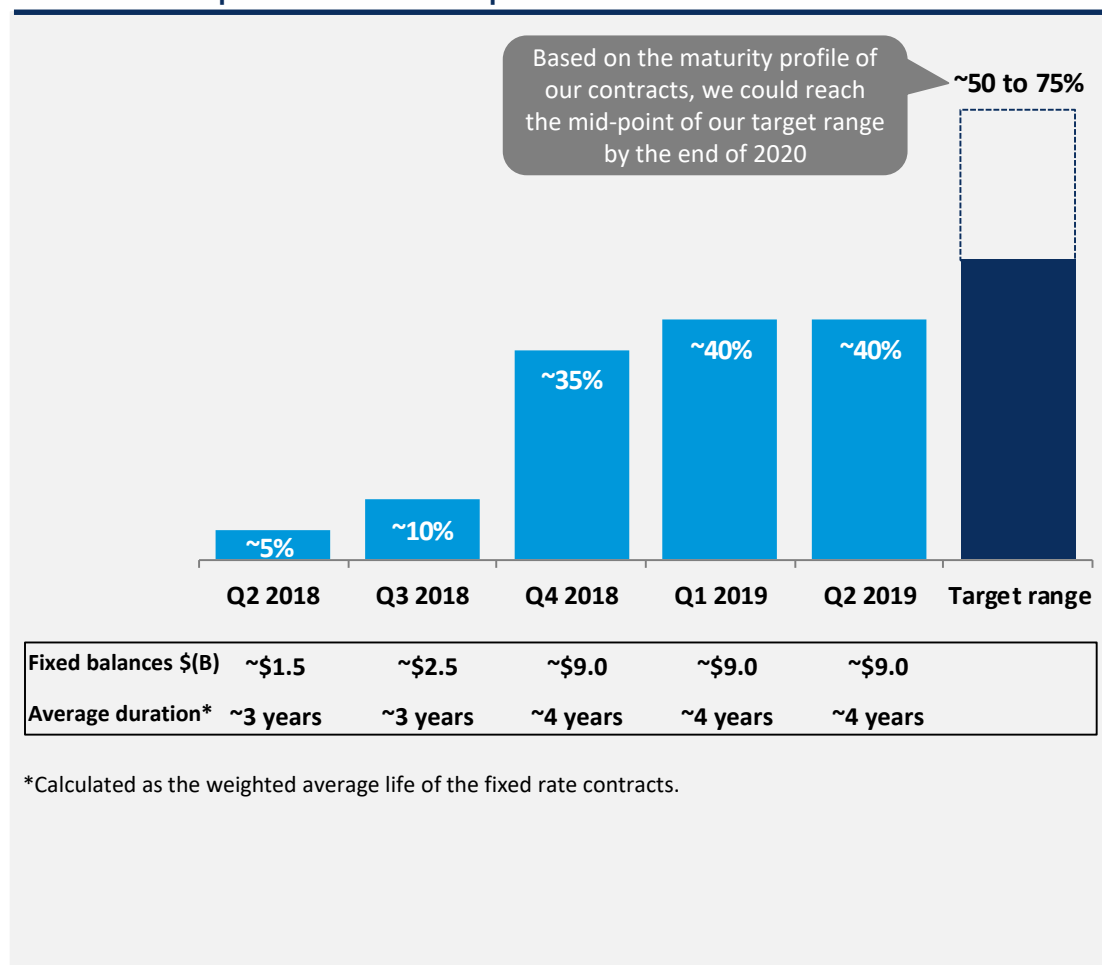


Q2 Client Cash yield increased 49 basis points year-over year, and fixed balances made up ~40% of the ICA portfolio

Client Cash balances (\$ billions)

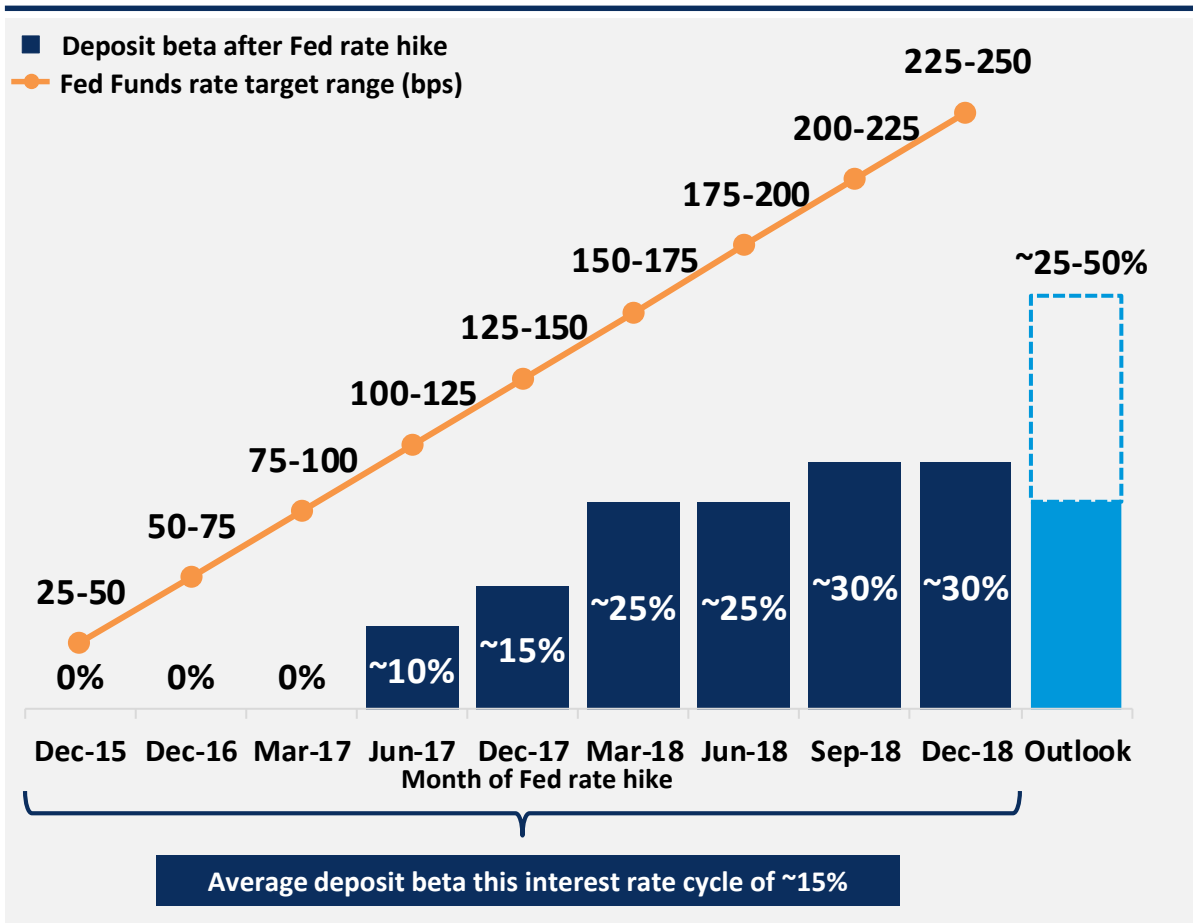


Fixed rate portion of ICA portfolio

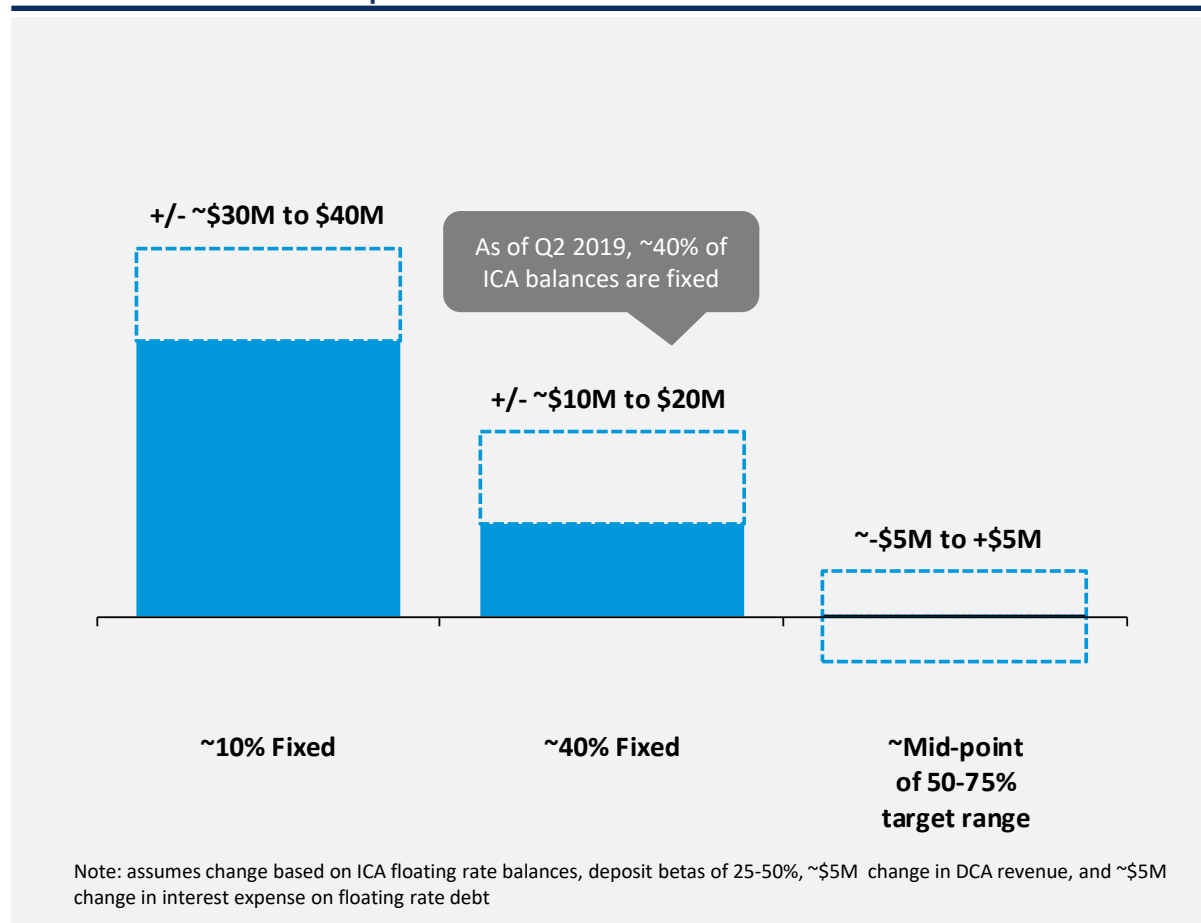


Our move to a greater mix of ICA fixed rate balances reduced our sensitivity to movements in short-term rates

ICA deposit beta history and outlook



Annual financial impact of a Fed rate hike or cut

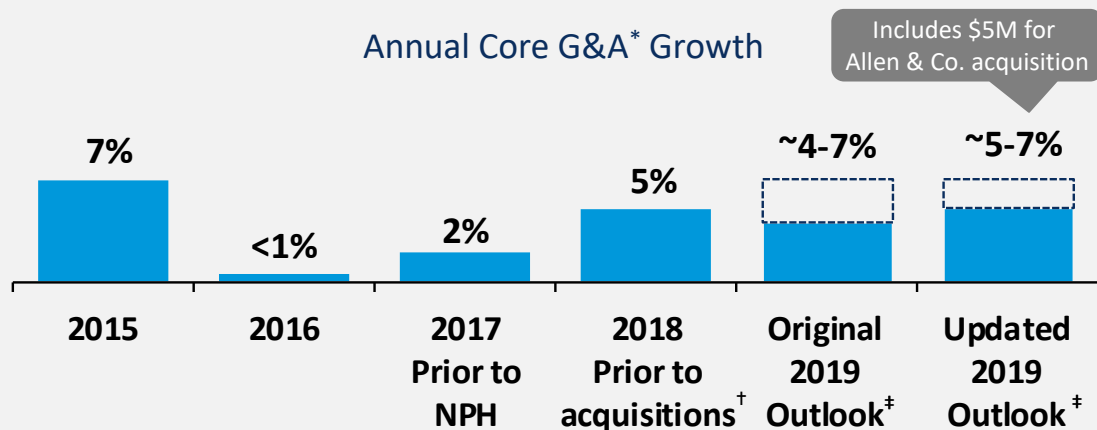


We plan to continue investing for growth in 2019

Long-term cost strategy

- Focus on delivering operating leverage
- Prioritize investments that drive organic growth
- Drive productivity and efficiency
- Adapt cost trajectory as environment evolves

Lower recent expense trajectory, prior to acquisitions



Core G&A* context

- We are executing well on our investment and efficiency plans
- Given results year-to-date, we tightened the Core G&A* range by \$10M
- As we now expect to close our acquisition of Allen & Co. in Q3, we added \$5M to the outlook range for onboarding and operating expenses in 2019
- Taken together, our updated 2019 outlook range is \$860M to \$875M

Core G&A* outlook

Original 2019 Outlook: \$850 to \$875 million

Tightened 2019 Outlook: \$855 to \$870 million

Allen & Co. Expense: + \$5 million

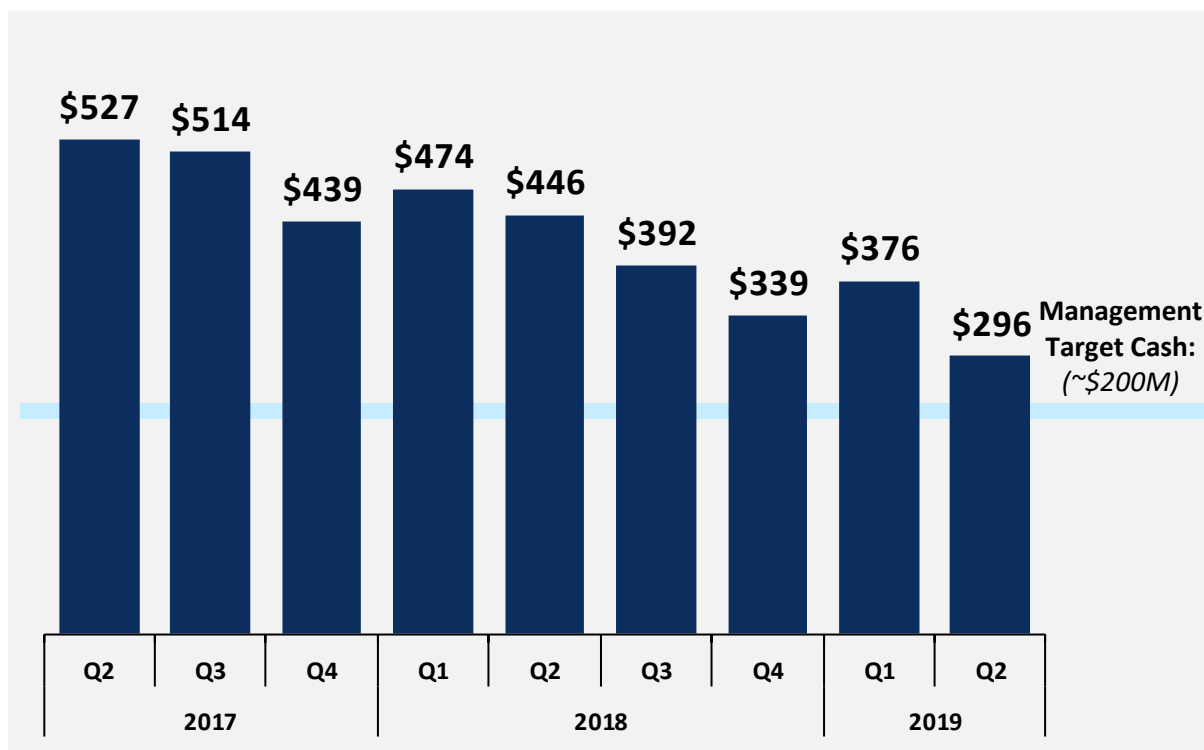
Updated 2019 Outlook: \$860 to \$875 million

[†] Based on the Company's 2018 Core G&A* prior to NPH and AdvisoryWorld related expenses compared to the Company's 2017 Core G&A* prior to NPH-related expenses.

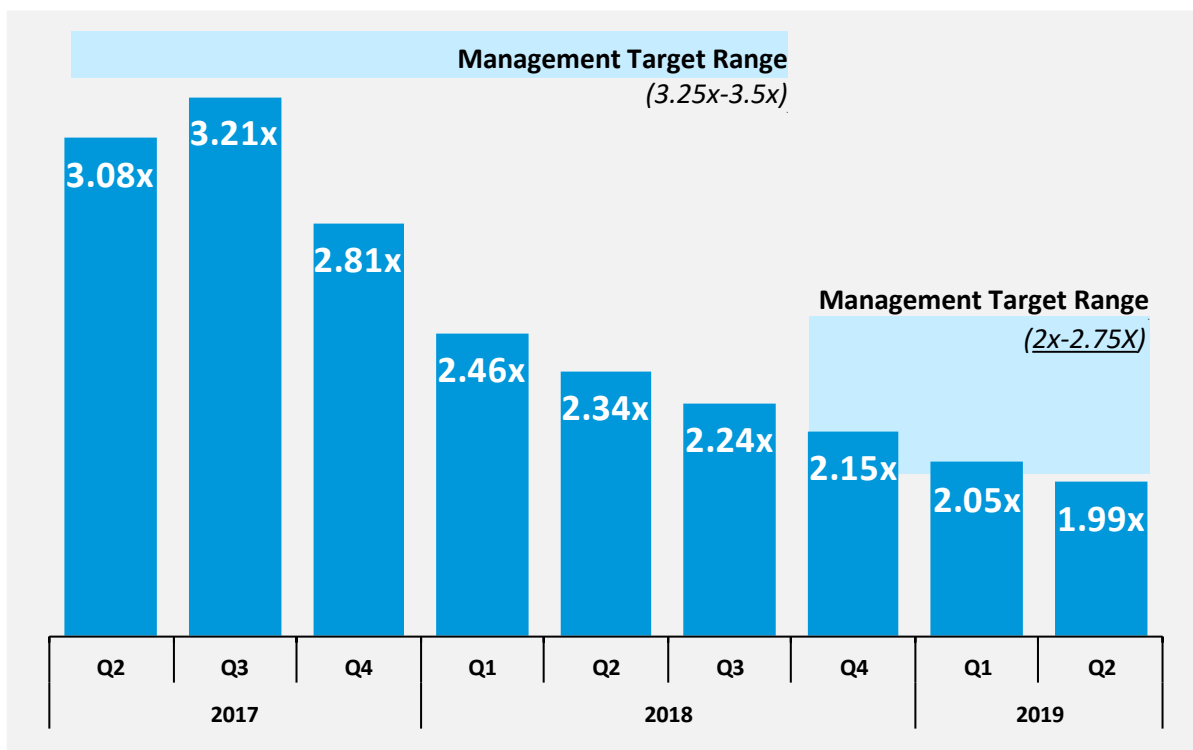
[‡] Based on the Company's total 2018 Core G&A*.

Our balance sheet remained strong in Q2...

Cash Available for Corporate Use (\$ millions)

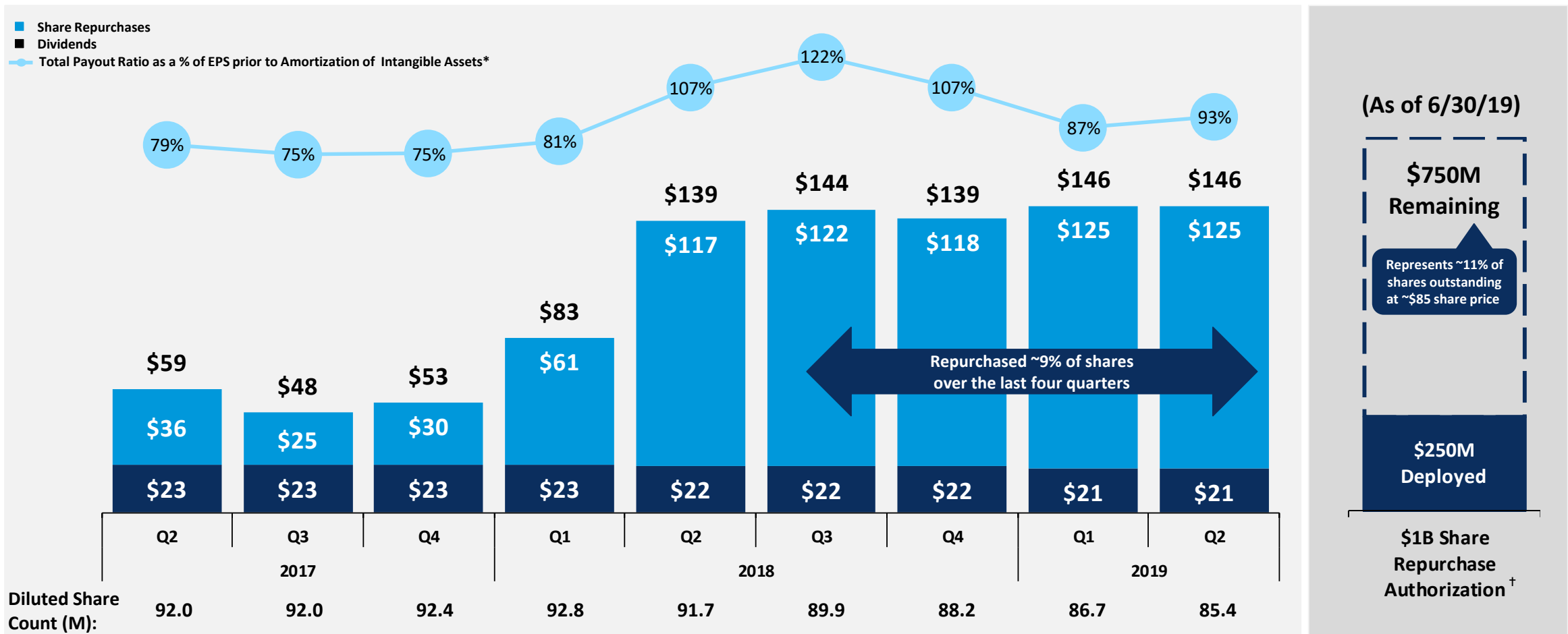


Credit Agreement Net Leverage Ratio



...And we have continued to return capital to shareholders

Shareholder Capital Returns (\$ millions)

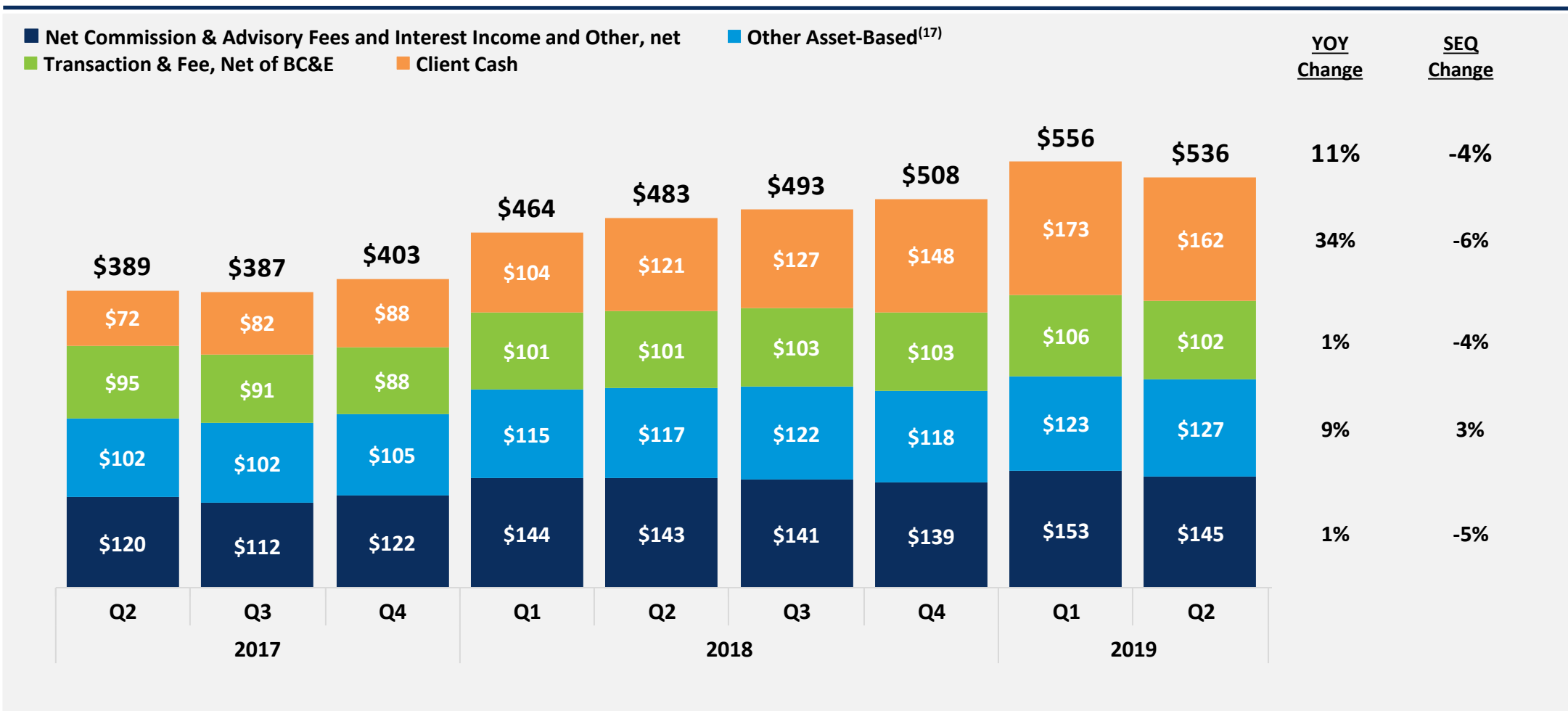


[†] Increased share repurchase authorization to \$1B as of December 31, 2018

Appendix

Q2 Gross Profit* increased 11% year-over-year

Gross Profit* (\$ millions)



Updated and historical view of payout rate table

Updated payout rate table to move the mark-to-market impact from advisor deferred compensation into Interest Income and Other, net as the net impact on gross profit* is neutral.

Updates:

- Moved advisor deferred compensation from Non-GDC Sensitive Payout to Interest Income and Other, net
- Moved advisor share based compensation from Non-GDC Sensitive Payout to Base Payout as the advisor stock awards are no longer marked-to-market

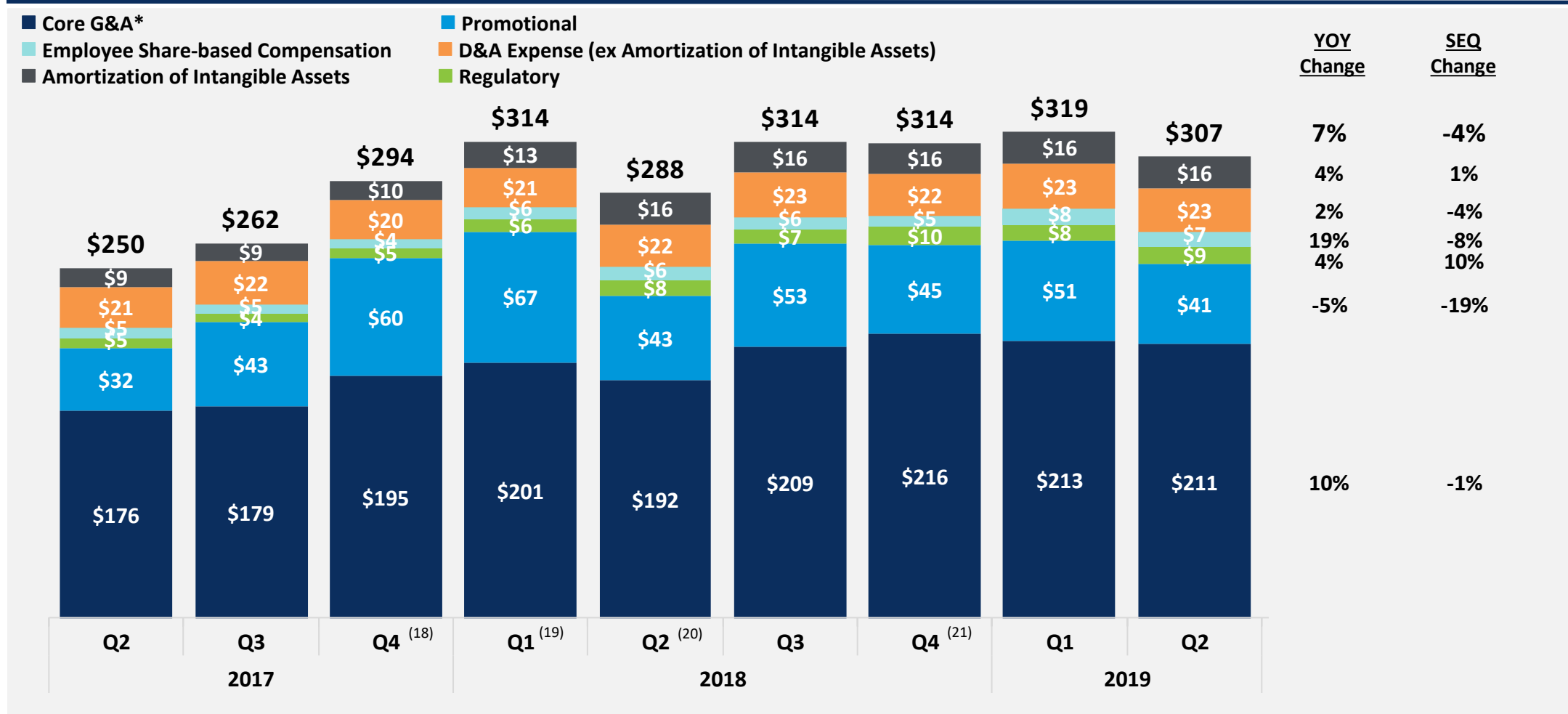
Historical View	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017
Payout Rate										
A Base Payout Rate	83.31%	82.84%	82.75%	83.02%	82.98%	82.60%	82.56%	83.01%	82.94%	82.99%
B Production Based Bonuses	3.15%	2.04%	3.88%	3.36%	2.81%	2.05%	3.28%	3.04%	2.56%	1.72%
GDC Sensitive Payout	86.46%	84.88%	86.63%	86.38%	85.79%	84.65%	85.84%	86.05%	85.50%	84.71%
C Advisor Share Based Compensation	0.08%	0.11%	0.06%	0.10%	0.27%	0.22%	0.30%	0.41%	0.24%	0.23%
D Advisor Deferred Compensation	0.71%	2.38%	(2.66%)	0.50%	0.31%	0.02%	0.86%	0.88%	0.68%	0.95%
Non-GDC Sensitive Payout	0.79%	2.49%	(2.60%)	0.60%	0.58%	0.25%	1.17%	1.29%	0.92%	1.18%
Total Payout Ratio	87.25%	87.37%	84.03%	86.98%	86.37%	84.90%	87.01%	87.34%	86.42%	85.89%

Updated View	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	Q1 2017
Payout Rate										
A + C Base Payout Rate	83.39%	82.95%	82.81%	83.12%	83.25%	82.83%	82.87%	83.42%	83.18%	83.22%
B Production Based Bonuses	3.15%	2.04%	3.88%	3.36%	2.81%	2.05%	3.28%	3.04%	2.56%	1.72%
Total Payout Ratio	86.54%	84.99%	86.69%	86.48%	86.06%	84.88%	86.15%	86.46%	85.74%	84.94%

D Moved advisor deferred compensation from Non-GDC Sensitive Payout to Interest Income and Other, net

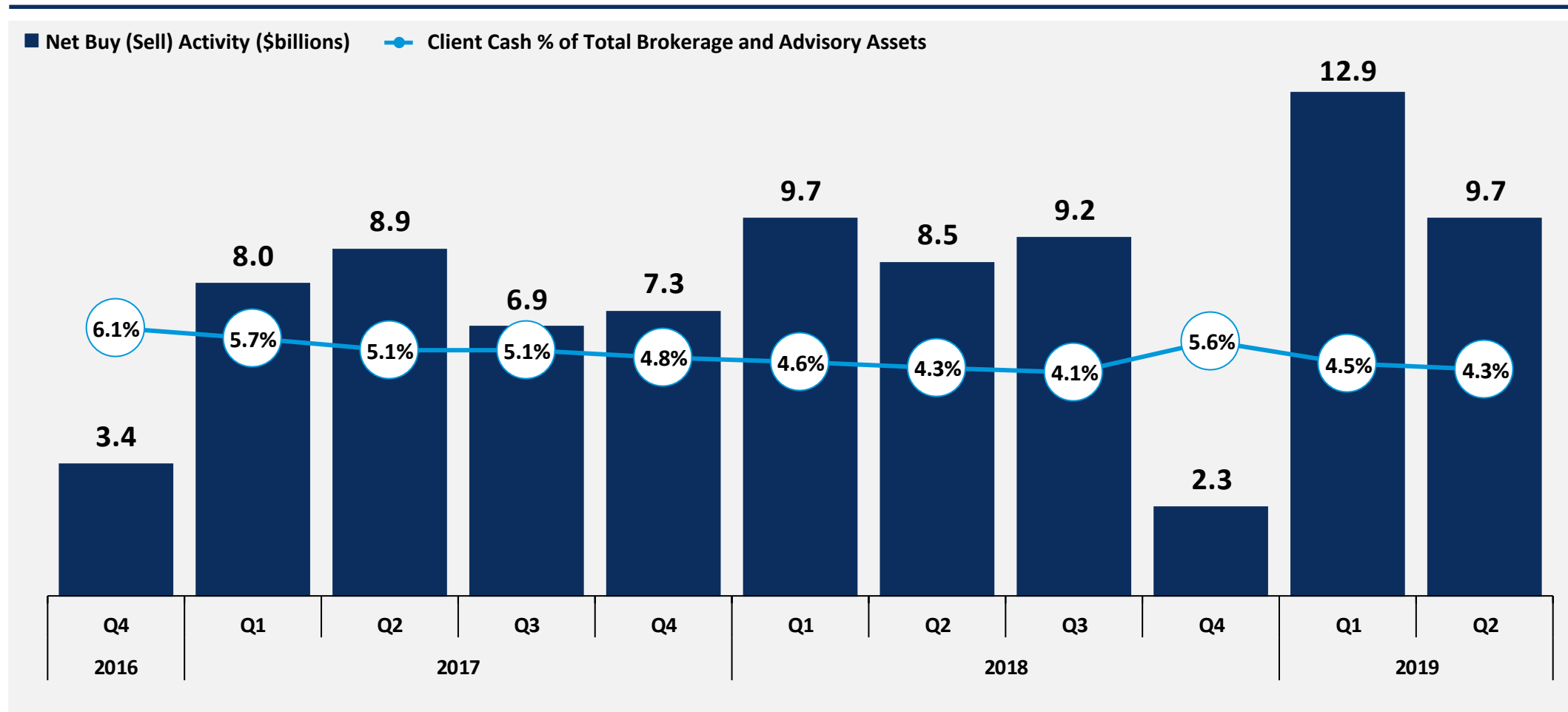
Q2 Total OPEX increased 7% year-over-year

Total OPEX⁽¹⁵⁾ (\$ millions)



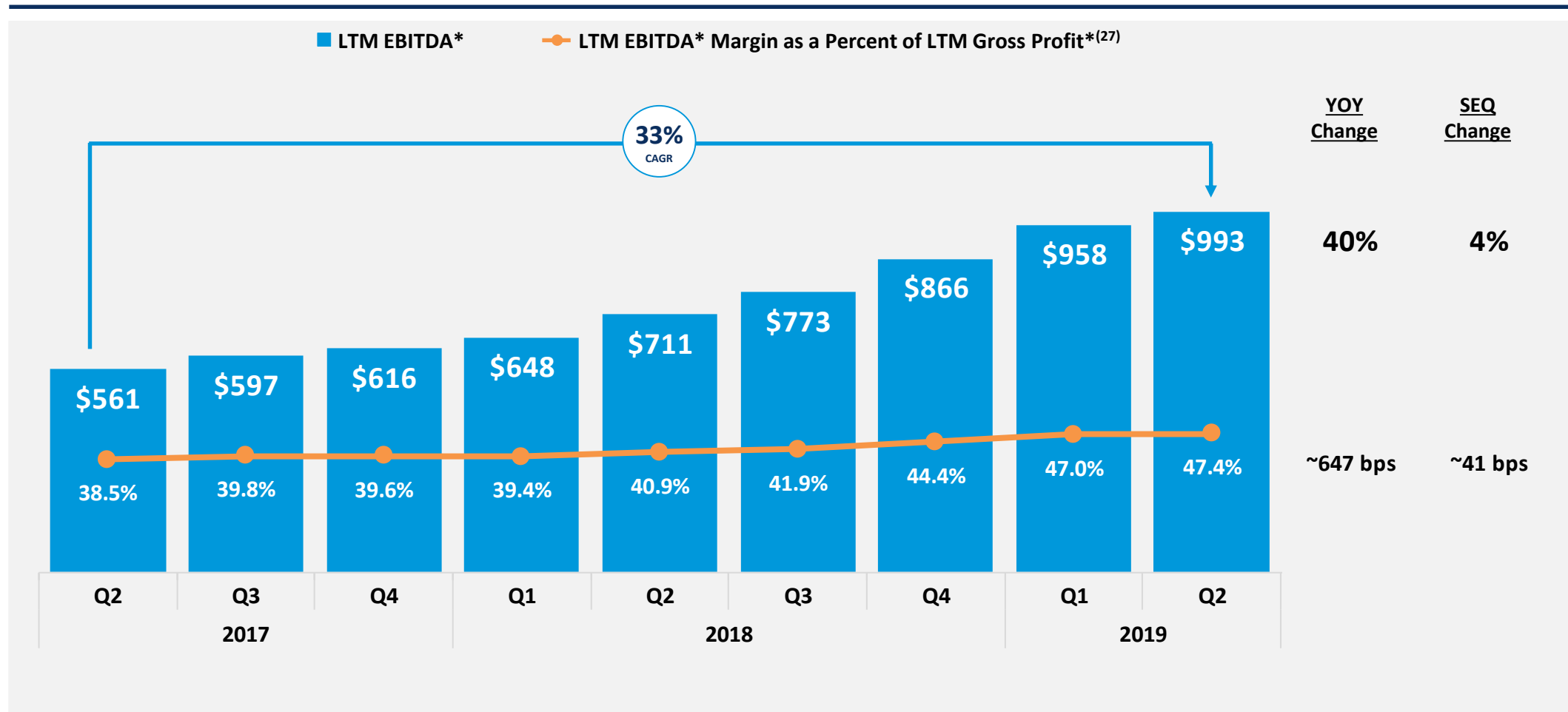
Net Buy (Sell) Activity was \$9.7 billion in Q2

Net Buy (Sell) Activity⁽²⁶⁾



LTM EBITDA* and margin have grown steadily over the past two years

LTM EBITDA* (\$ millions)



Calculation of Gross Profit

Gross Profit is a non-GAAP financial measure. Please see a description of gross profit under “Non-GAAP Financial Measures” on page 3 of this presentation for additional information.

Set forth below is a calculation of Gross Profit for the periods presented on pages 5 and 10-11.

\$ in millions	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Total Net Revenue	\$1,390	\$1,372	\$1,317	\$1,331	\$1,299	\$1,242	\$1,116	\$1,064	\$1,066
Commission & Advisory Expense	838	800	793	822	801	762	698	664	663
Brokerage, Clearing, & Exchange	16	16	16	16	15	16	15	13	14
Gross Profit	\$536	\$556	\$508	\$493	\$483	\$464	\$403	\$387	\$389

Reconciliation of Net Income to EBITDA

EBITDA is a non-GAAP financial measure. Please see a description of EBITDA under “Non-GAAP Financial Measures” on page 3 of this presentation for additional information.

Below are reconciliations of the Company’s net income to EBITDA for the periods presented on page 5:

\$ in millions	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
NET INCOME	\$146	\$155	\$120	\$107	\$119	\$94	\$64	\$58	\$68
Non-operating interest expense	34	33	32	32	32	30	29	27	26
Provision for Income Taxes	49	48	42	40	44	26	16	38	44
Depreciation and amortization	23	23	22	23	22	21	20	22	21
Amortization of intangible assets	16	16	16	16	16	13	10	9	9
Loss on Extinguishment of debt	0	0	0	0	0	0	0	1	0
EBITDA	\$268	\$276	\$232	\$218	\$233	\$183	\$139	\$156	\$170

Reconciliation of EPS Prior to Amortization of Intangible Assets to GAAP EPS

EPS Prior to Amortization of Intangible Assets is a non-GAAP financial measure. Please see a description of EPS Prior to Amortization of Intangible Assets under “Non-GAAP Financial Measures” on page 3 of this presentation for additional information.

Below are the following reconciliations of EPS Prior to Amortization of Intangible Assets to GAAP EPS for the periods presented on page 5:

	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
GAAP EPS	\$1.71	\$1.79	\$1.36	\$1.19	\$1.30	\$1.01	\$0.69	\$0.63	\$0.74
Amortization of Intangible Assets (\$ in millions)	\$16	\$16	\$16	\$16	\$16	\$13	\$10	\$9	\$9
Tax Expense (\$ in millions)	(\$5)	(\$5)	(\$4)	(\$4)	(\$4)	(\$4)	(\$4)	(\$4)	(\$4)
Amortization of Intangible Assets Net of Tax (\$ in millions)	\$12	\$12	\$11	\$11	\$11	\$10	\$6	\$6	\$6
Diluted Share Count	85.4	86.7	88.2	89.9	91.7	92.8	92.4	92.0	92.0
EPS Impact	\$0.14	\$0.13	\$0.13	\$0.13	\$0.12	\$0.10	\$0.07	\$0.06	\$0.06
EPS Prior to Amortization of Intangible Assets	\$1.85	\$1.93	\$1.49	\$1.32	\$1.42	\$1.11	\$0.76	\$0.69	\$0.81

Reconciliation of Core G&A to total operating expenses

Core G&A is a non-GAAP financial measure. Please see a description of Core G&A under “Non-GAAP Financial Measures” on page 3 of this presentation for additional information.

Below are reconciliations of Core G&A to the Company’s total operating expenses for the periods presented on pages 12, and 21:

\$ in millions	Q2 2019	Q1 2019	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017
Core G&A	\$211	\$213	\$216	\$209	\$192	\$201	\$195	\$179	\$176
Regulatory charges	9	8	10	7	8	6	5	4	5
Promotional	41	51	45	53	43	67	60	43	32
Employee share-based compensation	7	8	5	6	6	6	4	5	5
Total G&A	\$268	\$280	\$276	\$276	\$250	\$281	\$264	\$231	\$219
Commissions and advisory	838	800	793	822	801	762	698	664	663
Depreciation & amortization	23	23	22	23	22	21	20	22	21
Amortization of intangible assets	16	16	16	16	16	13	10	9	9
Brokerage, clearing and exchange	16	16	16	16	15	16	15	13	14
Total operating expenses	\$1,161	\$1,135	\$1,123	\$1,152	\$1,104	\$1,092	\$1,008	\$940	\$926

\$ in millions	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	Q3 2017
Core G&A	\$216	\$209	\$192	\$201	\$195	\$179
NPH related Core G&A [†]	15	15	16	19	12	3
AdvisoryWorld related Core G&A	2	0	0	0	0	0
Total Core G&A prior to NPH and AdvisoryWorld	\$199	\$194	\$176	\$182	\$183	\$176

[†] Estimated NPH related Core G&A for Q3 2018 and Q4 2018

Footnotes

- (1) Represents the estimated total brokerage and advisory assets expected to transition to the Company's broker-dealer subsidiary, LPL Financial LLC ("LPL Financial"), associated with advisors who transferred their licenses to LPL Financial during the period. The estimate is based on prior business reported by the advisors, which has not been independently and fully verified by LPL Financial. The actual transition of assets to LPL Financial generally occurs over several quarters including the initial quarter of the transition, and the actual amount transitioned may vary from the estimate.
- (2) Reflects retention of commission and advisory revenues, calculated by deducting the prior year production of the annualized year-to-date attrition rate, over the prior year total production.
- (3) Consists of total assets on LPL Financial's independent advisory platform serviced by investment advisor representatives of separate investment advisor firms ("Hybrid RIAs"), rather than of LPL Financial.
- (4) Consists of total assets on LPL Financial's corporate advisory platform serviced by investment advisor representatives of LPL Financial.
- (5) Consists of brokerage assets serviced by advisors licensed with LPL Financial.
- (6) Consists of total client deposits into advisory accounts less total client withdrawals from advisory accounts. The Company considers conversions to and from advisory accounts as deposits and withdrawals respectively. Annualized growth is calculated as the current period Net New Advisory Assets divided by preceding period total Advisory Assets, multiplied by four.
- (7) Consists of total client deposits into brokerage accounts less total client withdrawals from brokerage accounts. The Company considers conversions to and from brokerage accounts as deposits and withdrawals respectively. Annualized growth is calculated as the current period Net New Brokerage Assets divided by preceding period total Brokerage Assets, multiplied by four.
- (8) Consists of existing custodied assets that converted from brokerage to advisory, less existing custodied assets that converted from advisory to brokerage. This included \$0.2 billion of assets from NPH in Q4 2017 and \$0.3 billion of assets from NPH in each Q1 and Q2 2018.
- (9) Consists of total client deposits into advisory accounts on LPL Financial's independent advisory platform less total client withdrawals from advisory accounts on its independent advisory platform. Annualized growth is calculated as the current period Net New Hybrid Advisory Assets divided by preceding period total Hybrid Advisory Assets, multiplied by four.
- (10) Consists of total client deposits into advisory accounts on LPL Financial's corporate advisory platform less total client withdrawals from advisory accounts on its corporate advisory platform. Annualized growth is calculated as the current period Net New Corporate Advisory Assets divided by preceding period total Corporate Advisory Assets, multiplied by four.
- (11) Represents those advisory assets in LPL Financial's Model Wealth Portfolios, Optimum Market Portfolios, Personal Wealth Portfolios, and Guided Wealth Portfolios platforms.
- (12) Consists of total client deposits into Centrally Managed Assets (see FN11) accounts less total client withdrawals from Centrally Managed Assets accounts. Annualized growth is calculated as the current period Net New Centrally Managed Assets divided by preceding period total Centrally Managed Assets, multiplied by four. The Company does not consider conversions from or to advisory accounts as deposits or withdrawals, respectively.
- (13) Represents the average month-end Total Brokerage and Advisory Assets for the period.
- (14) Represents annualized Gross Profit* for the period, divided by average month-end Total Brokerage and Advisory Assets for the period (see FN13).
- (15) Represents annualized operating expenses for the period, excluding production-related expense ("OPEX"), divided by average month-end Total Brokerage and Advisory Assets for the period (see FN13). Production-related expense includes commissions and advisory expense and brokerage, clearing and exchange expense. For purposes of this metric, operating expenses includes Core G&A*, Regulatory, Promotional, Employee Share-Based Compensation, Depreciation & Amortization, and Amortization of Intangible Assets.
- (16) EBIT ROA is calculated as Gross Profit ROA (see FN14) less OPEX ROA (see FN15).
- (17) Consists of revenues from the Company's sponsorship programs with financial product manufacturers and omnibus processing and networking services, but not including fees from client cash programs. Other asset-based revenues are a component of asset-based revenues and are derived from the Company's Unaudited Condensed Consolidated Statements of Income.
- (18) These results include NPH expense of \$12M in Core G&A*, \$23M in Promotional expense, \$1M of Amortization of Intangible Assets expense, and \$1M of Depreciation expense.
- (19) These results include NPH expense of \$19M in Core G&A*, \$33M in Promotional expense, and \$5M of Amortization of Intangible Assets expense.
- (20) These results include NPH expense of \$16M in Core G&A*, \$7M in Promotional expense, and \$7M of Amortization of Intangible Assets expense.
- (21) These results include \$2M in Core G&A* related to our acquisition of AdvisoryWorld.
- (22) These results include \$1.0 billion in cash sweep balances attributable to the NPH acquisition, including \$0.4 billion of ICA balances, \$0.4 billion of Money Market Account balances, and \$0.2 billion of DCA balances.
- (23) These results include \$2.0 billion in cash sweep balances attributable to the NPH acquisition, including \$0.9 billion of ICA balances, \$0.7 billion of Money Market Account balances, and \$0.4 billion of DCA balances.
- (24) These results include \$2.0 billion in cash sweep balances attributable to the NPH acquisition, including \$1.1 billion of ICA balances, \$0.6 billion of Money Market Account balances, and \$0.4 billion of DCA balances.
- (25) Calculated by dividing revenue for the period by the average balance during the quarter.
- (26) Represents the amount of securities purchased less the amount of securities sold in client accounts custodied with LPL Financial. Reported activity does not include any other cash activity, such as deposits, withdrawals, dividends received, or fees paid.
- (27) Represents LTM EBITDA* divided by LTM Gross Profit*.