



Delivering Growth

March 2012

 LPL Financial

Member FINRA/SIPC

Safe harbor disclosure



The following information contains forward-looking statements. Forward-looking statements include statements regarding the Company's future financial position, business strategy, budgets, projected costs, plans and objectives of management for future operations. These forward-looking statements are based on the Company's current expectations and beliefs, as well as a number of assumptions concerning future events. These statements are subject to risks, uncertainties, assumptions and other important factors, many of which are outside the Company's control, that could cause actual results to differ materially from the results discussed in the forward-looking statements – including, but not limited to, changes in general economic and financial market conditions, fluctuations in the value of assets under management, effects of competition in the financial services industry, changes in the number of the Company's advisors and their ability to effectively market financial products and services, the effect of current, pending and future legislation and regulation and regulatory actions. In particular, you should consider the numerous risks included in or incorporated into the Company's registration statement on Form S-3 filed with the U.S. Securities and Exchange Commission, including those described in the "Risk Factors" section of the registration statement and the documents incorporated by reference therein. You are cautioned not to place undue reliance on such forward-looking statements because actual results may vary materially from those expressed or implied. All forward-looking statements are based on information available to the Company on this date and the Company assumes no obligation to, and expressly disclaims any obligation to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



Leading financial services provider

- Provide integrated technology platform with top-rated service to over 17,000 financial advisors and institutions
- Open architecture platform offering 10,000 products from over 575 manufacturers



(1) Financial Planning magazine 2011, based on total revenue
(2) Publicly reported company financials, based on most recently available figures as of 12/31/11
(3) Kenneth Kehrer study 2010, based on number of financial institutions

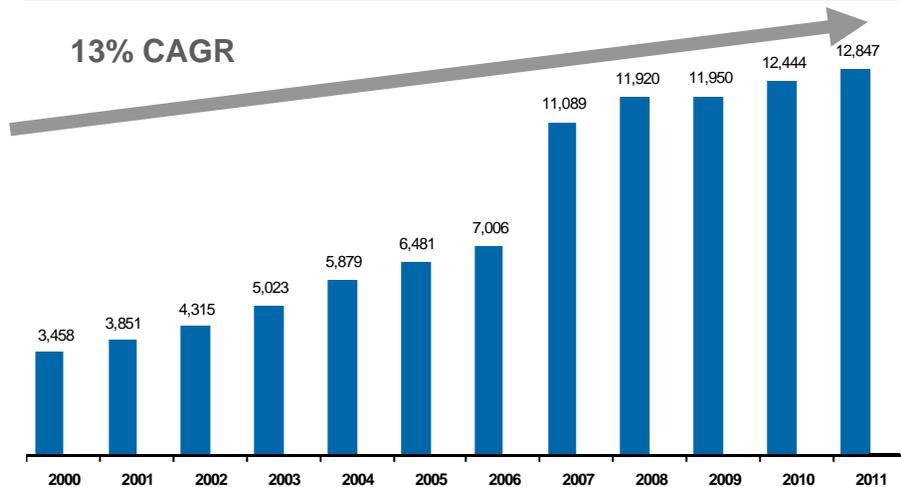


Growing market share

- Diverse platform appeals to a broad range of customers
 - Independent Financial Advisors (IFA's)
 - Insurance Companies
 - Regional and Community Banks and Credit Unions
 - Registered Investment Advisors (RIA's)

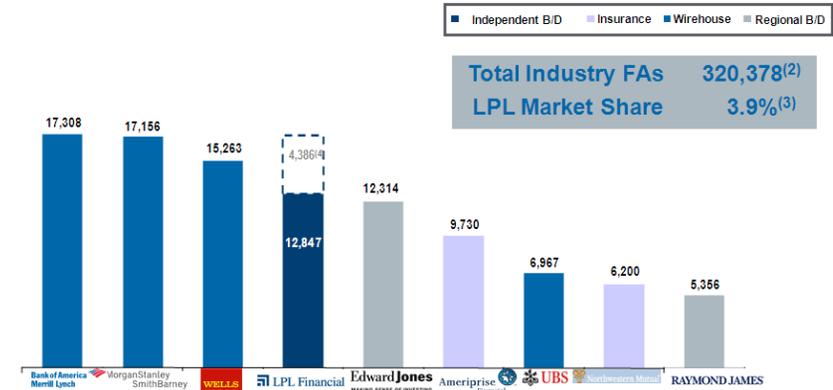
LPL Advisors

13% CAGR



Select Competitor Broker / Dealers

by Number of Advisors ⁽¹⁾

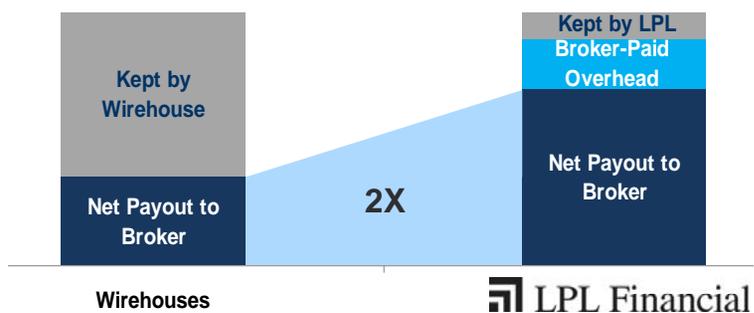


(1) Source: Company Financials; based on most recently available figures as of 12/31/11, except for Edward Jones and Northwestern Mutual. Edward Jones and Northwestern Mutual data is as of 09/30/11 financials as they have not published their 12/31/11 figures.
 (2) Source: Cerulli Associates and Company Financials; based on most recently available figures as of 12/31/2010.
 (3) LPL market share as of 12/31/2010.
 (4) LPL provides support to additional financial advisors who are affiliated and licensed with insurance companies.

Market share increase from 1.7% in 2004 to 3.9% in 2010

Distinct value proposition to our customers

- Superior economics and profitability



- Positioned to manage regulatory change

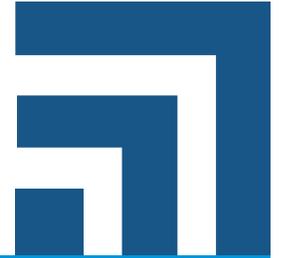


Value proposition results in high advisor satisfaction
 Advisor Net Promoter Score = 61% ⁽¹⁾

Value proposition results in high investor satisfaction
 #2 in JD Power “Customer Satisfaction: Investment Advisor” ⁽²⁾

(1) 3rd party survey measures how likely an LPL advisor would recommend LPL to a colleague by totaling the “promoters” and subtracting the “detractors”
 (2) Source: J.D. Power and Associates, 2011 Full Service Investor Satisfaction Study; Ranked #4 in “Overall Customer Satisfaction”

Serving customers through a conflict free business model

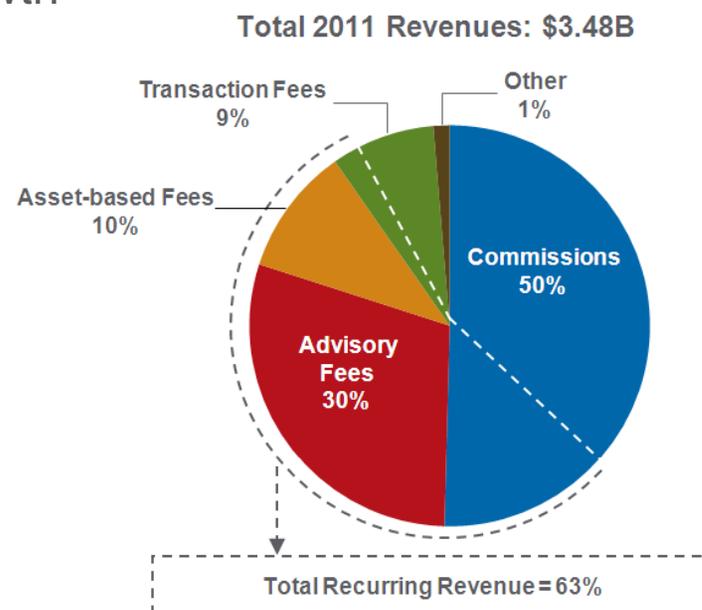


	No Proprietary Products	No Investment Banking	No Market Making	No Direct-to-Consumer Business	Supports Independent Financial Advisors	Fully Open Architecture	Integrated RIA & Brokerage Platform
LPL Financial	✓	✓	✓	✓	✓	✓	✓
MorganStanley SmithBarney	✗	✗	✗	✗	✗	✗	✗
BankofAmerica Merrill Lynch	✗	✗	✗	✗	✗	✗	✗
WELLS FARGO	✗	✗	✗	✗	✗	✗	✗
Edward Jones	✓	✓	✓	✓	✗	✗	✗
Ameriprise Financial	✗	✓	✓	✗	✗	✗	✗
UBS	✗	✗	✗	✗	✗	✗	✗
Northwestern Mutual	✗	✓	✓	✗	✗	✗	✗
RAYMOND JAMES	✗	✗	✗	✗	✓	✗	✗
charles SCHWAB	✗	✓	✓	✗	✓	✓	✗
TD AMERITRADE	✗	✓	✓	✗	✓	✓	✗



Strategic operating model

- Diverse revenue sources with embedded growth
 - 96%+ retention
 - No customer concentration greater than 3%
 - Less than 5% of revenue interest rate sensitive
- Expenses are primarily variable
 - Production expense provides growth incentive and protection in down market
 - Scalable infrastructure
- Expanding Adjusted EBITDA Margin of 13%
 - 40+% margin excluding advisor production expense
- Strong cash flow and modest capital requirements





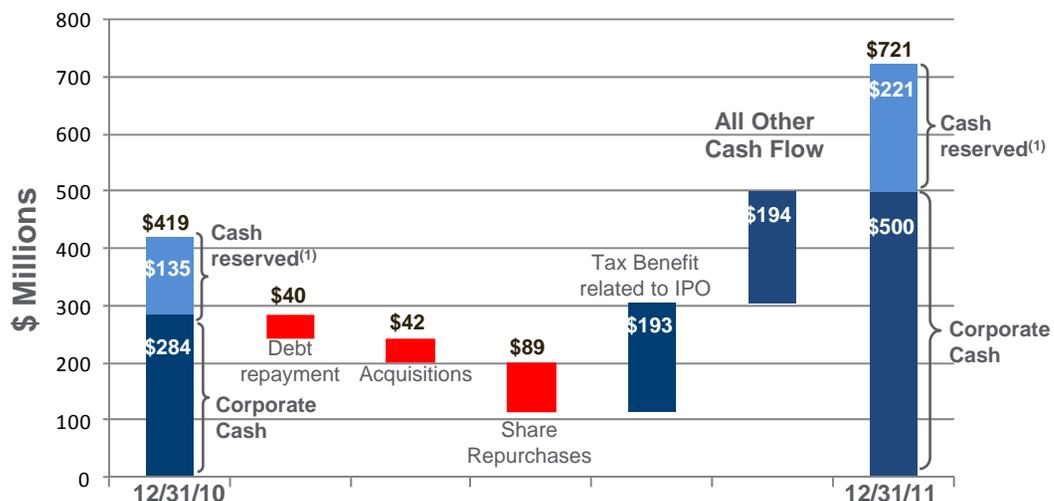
Insured cash sweep program

- In order to maximize value for our program, we continuously manage multi-year contracts with approximately 15 financial institutions with a wide range of varying terms including maturity dates and spread to an underlying reference rate (usually the Federal Funds Effective Rate)
- Based on the terms of new and recently amended contracts, we have maintained our capacity for deposits, extended maturity out to 2018 for a portion of our program and reduced the impact from lower yields arising from a protracted period of low interest rates
- We do not expect any annual change in our ICA revenue related to contract renewals with banks to have a material impact on our earnings on an annual basis for the foreseeable future
- Importantly we retain the upside of future federal funds rate movement
- Consistent with our proven track record for growth, we anticipate increased cash balances from advisors expanding their businesses and attracting new advisors to our platform



Capital deployment strategy

- **Generating strong cash flows**
 - Enabling business growth
 - Funding strategic capital investments
- **Capital allocation priorities**
 - Maintaining flexibility
 - Investing in our business
 - Selective acquisitions
 - Share repurchases
 - Returning capital to shareholders



⁽¹⁾Reserved primarily for regulatory purposes

Recent initiatives

- **Proposed debt refinancing**
 - Interest savings
 - Extending maturity to 2019
 - Flexible debt covenants
- **Potential dividend***
 - Special dividend - up to \$2.00/share
 - Annual dividend - up to \$0.48/share

Acquisitions

Name	Advisors	Announced
FORTIGENT* (a)	--	2012
CONCORD	--	2011
NRP The Retirement Experts	206	2010
INDEPENDENT FINANCIAL Sun Life Financial	450	2007
PACIFIC LIFE	1,750	2007
UVEST FINANCIAL SERVICES	800	2006
PHOENIX	360	2004

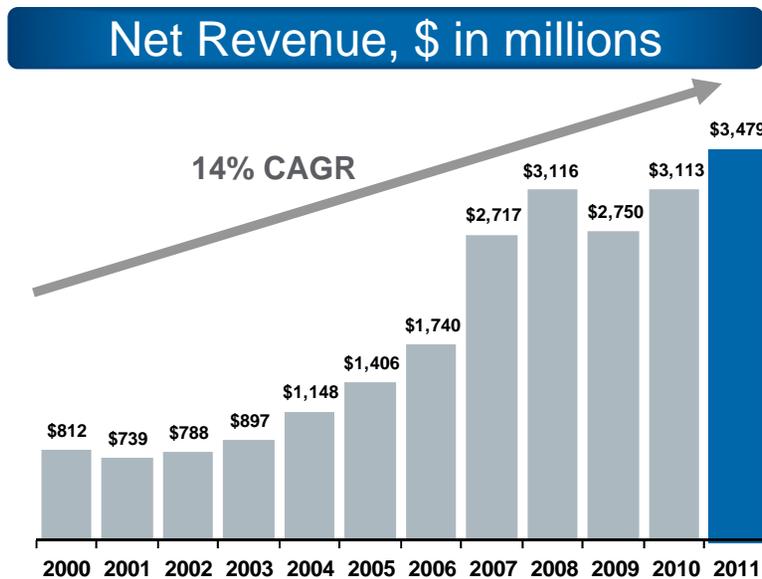
*The payment of any potential dividends permitted under our credit facilities will be subject to approval by the Company's Board of Directors, including both timing and amount.

(a) Fortigent supports 90 RIA practices; acquisition expected to close Q2 2012

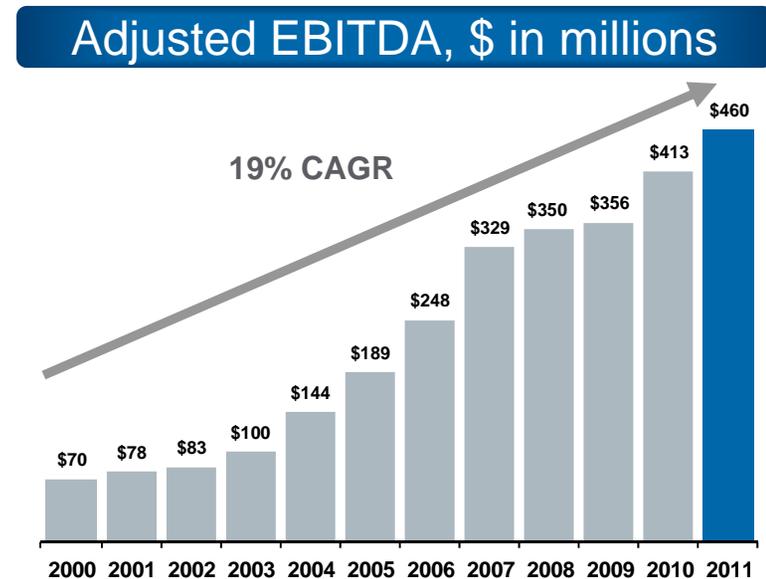


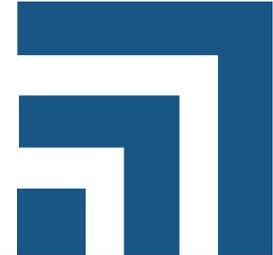
Proven and sustainable growth

- Support 12,847 advisors – 13% annual growth*
 - Provide custom clearing services for additional 4,300 advisors
- Over \$330B in assets under management – 22% annual growth*
- Adjusted EBITDA margin has expanded from 8.6% in 2000 to 13.2%
 - Average margin expansion ~40 bps a year*

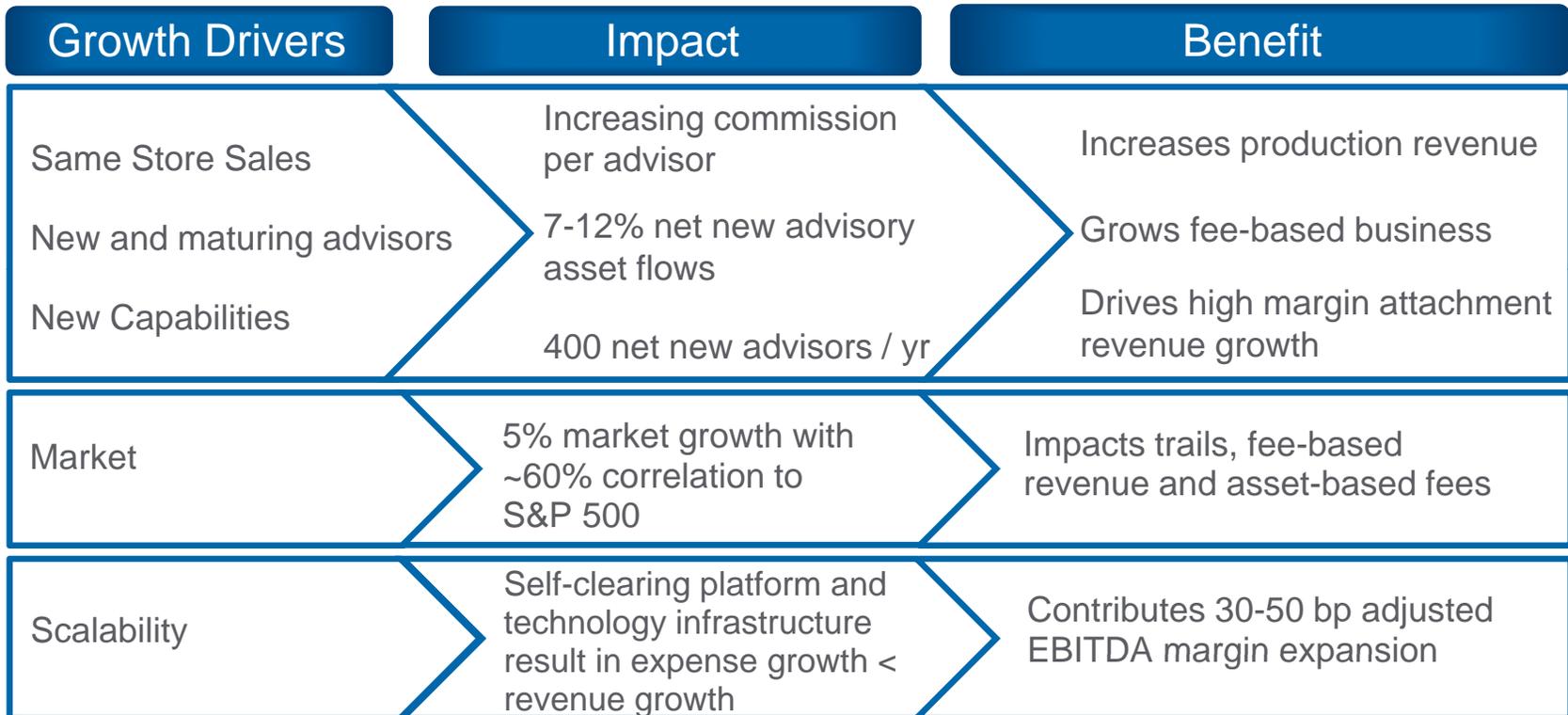


* Since 2000





Drivers of adjusted earnings growth



Targets represent annual average growth estimates over the next three to five years