LPL FINANCIAL HOLDINGS INC.
Q2 2022 INVESTOR PRESENTATION

August 2, 2022

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 advisory and brokerage asset levels and mix, organic asset growth, deposit betas, Core G&A* expenses (including outlook for 2022), promotional, share-based compensation and depreciation and amortization expenses, Gross Profit* benefits, EBITDA* benefits, payout ratio, client cash balances and yields, service and fee revenue, transaction revenue, investments, capital returns, planned share repurchases, the expected benefits and costs of the acquisition of Waddell & Reed’s wealth management business, the amount and timing of the onboarding of brokerage and advisory assets from People’s United Bank (“People’s”) and CUNA Mutual Group (“CUNA”), and the expected timing, costs and benefits of the shift of our sweep overflow to client cash accounts, 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 August 2, 2022. 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 from those expressed or implied by forward-looking statements. Important factors that could cause or contribute to such differences include: the spread of COVID-19 and its direct and indirect effects on global economic and financial conditions; 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; the 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 financial products and services effectively; 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 offerings; 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; 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, acquisitions and programs; difficulties and delays in onboarding the assets of People’s and CUNA’s advisors; disruptions in the businesses of the Company, People’s or CUNA that could make it more difficult to maintain relationships with their respective advisors and their clients; the choice by clients of People’s or CUNA’s advisors not to open brokerage and/or advisory accounts at the Company; and the other factors set forth in Part I, “Item 1A. Risk Factors” in the Company's 2021 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 August 2, 2022, 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 August 2, 2022.

THIS PRESENTATION INCLUDES DATA AS OF JUNE 30, 2022, UNLESS OTHERWISE INDICATED.

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 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 below are appropriate for evaluating the performance of the Company. **Specific Non-GAAP financial measures have been marked with an asterisk (*) within this presentation. Reconciliations and calculations of such measures can be found in the appendix of this presentation.**

EPS prior to amortization of intangible assets and acquisition costs is defined as adjusted net income, a non-GAAP measure defined as net income plus the after-tax impact of amortization of other intangibles and acquisition costs, divided by the weighted average number of diluted shares outstanding for the applicable period. The Company presents adjusted net income and EPS prior to amortization of intangible assets and acquisition costs because management believes that these metrics can provide investors with useful insight into the Company's core operating performance by excluding non-cash items and acquisition costs that management does not believe impact the Company's ongoing operations. Adjusted net income and EPS prior to amortization of intangible assets and acquisition costs are not measures of the Company's financial performance under GAAP and should not be considered as alternatives to net income, earnings per diluted share or any other performance measure derived in accordance with GAAP. For a reconciliation of net income and earnings per diluted share to adjusted net income and EPS prior to amortization of intangible assets and acquisition costs, please see the appendix of this presentation.

Gross profit is calculated as total revenue less advisory and commission expense and brokerage, clearing and exchange expense. All other expense categories, including depreciation and amortization of property and equipment and amortization of other intangibles, 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 gross profit to be a non-GAAP financial measure that may not be comparable to similar measures used by others in its industry. Management believes that gross profit 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 the appendix of this presentation.

Core G&A consists of total expense less the following expenses: advisory and commission; depreciation and amortization; amortization of other intangibles; brokerage, clearing and exchange; interest expense on borrowings; loss on extinguishment of debt; promotional; acquisition costs; employee share-based compensation; and regulatory charges. Management presents core G&A because it believes core G&A reflects the corporate 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 advisory and commission, 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 expense as calculated in accordance with GAAP. For a reconciliation of core G&A to the Company's total expense, please see the appendix of this presentation. The Company does not provide an outlook for its total expense because it contains expense components, such as advisory and commission, 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 expense cannot be made available without unreasonable effort.

EBITDA is defined as net income plus interest expense on borrowings, provision for income taxes, depreciation and amortization, and amortization of other intangibles. During the third quarter of 2021, the Company changed its definition of EBITDA to include the loss on extinguishment of debt and has updated prior period disclosures to reflect this change as applicable. 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. For a reconciliation of net income to EBITDA, please see the appendix of this presentation.

Credit Agreement EBITDA is defined in, and calculated by management in accordance with, the Company's amended and restated credit agreement ("Credit Agreement") as "Consolidated EBITDA," which is consolidated net income (as defined in the Credit Agreement) plus interest expense on borrowings, provision for income taxes, depreciation and amortization, and amortization of other intangibles, and is further adjusted to exclude certain non-cash charges and other adjustments, including unusual or non-recurring charges and gains, and to include future expected cost savings, operating expense reductions or other synergies from certain transactions. The Company presents Credit Agreement EBITDA because management believes that it can be a useful financial metric in understanding the Company's debt capacity and covenant compliance under its Credit Agreement. Credit Agreement 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. For a reconciliation of Credit Agreement EBITDA to net income, please see the appendix of this presentation.

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LPL Overview

Mission

We take care of our advisors so they can take care of their clients

Vision

Become the leader across the advisor-centered marketplace

Purpose

Serve advisors so they can…

- Help their clients achieve life's goals and dreams
- Be great entrepreneurs and run thriving businesses

Strategy

To bring our vision to life, we will deliver…

- Capabilities and services that help advisors provide differentiated experiences for their clients
- Personalized solutions – from flexible and compelling affiliation models, to services to help run extraordinary practices

Key Markets and Services

$1.1T+ Client Assets:

- Advisory: $559B
- Brokerage: $506B

Nearly 21,000 Advisors:

- Independent Advisors: 11,700+
- Independent RIA: 5,600+ (~500 firms)
- Institutional Services: 3,400+ (~1,100 institutions)

Key Metrics

Q2 2022 Business Metrics

Client Assets (end of period):	$1.1T
Organic Net New Assets:	$37.2B
Organic Annualized Growth:	13%
Recruited Assets[1]:	$44B
Advisors (end of period):	20,871
Accounts (end of period):	7.6M

Q2 2022 LTM Financial Metrics

Average Client Assets:	$1.1T
Organic Net New Assets:	$108B
Organic Annualized Growth:	10%
Recruited Assets[1]:	$84B
Gross Profit*:	$2.7B
EBITDA*:	$1,028M
EPS Prior to Amort. of Intangible Assets and Acquisition Costs*:	$7.59

Q2 2022 Debt Metrics

Credit Agreement EBITDA* (LTM):	$1.2B
Total Debt:	$2.7B
Leverage Ratio[2]:	2.09x
Cost of Debt:	3.69%

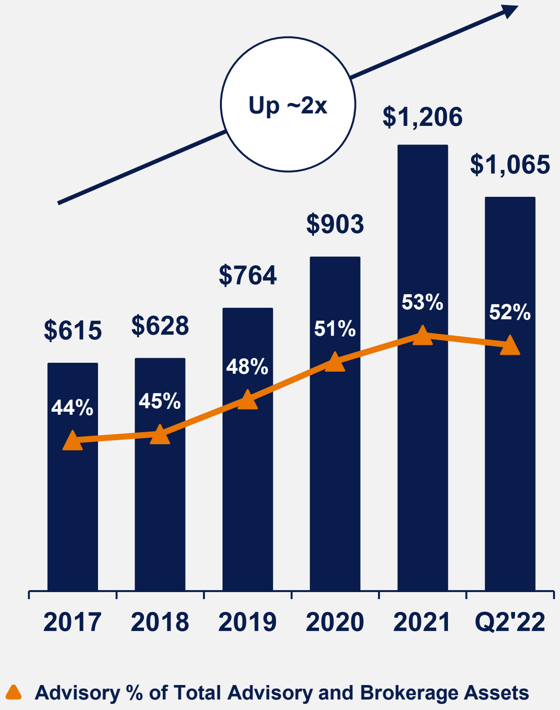
Debt Ratings[3] | Outlook

Moody's Rating:	Ba1 | Positive
S&P Rating:	BB+ | Positive

We continue to drive business and financial growth

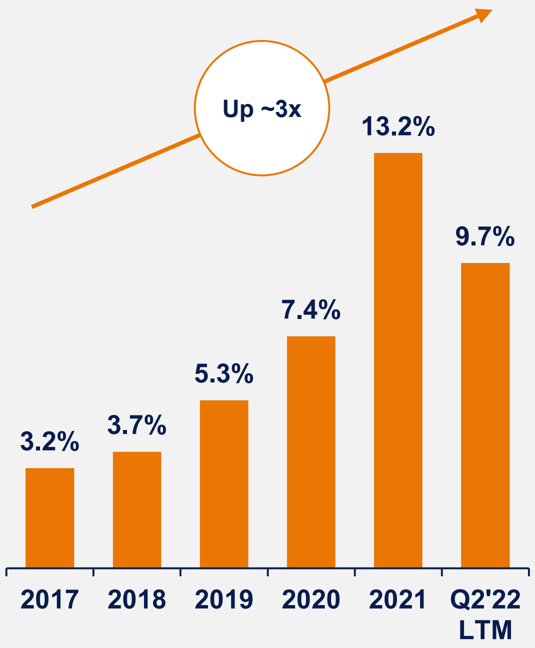
Total assets have nearly doubled

Total Advisory and Brokerage Assets ($B)



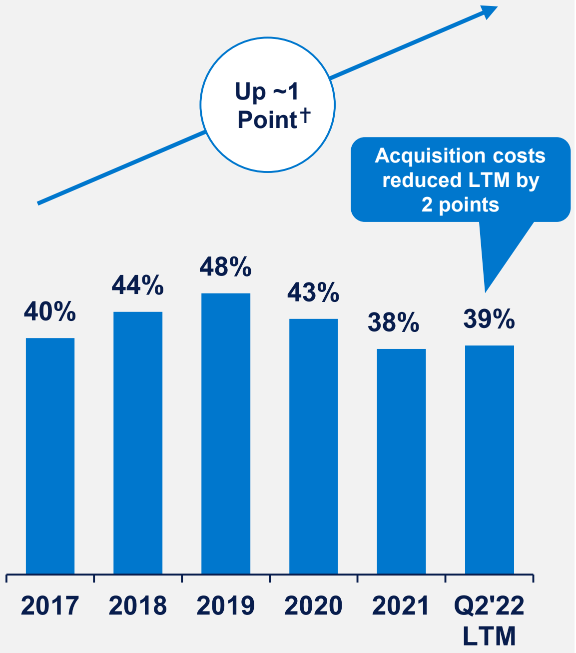
Organic asset growth has increased ~3x

Organic Net New Asset Growth Rate
(Incl. dividends and interest, less advisory fees)



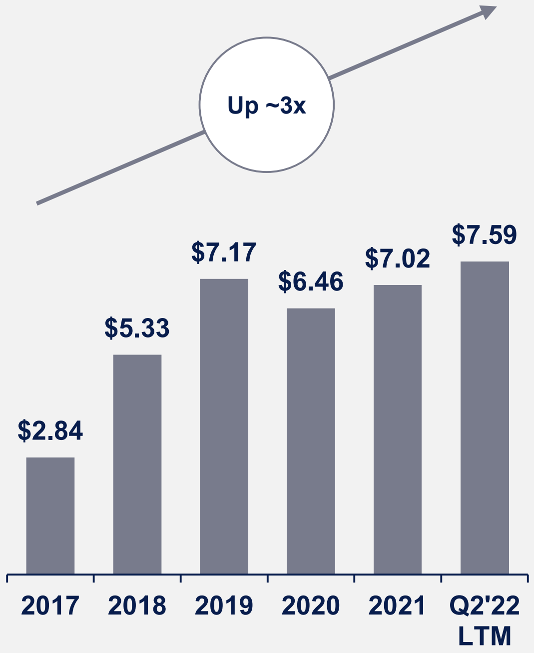
Operating margin has been stable as interest rates declined

Operating Margin
(EBITDA* % of Gross Profit*)



EPS prior to amortization of intangible assets and acquisition costs* has increased ~3x

EPS Prior to Amortization of Intangible Assets and Acquisition Costs*



† Prior to acquisition costs

Our vision is to become the leader across the entire advisor-centered marketplace

PLAY 1

Meeting advisors where they are in the evolution of their practices

Deepen our participation across traditional independent and third-party bank channels

—

Redefine our industry with our new, transformative independent employee and RIA-only models

PLAY 2

Helping advisors differentiate and win end-clients

Create a leading end-to-end platform for advisors

—

Develop and enhance end-client experiences

PLAY 3

Delight advisors and their clients with industry-leading experiences

Transform our service model into a customer care model

—

Drive performance, efficiency and scale with a real-time, digital operating model

—

Develop excellence in continuous improvement

PLAY 4

Helping advisors run the most successful businesses in the industry

Raise quality of execution and likelihood of success through our Services Group

—

Deliver comprehensive financial advice and planning services

—

Unlock growth, succession and protection through innovative growth and capital solutions

A strategy to win in the marketplace

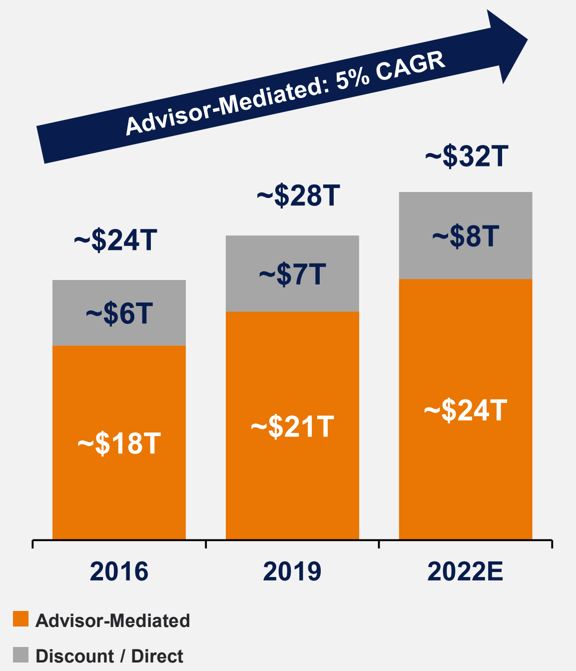
LPL investment highlights: significant opportunities to grow and create long-term shareholder value

1	Industry leader with scale, structural tailwinds, and expanded addressable markets
2	Expanded capabilities to enhance the advisor value proposition
3	Organic growth opportunities through net new assets and ROA
4	Resilient business model with natural hedges to market volatility
5	Disciplined expense management driving operating leverage
6	Capital-light business model with significant capacity to deploy
7	Opportunity to consolidate fragmented core markets through M&A

We are a market leader with scale advantages and industry tailwinds

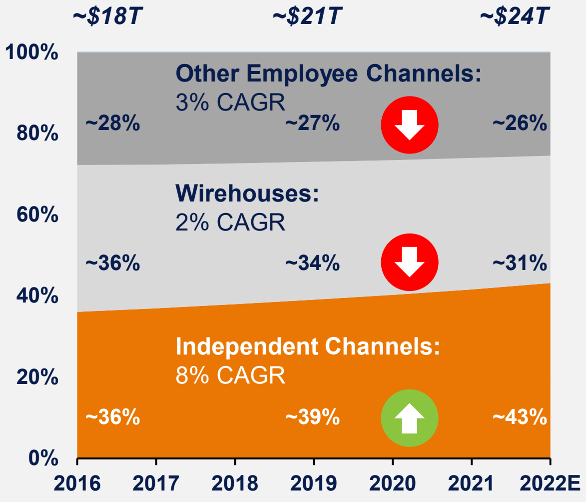
Growing Demand for Advice

Projected Growth in US Retail Investment Market



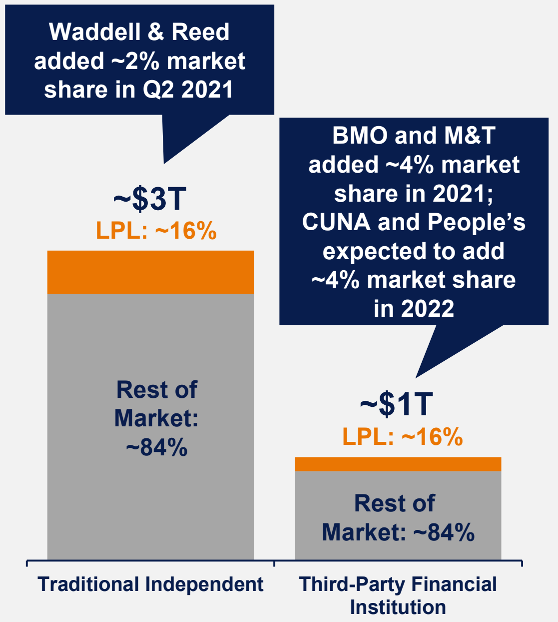
Independent Channel Gaining Share

Total Advisor-Mediated Assets



Leading Position in Traditional Markets

Traditional Markets(4)



Tripling our Total Addressable Markets

Expanded Addressable Markets(4)

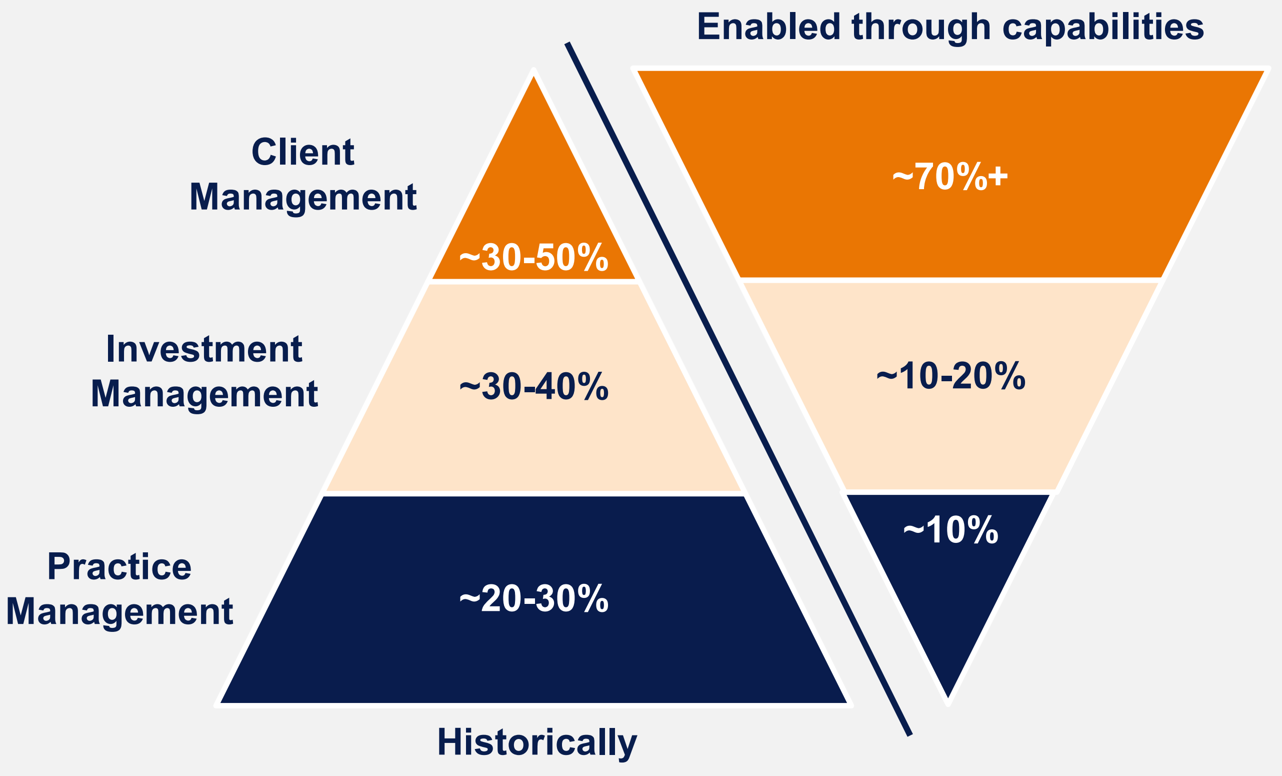
We have tripled our addressable markets with new affiliation models

	Advisory-Oriented Independent Market **New ~$5T Opportunity**		**Independent Employee Market** **New ~$4T Opportunity**
	Strategic Wealth	**RIA-Only Advisory**	**Independent Employee**
Overview	• Provides comprehensive support for **"breakaway advisors" to move to independence** • Includes enhanced, hands-on assistance through all aspects of **new practice startup and transition** • Delivers **tailored business support** through strategic consulting and Business Solutions	• Enables RIAs to leverage **fully-integrated** capabilities, technology, services, and clearing platform • Supported by dedicated **relationship management** teams along with practice-level support • Provides **the flexibility to outsource risk management and compliance** (Corporate RIA) or manage internally (Independent RIA)	• Pairs the **benefits of independence** with the **turnkey services** of an employee model • Enables advisors to **own their client relationships** and have the freedom to design their practices to **fit their model for advice** • Increases **payout for advisors** versus traditional employee firms through a lower-cost model
Progress	**We launched our Strategic Wealth model in April 2020 and have recruited over $7B in assets**	**We relaunched our model for RIA-only advisors in April 2021 and have welcomed a number of new advisors**	**We launched our Independent Employee model in August 2020 and have recruited over $3B in assets**

We have increased our investment in capabilities to enhance our advisor value proposition and drive growth

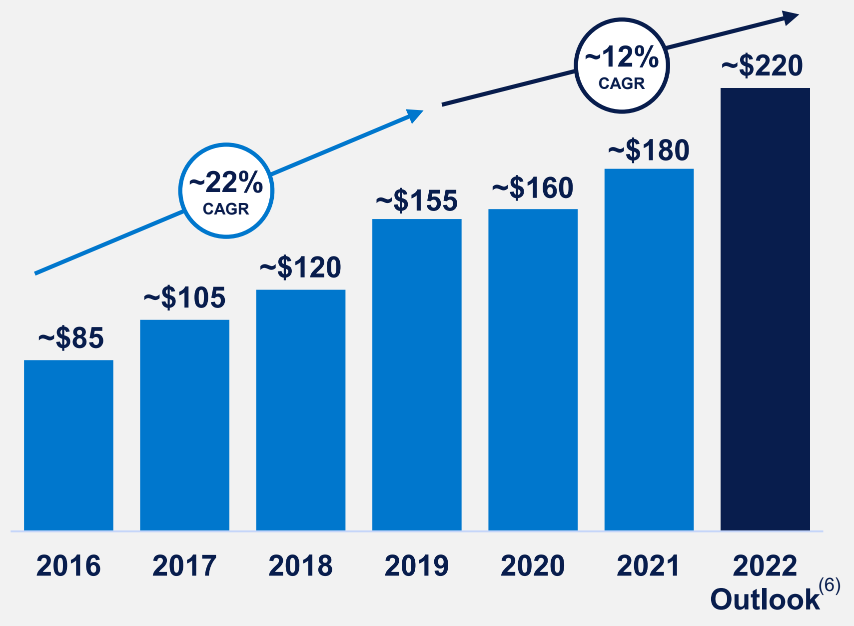
We are focused on delivering capabilities that position advisors to spend more time with their clients

Illustrative Advisor Time Allocation



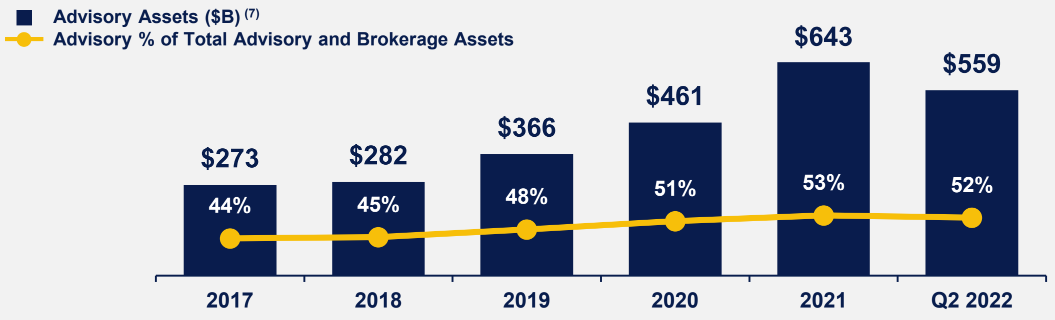
As a result, we have increased our technology investments over time

Technology Portfolio Spend ($M)



Advisory makes up the majority of our total assets

Our business is shifting from brokerage to advisory

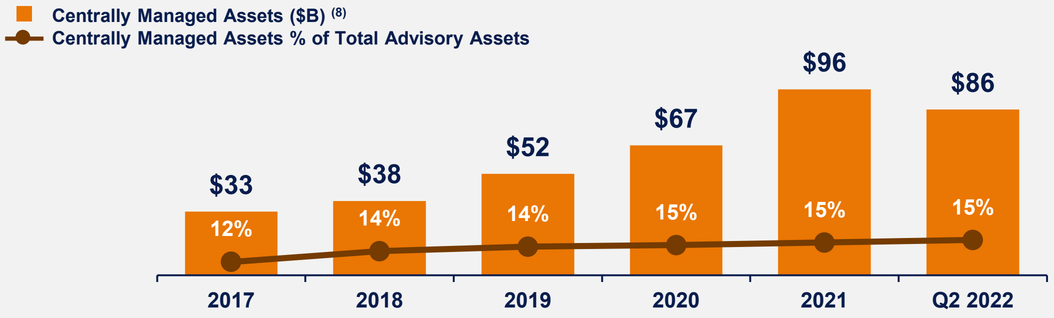


LTM Organic Growth Rate:	2017	2018	2019	2020	2021	Q2 2022
	13%	9%	12%	14%	19%	13%

The shift to advisory can create value

- Assets are shifting from brokerage to advisory, consistent with industry trends, as end-clients seek greater levels of support from advisors
- Our mix of advisory is below industry levels of ~70% advisory
- We are shifting towards advisory at a rate of ~2%+ per year
- Advisory ROA is ~5 bps higher than brokerage ROA, so a ~2% shift is ~$12M in annual Gross Profit* benefit

Centrally managed platforms are growing within advisory



LTM Organic Growth Rate:	2017	2018	2019	2020	2021	Q2 2022
	22%	20%	17%	15%	30%	17%

Centrally managed platforms can create additional value within advisory

- Outsourcing portfolio design and management can free up advisors' time to serve clients and grow their practices
- Advisors can also continue to design their own portfolios while outsourcing investment management tasks to LPL
- Centrally managed platforms have increased as a percentage of total advisory assets
- Centrally managed platform ROA is ~10 bps higher than advisory overall, so a 1% increase is ~$6M in annual Gross Profit* benefit

Our Services Group has grown to ~3,900 subscriptions with annualized revenue of ~$32M in Q2

Business Services

Professional Services

- **Digital and employee-powered solutions** that provide practice management expertise to increase practice-level growth and operational efficiency
- Higher revenue and higher cost due to **full support from an LPL team**
- Subscriptions average **$1,500+ per month**
- **Current Portfolio**: Business Strategy Services†, Marketing Solutions and Admin Solutions

Business Optimizers

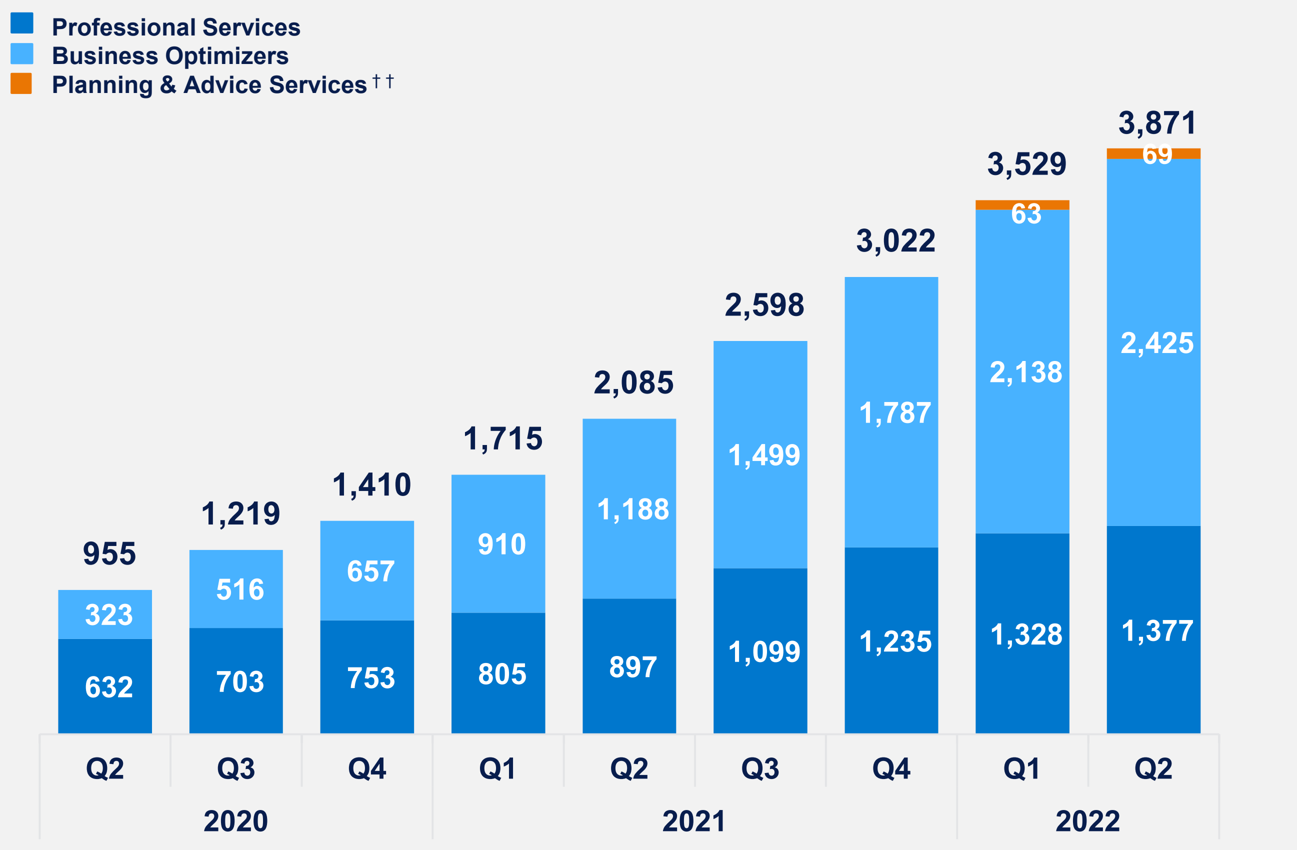
- **Digital solutions** that provide risk mitigation and business continuity services to support practice operations and succession planning
- Lower revenue and lower cost since they **deliver digital capabilities**
- Subscriptions average **$100+ per month**
- **Current Portfolio:** M&A Solutions, Digital Office†, Resilience Plan and Assurance Plan
- **In Development:** Client Engage and Bookkeeping

Planning & Advice Services

Planning and Advice

- **Digital and employee-powered solutions** that help advisors expand the breadth and depth of their advice
- Helps advisors increase marketplace differentiation while limiting additional complexity and risk
- Plans can average **~$1,000 per month**
- **Current Portfolio:** Paraplanning
- **In Development:** Tax Planning and High Net Worth Services

Services Group Subscriptions



† Based on feedback from advisors, CFO Solutions was rebranded as Business Strategy Services and Remote Office was rebranded as Digital Office to better align with the breadth of the offering to advisors

† † Subscriptions are the number of advisors using the service

We are digitizing key advisor workflows to help drive practice scalability and efficiency

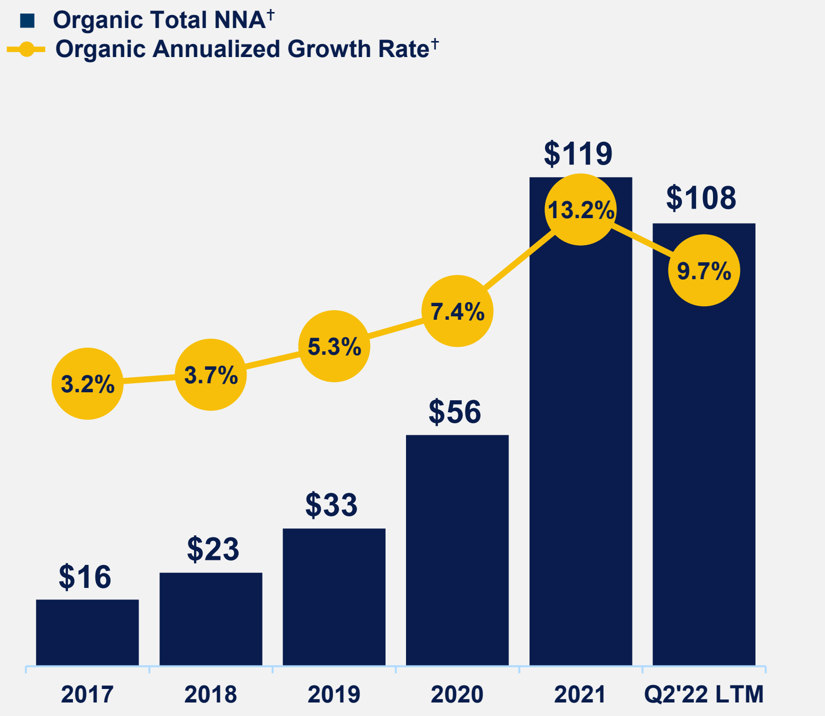
ClientWorks Connected

1. **Attracting Prospects** (Lead gen)
2. **Turning Prospects into Clients** (Getting to yes)
3. **New Account Onboarding** (Attracting new assets)
4. **Managing Portfolios** (Creating great investor outcomes)
5. **Client Management** (Goals-based planning)
6. **Servicing Client Requests** (Helping clients live their lives)

For each of the platforms, we are integrating a free solution as well as leading third-party options

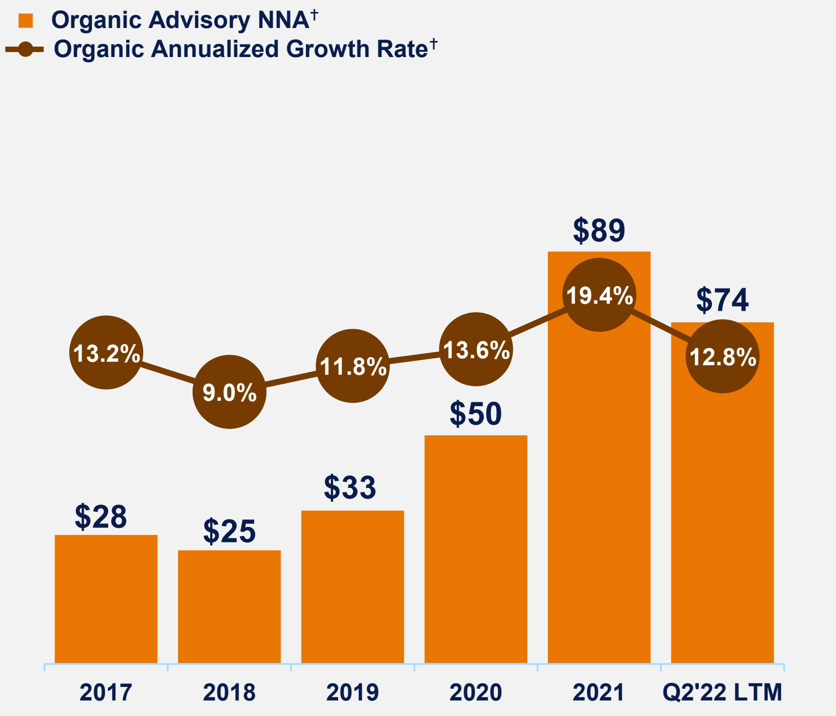
We continued to drive solid organic growth with a net new asset growth rate of ~10% for the past year

Total Organic Net New Assets[9] ($B)



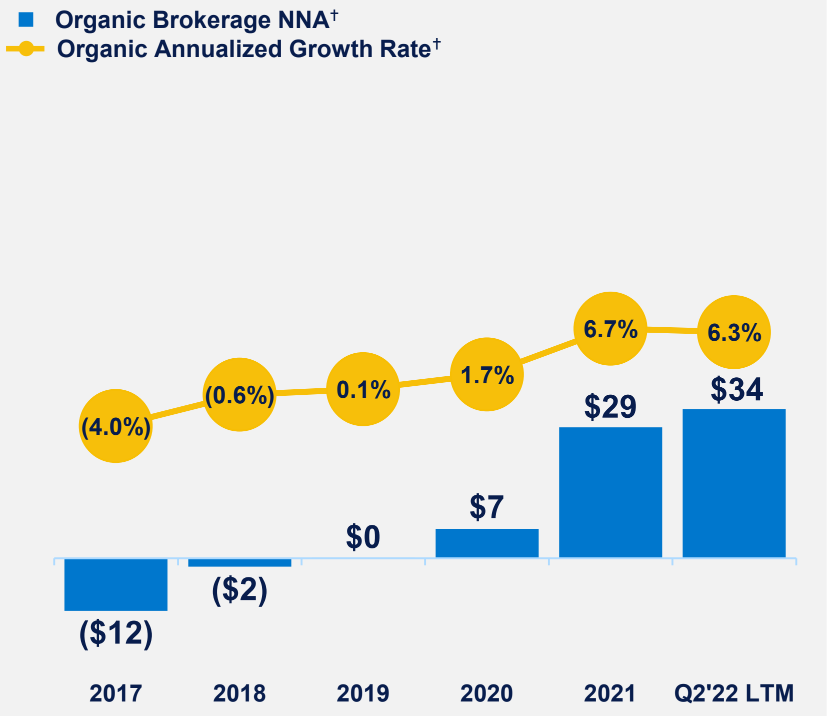
Ex. Large Financial Institutions	2021	Q2'22 LTM
Organic Growth Rate:	9.3%	7.0%
Organic NNA:	$84	$78

Organic Net New Advisory Assets[10] ($B)



Ex. Large Financial Institutions	2021	Q2'22 LTM
Organic Growth Rate:	17.6%	12.6%
Organic NNA:	$81	$73

Organic Net New Brokerage Assets[11] ($B)



Ex. Large Financial Institutions	2021	Q2'22 LTM
Organic Growth Rate:	0.6%	0.9%
Organic NNA:	$3	$5

	2017	2018	2019	2020	2021	Q2'22 LTM
Net Brokerage to Advisory Conversions[12] ($B):	$8.3	$7.4	$6.7	$8.6	$12.9	$11.2

† Prior to Q4 2021, net new assets and net new assets growth rates exclude the addition of Waddell & Reed

We are the leading third-party provider to financial institutions with CUNA, M&T, BMO, and People's strengthening our strategic position

We are the leading third-party provider to financial institutions

Serving ~**1,100 institutions** with **~$260B**(13) **in assets**

Our Value

- We provide financial institutions with access to an array of investment solutions and wealth management platforms to enhance and scale their business.
- With LPL, financial institutions can provide retail clients with enhanced capabilities, grow their business faster, increase profitability, and lower regulatory risk.

Top 10 Financial Institutions on LPL's Platform

BMO, BECU, Central Bank, CUNA Mutual Group, M&T Bank, New York Community Bank (Member FDIC), Old National, South State Bank, Sterling National Bank, Webster Bank

We onboarded BMO and M&T in 2021, CUNA in Q2 2022, and we expect to onboard People's in 2H 2022

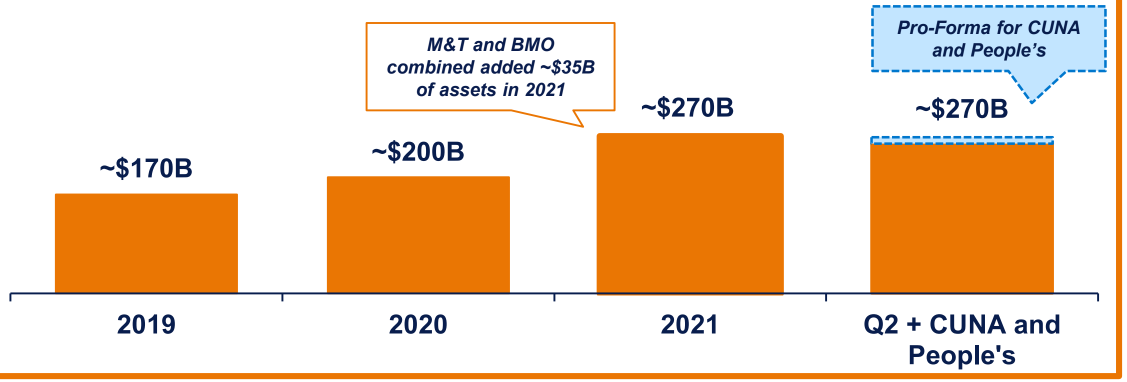
CUNA MUTUAL GROUP
- Wealth management business of CUNA Mutual Group
- ~$36B† in assets and 550+ advisors
- Onboarded in Q2 2022

M&T Bank
- Fortune 500 bank with 700+ branches nationwide
- ~$20B in assets and 170+ advisors
- Onboarded in Q2 2021

BMO
- Bank with 500+ branches nationwide
- ~$15B in assets and 115+ advisors
- Onboarded in Q1 2021

People's United (A division of M&T Bank)
- M&T acquired People's United Bank and elected to onboard the wealth management business to LPL's platform
- ~$6B† in assets and 30+ advisors
- Expected to onboard in 2H 2022

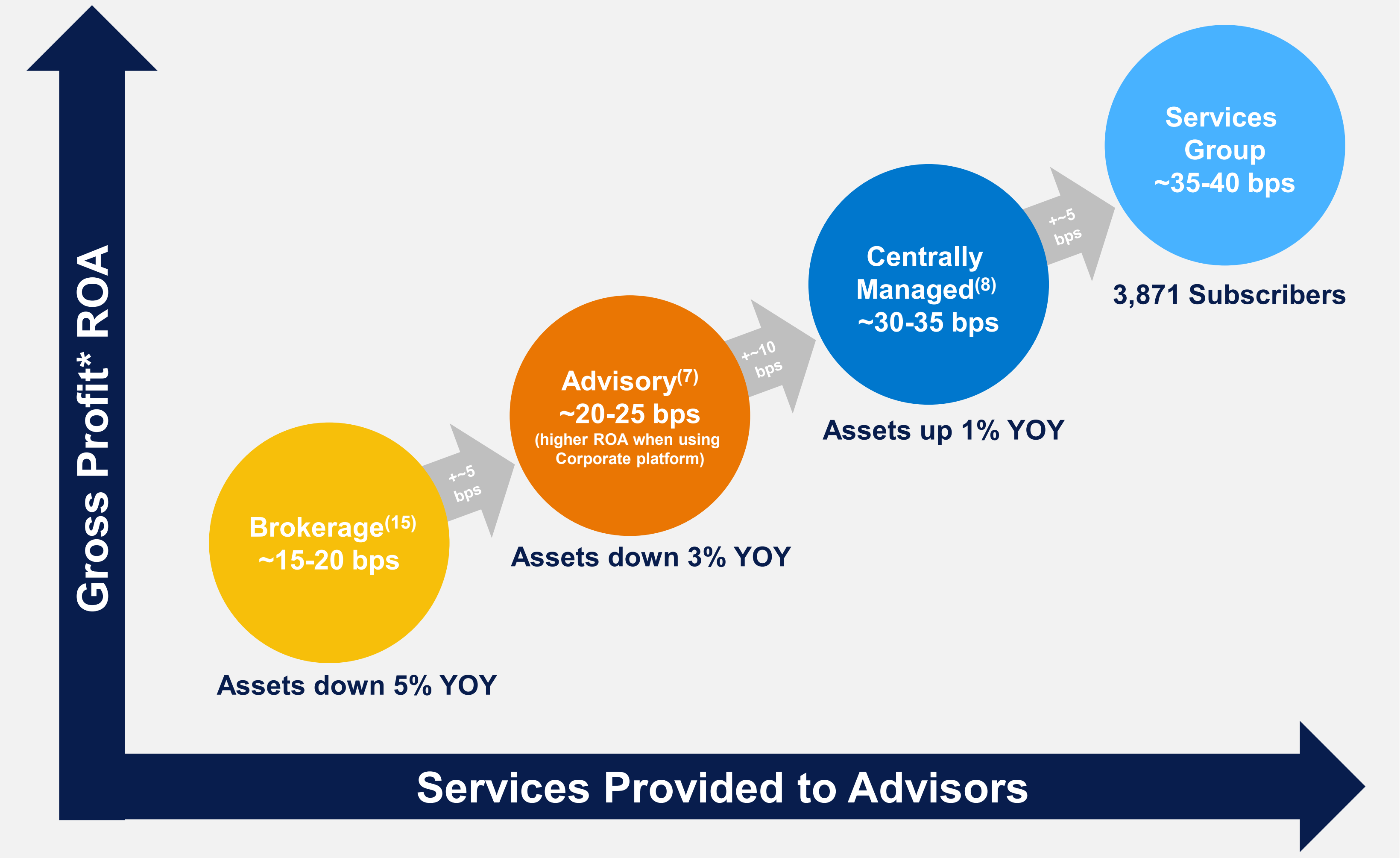
Financial Institutions Channel AUM



† Includes approximately $4.4B (CUNA) and $0.5B (People's) of assets on third-party management platforms, which LPL does not include in its reporting of total advisory and brokerage assets

As advisors use more of our services, our returns increase

We have seen a favorable mix shift in our platforms[14]



Additional drivers of growth

New Models
- Strategic Wealth
- Independent Employee Model
- RIA-Only Model

Enhanced Services & Capabilities
- Industry-leading service experience
- New integrated layer of capabilities

We benefit from rising market levels and interest rates, and our business model has natural hedges to market volatility

Annual Gross Profit* Impact

Macro benefits

Market Levels (S&P 500)

Rising market levels drive growth in assets and related revenues including advisory fees, trailing commissions, and sponsor revenues

~$10M
Per 1% increase in market levels

Interest Rates

Rising interest rates benefit on client cash yields

~$890M (16)
Over first +225 bps of rate hikes

Natural offsets to market declines

Cash Sweep Balance

Increased risk and volatility in the market drives higher cash sweep balances

As equity markets declined in early 2020, ICA balances increased by ~$10B, which translates to a **~$10M benefit annually** (17)

Transaction Volume

Increased risk and volatility in the market drives additional portfolio rebalancing activity and higher transaction volumes

Transaction revenue increased **~$15M** sequentially in Q1 2020

Cash Sweep Update – Implementing the client cash account as our primary overflow vehicle, insulating us from the impact of fluctuating bank deposit demand

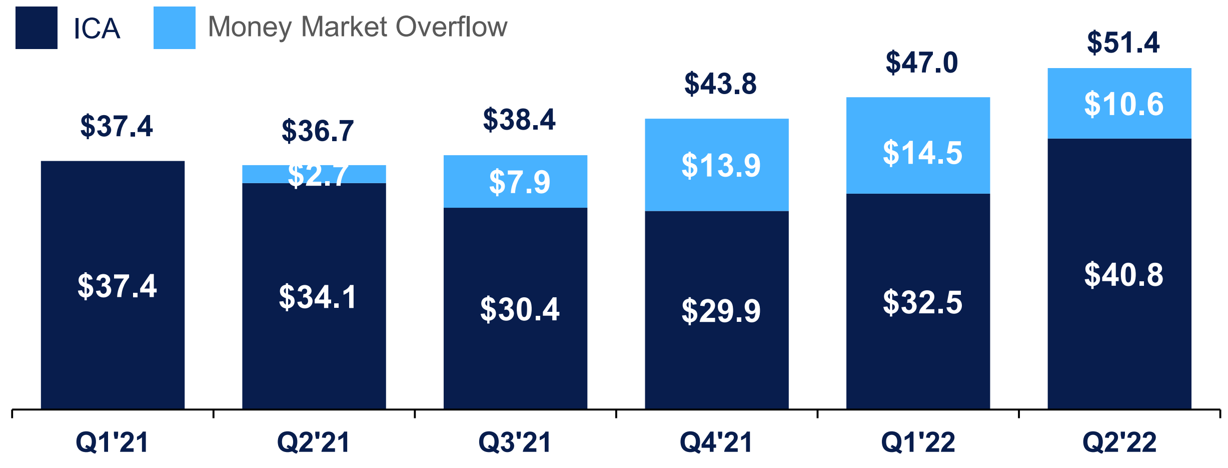
Background

- Currently, when we have more cash than third-party banks are willing to take, we utilize money market overflow contracts for excess capacity
- By instead implementing sweep deposit overflow to a brokerage cash account (commonly known as "free credits") and investing the cash in short-term US Treasuries, we are able to generate economics superior to money market funds, which are capped at ~45 bps, in most rate environments
  - This brokerage cash account will be called the Client Cash Account ("CCA")
  - CCA will be placed in cash or US Treasuries on our balance sheet, substantially insulating us from the impact of fluctuating bank demand
- Optimizing our returns, while providing a seamless experience to clients, utilizing CCA to capture sweep overflow could improve the annual gross profit by up to ~$20M per rate hike†
- Capital light – By investing in short-term treasuries, the capital required is minimal
- The buildout of the operational and technology infrastructure is underway, and we plan to launch this sweep overflow shift to CCA by the end of Q3 2022
  - Once launched, assuming the need for overflow capacity continues, we expect a gradual shift from money market overflow to CCA

Expense impact

- We have been building out the operational and technology infrastructure to support this capability, and anticipate up to $10M of related core G&A in 2022
- To provide the day-to-day liquidity necessary to manage the treasury investments that will be on our balance sheet, we plan to increase the size of our broker-dealer revolver by $700M to $1B
  - As a result, we expect incremental annual run-rate interest expense of ~$3M

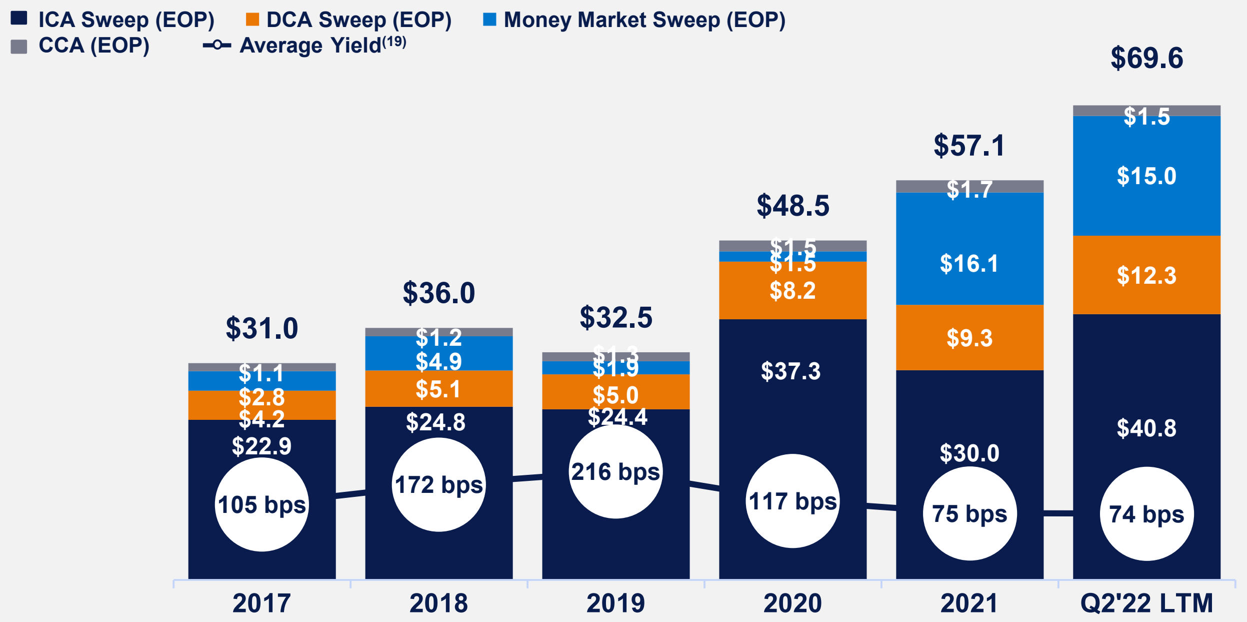
ICA Balances, including Money Market Overflow ($B)



Note: Totals may not foot due to rounding
† Assuming June 30, 2022 money market overflow balances of $10.6B shift to CCA

We are well positioned to benefit from rising interest rates

Client Cash Balances(18) ($B)



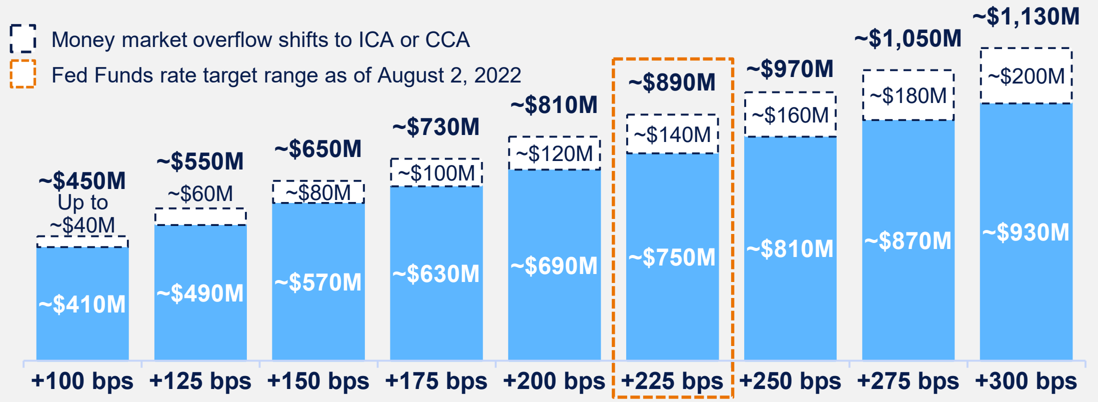
Average Yields (in bps)

	2017	2018	2019	2020	2021	Q2'22 LTM
ICA Sweep	113	184	240	133	100	110
DCA Sweep	90	183	211	53	24	32
MM Sweep	64	73	73	22	3	14
CCA(20)	84	188	208	56	15	23
Average	105	172	216	117	75	74
Client Cash % of Total Assets	5.0%	5.7%	4.3%	5.4%	4.7%	6.5%

Annual potential Gross Profit* benefit from rising interest rates

- Over the last interest rate cycle, our deposit beta averaged ~15%
  - Deposit betas were much lower early in the cycle, averaging ~2.5% over the first 4 Fed rate hikes
  - After the first 4 rate hikes, deposit betas averaged ~25%
  - This cycle, deposit betas were consistent on the first 100 bps, and slightly favorable on subsequent hikes
- Applying historical deposit betas to our current cash balances would yield:
  - ~$60M of Annual Gross Profit* per subsequent rate hike, at a ~25% deposit beta
- Once implemented as the overflow account, the client cash account ("CCA") could provide up to ~$20M of incremental Gross Profit for each subsequent 25 bps hike

Estimated Interest Rate Sensitivity based on current balances †



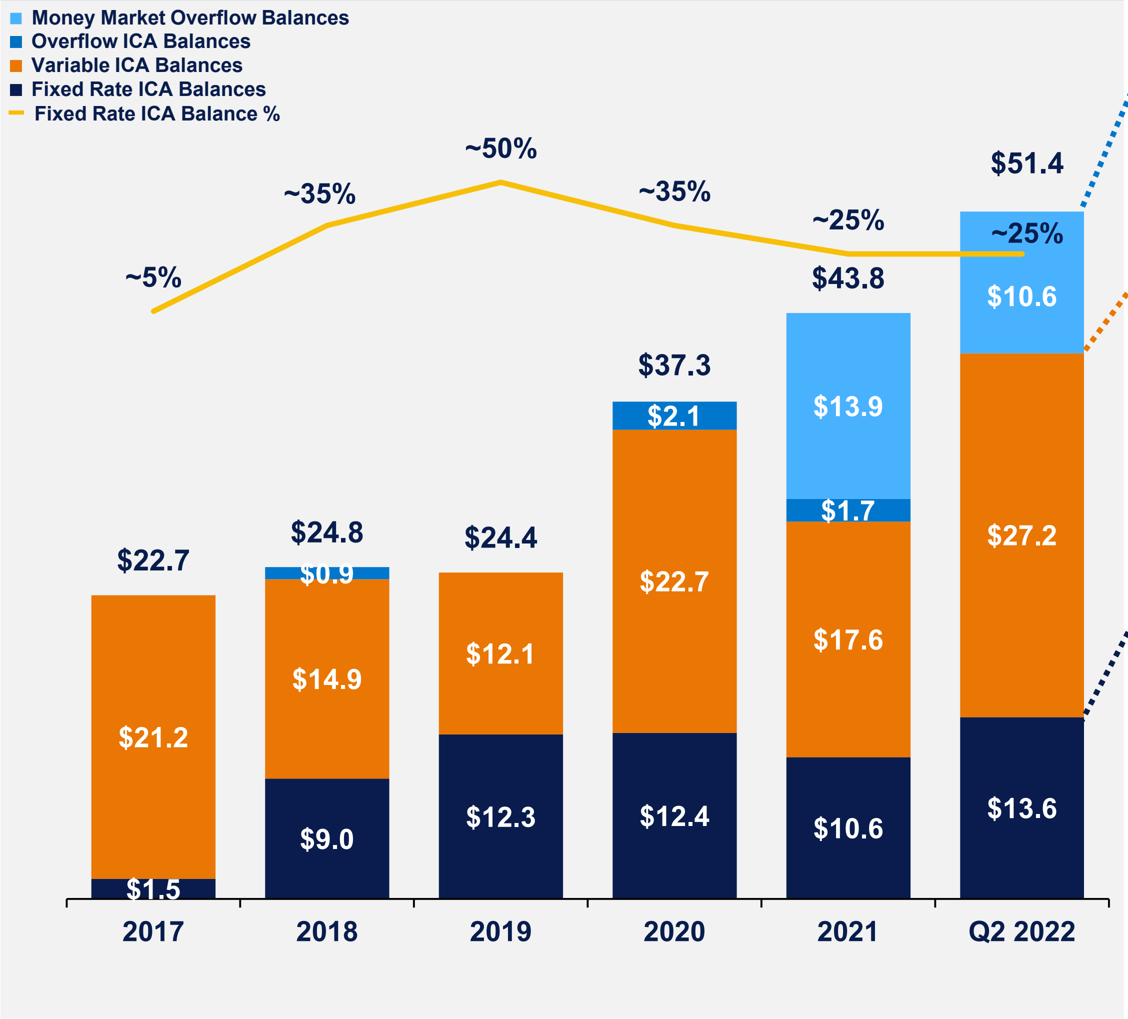
	+100 bps	+125 bps	+150 bps	+175 bps	+200 bps	+225 bps	+250 bps	+275 bps	+300 bps
Fed Funds rate target range (bps)	100 – 125	125 – 150	150 – 175	175 – 200	200 – 225	225 – 250	250 – 275	275 – 300	300 – 325
Deposit Beta	10%	10%	10%	25%	25%	25%	25%	25%	25%
	Actual			Prior Cycle Average					

Note: Totals may not foot due to rounding

† Assumes change based on Q2 2022 end of period cash balances. Gross Profit* benefit is measured relative to a Fed Funds target range of 0 to 25 bps.

ICA balances continued to grow, as demand increased for both fixed and variable contracts

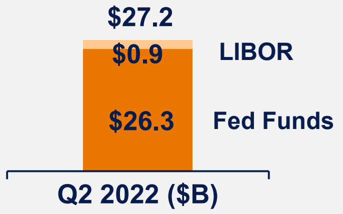
ICA Balances, including Money Market Overflow ($B)



Overflow balances provide capacity when balances spike

- When ICA balances exceed our fixed and variable contract capacity, we use ICA and money market overflow contracts
- In the current interest rate environment, the interest rate earned on money market sweep contracts averages ~45 basis points

Variable balances are mostly indexed to Fed Funds

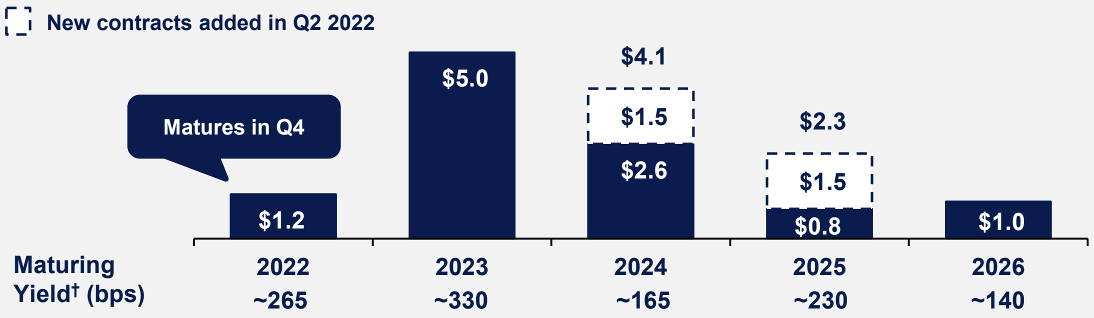


- **Our variable ICA balances grew in the quarter, as demand increased from third-party banks**
- Most variable balances are indexed to Fed Funds + a spread (~5 to ~15 bps)
- In the current environment, new variable contracts are averaging Fed Funds flat

Fixed rate ICA contracts are laddered over ~4 years

- **New contracts:** In Q2, we added ~$3B of fixed rate balances maturing in 2024-2025, with a ~260 bps yield consistent with the 2-3 year points on the curve when contracted

Maturing Contracts ($B)
as of end of Q2 2022



† *Weighted average yield across ladder is ~245 bps*

Note: Yields shown on this page are prior to client deposit rates and administrator fees. Money market sweep balances are not subject to these costs.

We remain focused on investing to drive organic growth while delivering long-term operating leverage in our core business

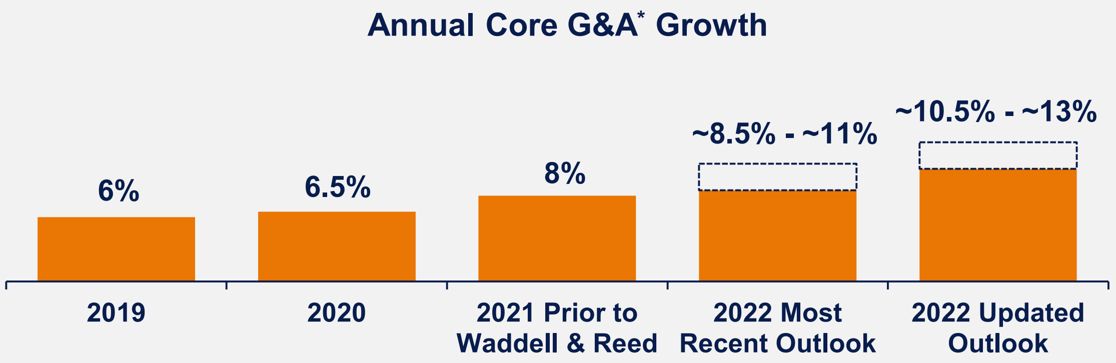
Long-term cost strategy

- Deliver operating leverage in core business
- Prioritize investments that drive additional growth
- Drive productivity and efficiency
- Adapt cost trajectory as environment evolves

2022 Core G&A* context

- Our most recent 2022 Core G&A* outlook range was $1,150M to $1,175M
- Given our improved earnings profile, we are accelerating investments to drive and support organic growth, and anticipate up to $20M of additional Core G&A* in 2022
- This increases our Core G&A* outlook range to $1,170M to $1,195M, which translates to 10.5% to 13% year-over-year growth

Recent expense trajectory, prior to acquisitions



Core G&A* outlook

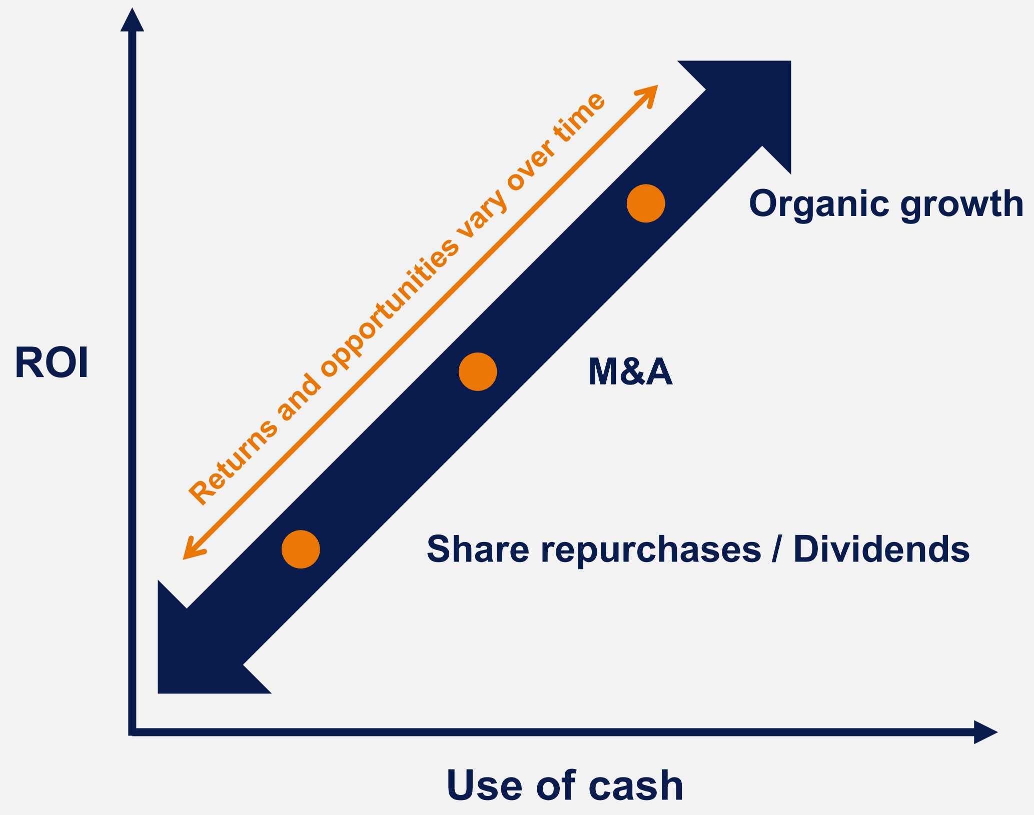
Most Recent 2022 Outlook	**$1,150M to $1,175M**
Accelerated Investment	**$20M**
Updated 2022 Outlook	**$1,170M to $1,195M**

Our capital management strategy is focused on driving growth and maximizing shareholder value

Our capital management principles

- **Disciplined capital management to drive long-term shareholder value**
- **Maintain a strong and flexible balance sheet**
  - Management target leverage ratio range of 2x to 2.75x
  - Flexible debt structure to support capital allocation
- **Prioritize investments to support and drive organic growth**
  - Recruiting to drive net new assets
  - Capital to support advisor growth and advisor M&A
  - Investments in capabilities to attract new advisors and assets
- **Capitalize on opportunistic M&A**
  - Remain prepared for attractive opportunities
- **Return excess capital to shareholders**
  - Share repurchases
  - Dividends

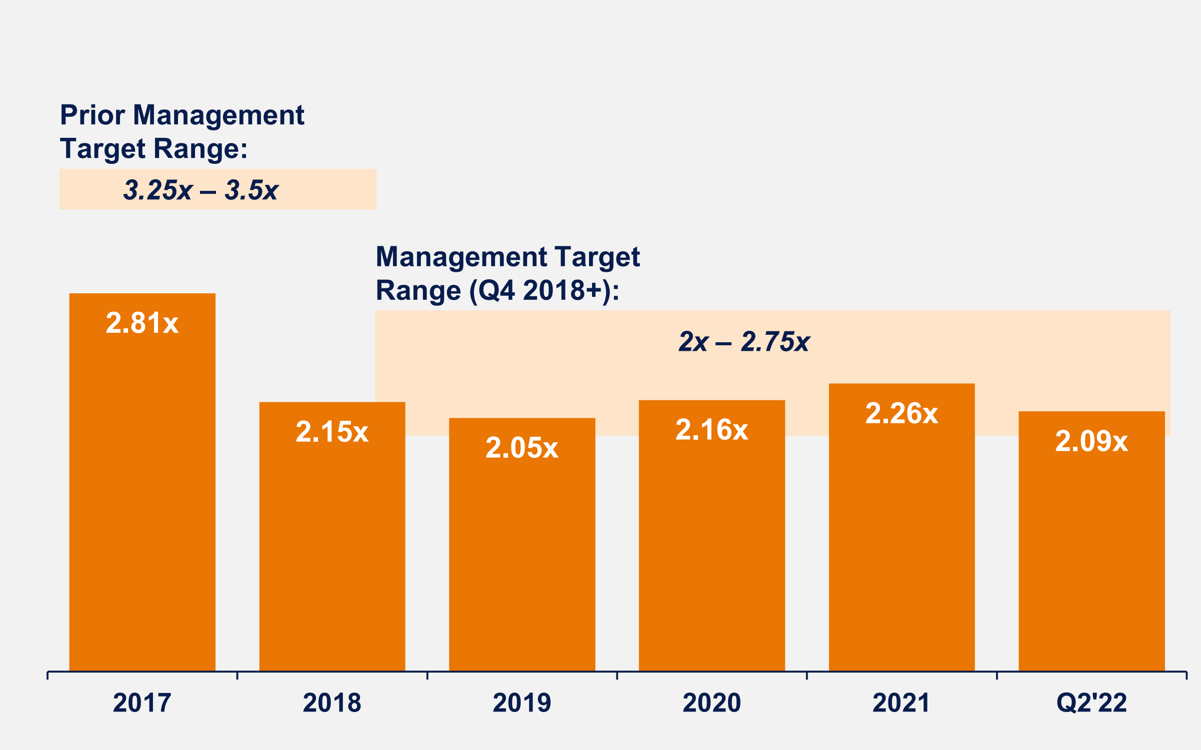
Dynamic capital allocation framework



Our balance sheet strength is a differentiator helping support growth

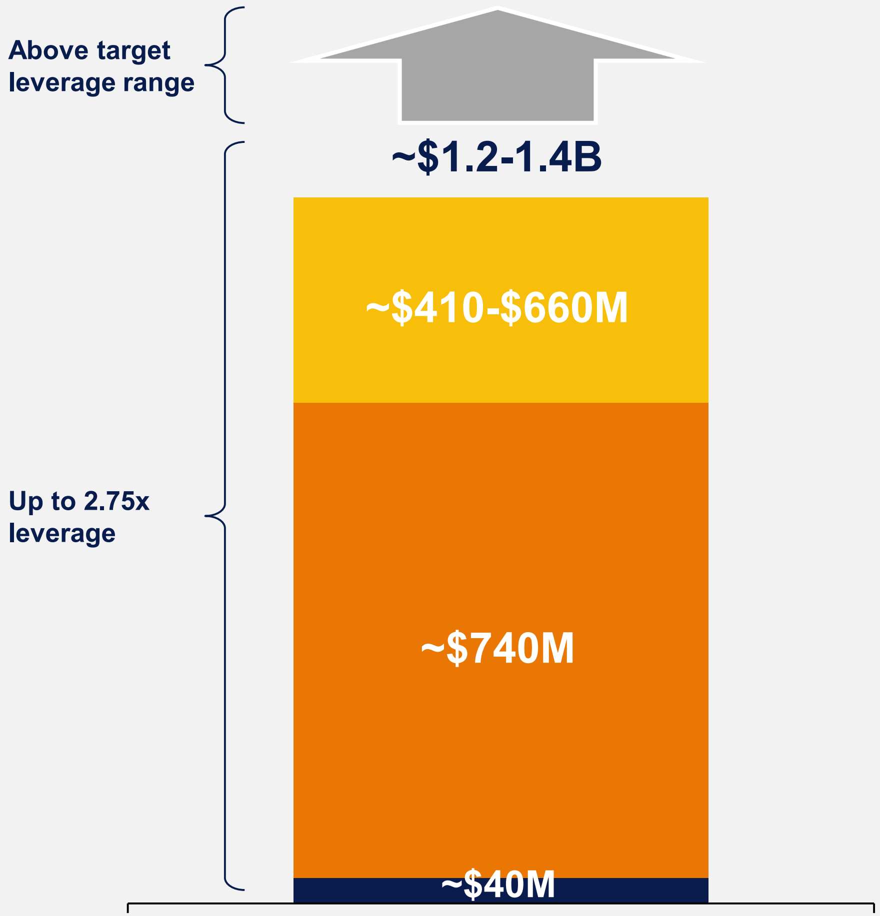
Corporate Cash[21] ($M)

Leverage Ratio[2]



We have significant capital deployment capacity…

Capital Deployment Capacity



Capital Deployment Capacity Estimate as of Q2 2022

4 **Potential M&A capacity above our target range**
Willing to temporarily go above our target leverage range for attractive M&A opportunities

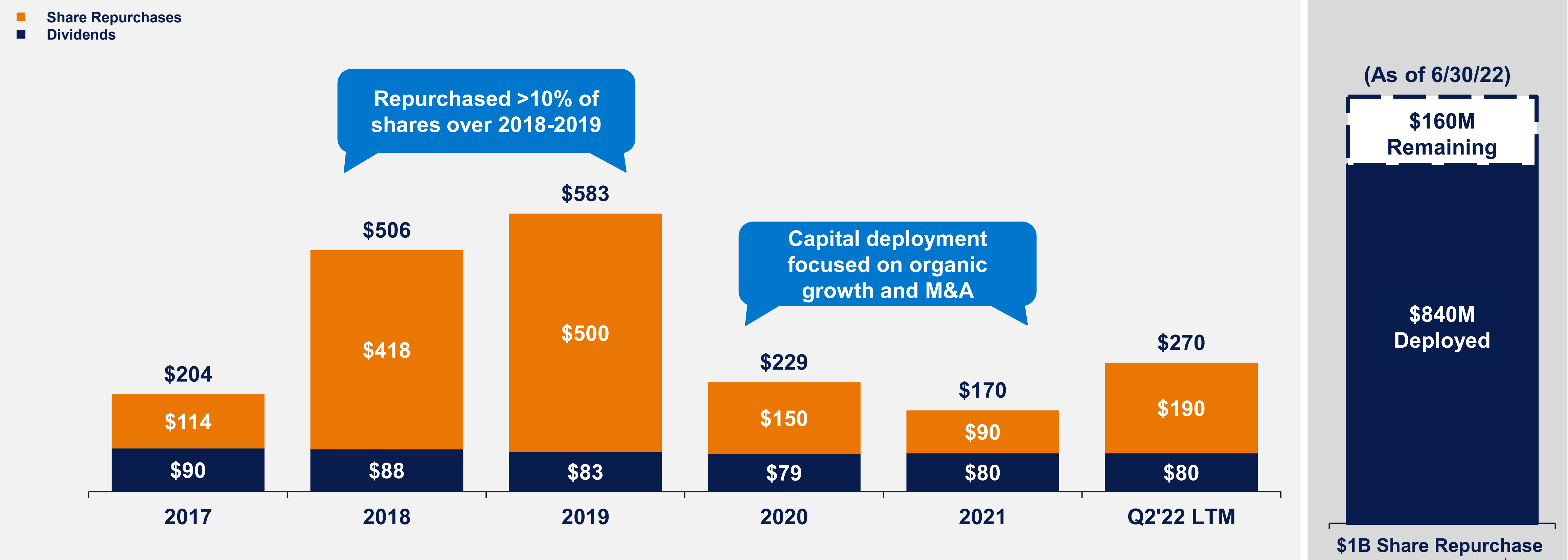
3 **Incremental M&A leverage capacity within our target range**
Incremental capital accessible if all other capacity were deployed for M&A at a 6-8x purchase multiple (22)

2 **Additional leverage capacity**
Capital available to deploy up to 2.75x leverage

1 **Discretionary cash**
Corporate cash available to use above ~$200M management target as of Q2 2022

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

Share Repurchases and Dividends ($M)

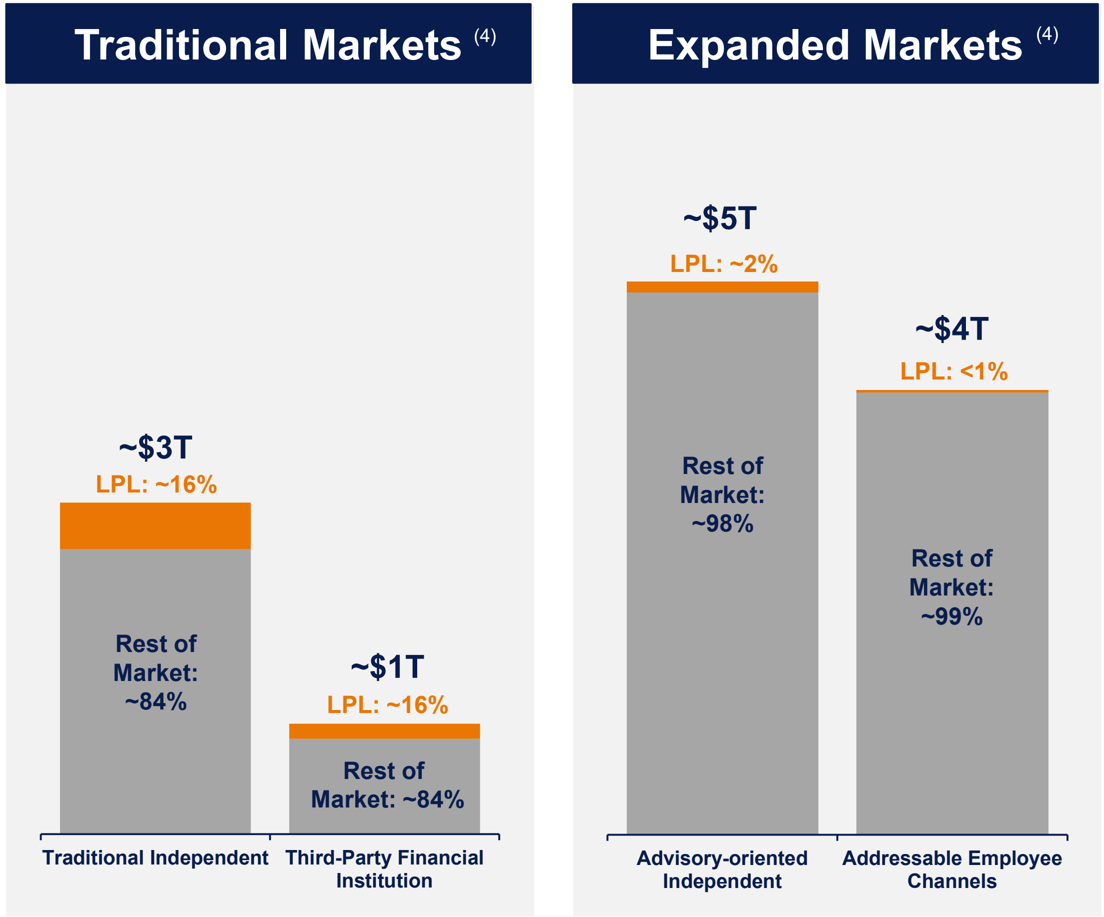


	2017	2018	2019	2020	2021	Q2'22 LTM
Average Diluted Share Count (M):	92.1	90.6	84.6	80.7	81.7	81.6

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

Our addressable markets are fragmented, with potential for consolidation

Addressable markets(4)



Growth potential from consolidation

- Our scale, capabilities, and economics give us **competitive advantages in M&A**
- The **traditional and advisory-oriented markets are fragmented** with consolidation opportunities
- Rising cost and complexity is making it **harder for smaller players** to compete
- Therefore, **we believe consolidation can drive value** by adding scale, increasing our capacity to invest in capabilities, and creating shareholder value

Recent or pending acquisitions

Traditional Markets

Waddell & Reed Financial, Inc.

2021

~$74B of assets transferred†

- Transaction closed on April 30, 2021 for a purchase price of $300M
- At the end of Q2 2022, we reached an annual EBITDA* benefit of ~$100M
- Increases our scale and capacity to invest in capabilities, technology, and service to help existing advisors serve their clients and differentiate in the marketplace

National Planning Holdings, Inc.

2017

~$70B assets transferred

- Large independent broker-dealer network
- Added to our scale and leadership position
- Increased our capacity to invest in the advisor value proposition and return capital to shareholders

Lucia Securities

2020

~$1.5B assets

- Leading San Diego practice with approximately 20 advisors

E.K. Riley Investments, LLC

2020

~$2B assets

- Leading Seattle practice with approximately 35 advisors

New Markets

Boenning & Scattergood (Established 1914)

2022

~$5B of assets as of June 2022

- Leading Pennsylvania practice with approximately 40 advisors
- Affiliated under our employee model
- Expected to close in early 2023

Allen & Company (Est. 1932)

2019

~$3B assets transferred

- Leading Florida practice with client base and culture that are good fits for LPL
- Affiliated under our employee model

Capabilities

BlazePortfolio

2020

Industry-leading capabilities
~$12M purchase price (23)

- Innovative trading and rebalancing capabilities to drive efficiency and scale in advisors' practices

AdvisoryWorld Financial Technology

2018

Industry-leading capabilities
~$28M purchase price

- Leading provider of digital tools for advisors that serves more than 30,000 U.S. financial advisors and institutions

† The ~$74B of Waddell & Reed assets does not include ~$2B of retirement assets, which LPL does not include in total asset reporting, and ~$1B of assets that did not convert (as of December 31, 2021)

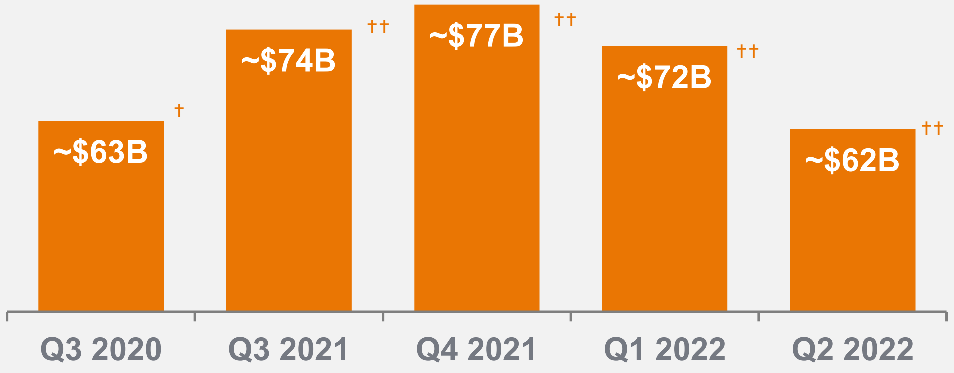
Waddell & Reed update: Integration is substantially complete

Transaction Details at Signing

- On December 2, 2020, we signed an agreement to acquire Waddell & Reed's wealth management business
- Transaction structured primarily as an equity purchase with a price of $300M
- Waddell & Reed's wealth management client assets were ~$63B with asset mix of ~45% advisory and ~55% brokerage (as of September 30, 2020)
- Waddell & Reed's wealth management business had over 900 advisors, serving ~$70M of client assets per advisor (as of September 30, 2020)

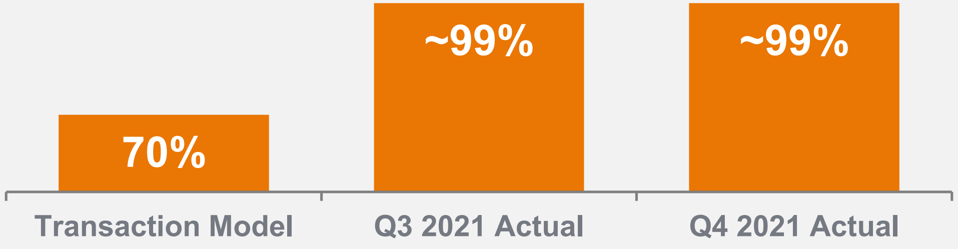
Retention Update

Waddell & Reed's wealth management client assets decreased to ~$62B driven by equity markets



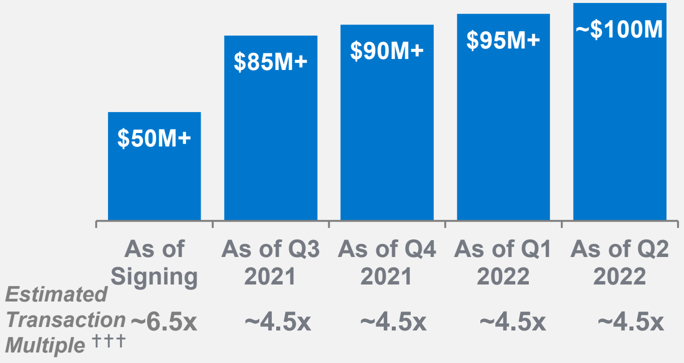
Final asset retention rate from Waddell & Reed was ~99%

- Waddell & Reed asset onboarding was completed in Q4 2021

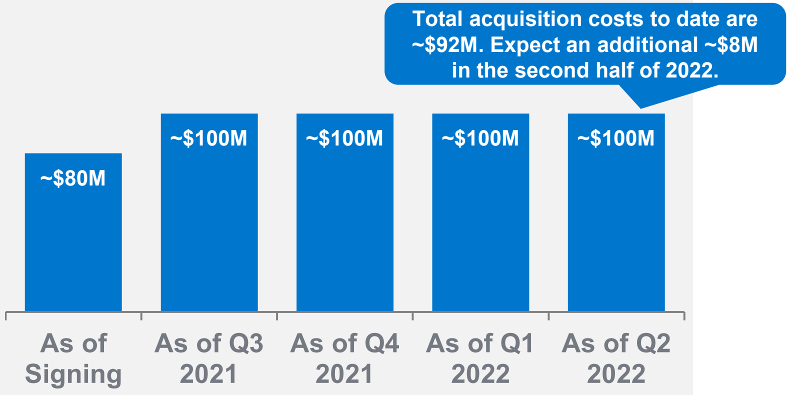


Financial Update

Estimated run-rate EBITDA* expectations are ~$100M

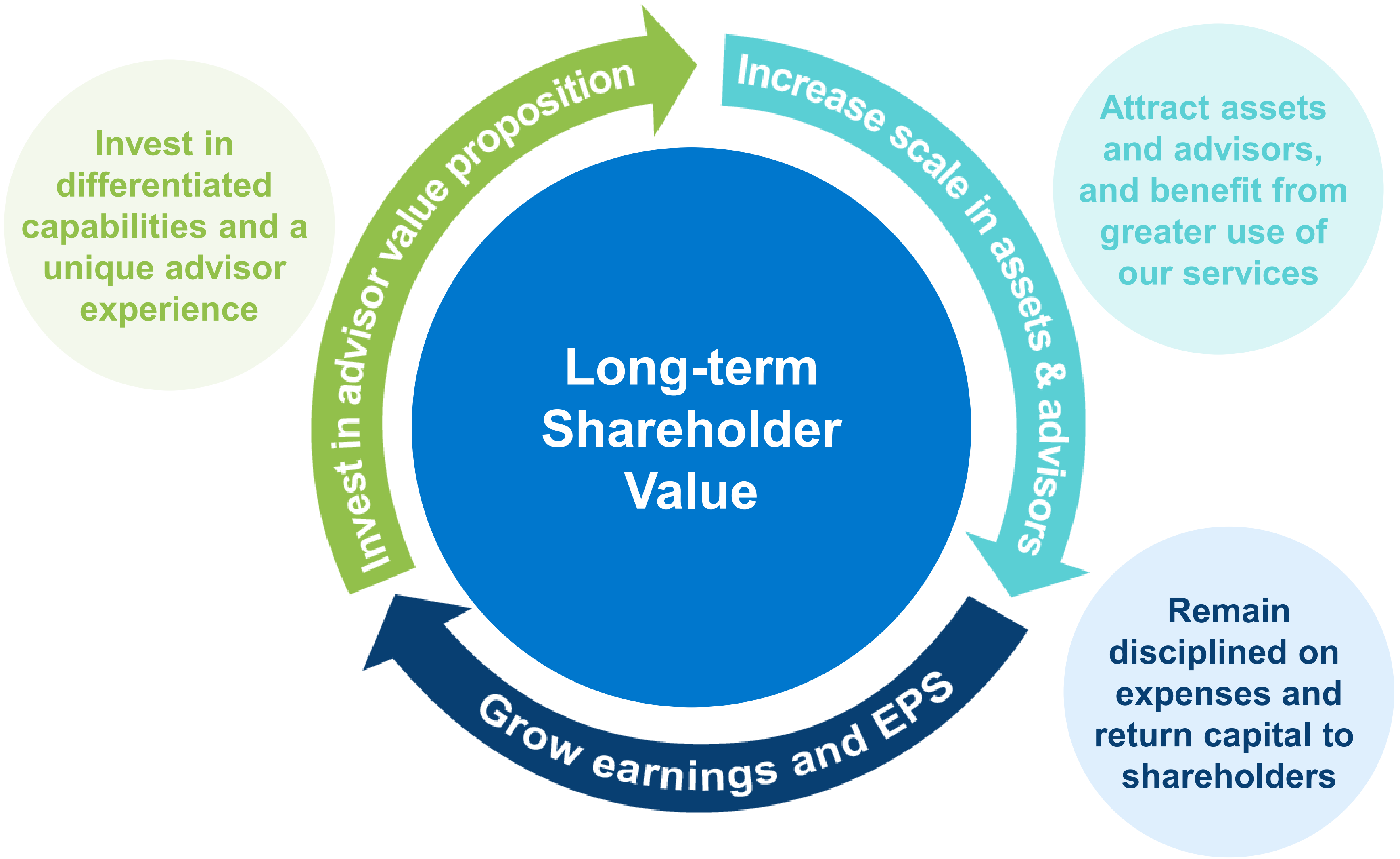


Acquisition costs are estimated to be ~$100M



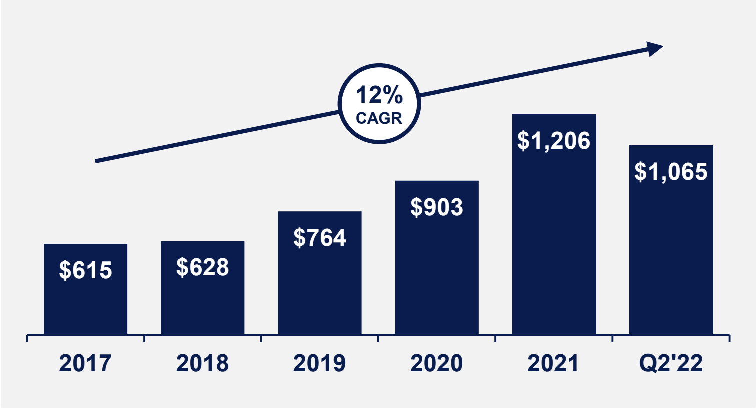
† Q3 2020 as reported by Waddell & Reed in its Earnings Release
†† Waddell & Reed client assets shown include ~$2B of retirement assets, which LPL does not include in total asset reporting, and ~$1B of assets that did not convert
††† Technology investments and acquisition costs related to the integration of Waddell & Reed are included in transaction multiple calculation

As we continue to invest and increase our scale, we enhance our ability to drive further growth

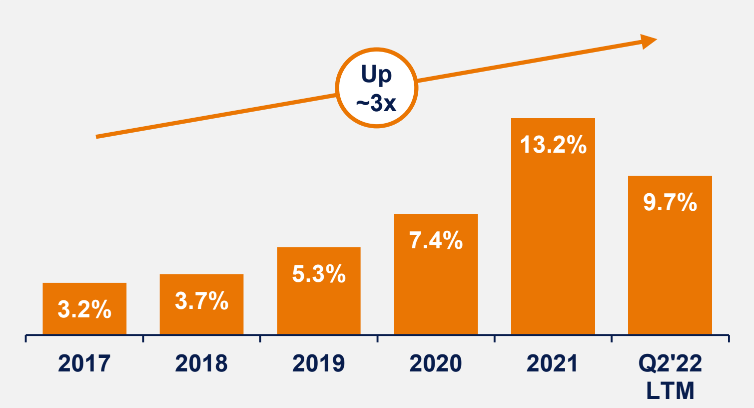


We are focused on executing our strategy and delivering results

Total Advisory and Brokerage Assets[24] ($B)



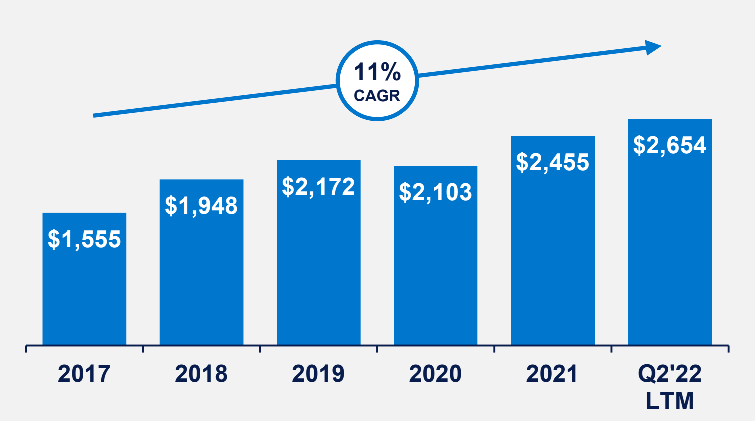
Organic Net New Asset Growth



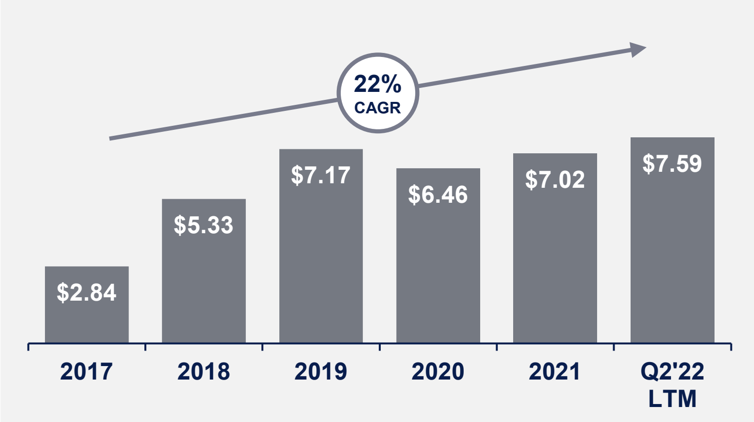
Key Earnings Growth Drivers

- **Enhanced Advisor Value Proposition** (Capabilities, Technology, Service)
- **Increased Organic NNA** (Opportunities in Traditional Markets)
- **New Affiliation Models** (Large Financial Institutions, Strategic Wealth Services, Independent Employee, RIA-Only)
- **Greater Use of our Services** (Advisory, Corporate, Centrally Managed, Business, Planning & Advice Services, Advisor Capital Solutions)
- **Drive Operating Leverage in Core Business while Investing for Additional Growth**
- **Increased Scale and Capabilities through M&A**
- **Excess Capital Deployment** (Technology, Advisor Capital, Returning Capital to Shareholders)

Gross Profit* ($M)



EPS Prior to Amortization of Intangible Assets and Acquisition Costs*



APPENDIX

Reconciliation

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.

Below is a calculation of gross profit* for the periods presented herein:

$ in millions	Q2'22 LTM	2021	2020	2019	2018	2017
Total revenue	**$8,220**	**$7,721**	**$5,872**	**$5,625**	**$5,188**	**$4,281**
Advisory and commission expense	5,476	5,180	3,697	3,388	3,178	2,670
Brokerage, clearing and exchange expense	89	86	71	64	63	57
Gross Profit	**$2,654**	**$2,455**	**$2,103**	**$2,172**	**$1,948**	**$1,555**

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 herein:

$ in millions	Q2'22 LTM	2021	2020	2019	2018	2017
Net income	**$505**	**$460**	**$473**	**$560**	**$439**	**$239**
Interest expense on borrowings	110	104	106	130	125	107
Provision for income taxes	155	141	153	182	153	126
Depreciation and amortization	172	151	110	96	88	84
Amortization of other intangibles	84	79	67	65	60	38
EBITDA	**$1,028**	**$936**	**$909**	**$1,033**	**$866**	**$594**
Credit Agreement adjustments	167	214	52	48	103	151
Credit Agreement EBITDA	**$1,195**	**$1,151**	**$961**	**$1,081**	**$969**	**$745**
Total debt	2,743	2,839	2,359	2,415	2,381	2,396
Total corporate cash	241	237	280	204	300	300
Credit Agreement Net Debt	**$2,502**	**$2,602**	**$2,079**	**$2,211**	**$2,081**	**$2,096**
Leverage Ratio	**2.09x**	**2.26x**	**2.16x**	**2.05x**	**2.15x**	**2.81x**

Note: During the third quarter of 2021, the Company changed its definition of EBITDA to include the loss on extinguishment of debt and has updated prior period disclosures to reflect this change as applicable.

Note: Totals may not foot due to rounding

Reconciliation

EPS Prior to Amortization of Intangible Assets and Acquisition Costs* and Adjusted Net Income*

EPS prior to amortization of intangible assets and acquisition costs* and adjusted net income* are non-GAAP financial measures. Please see a description of EPS prior to amortization of intangible assets and acquisition costs* and adjusted net income* 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 and acquisition costs* and adjusted net income* for the periods presented herein:

	Q2'22 LTM		2021		2020		2019		2018		2017	
$ in millions, except per share data	Amount	Per Share	Amount	Per Share	Amount	Per Share	Amount	Per Share	Amount	Per Share	Amount	Per Share
Net income / earnings per diluted share	**$505**	**$6.19**	**$460**	**$5.63**	**$473**	**$5.86**	**$560**	**$6.62**	**$439**	**$4.85**	**$239**	**$2.59**
Amortization of other intangibles	84	1.03	79	0.97	67	0.83	65	0.76	60	0.66	38	0.41
Acquisition costs[25]	72	0.88	76	0.93	-	0.00	-	0.00	-	0.00	-	0.00
Tax benefit	(41)	(0.51)	(41)	(0.51)	(19)	(0.23)	(18)	(0.21)	(17)	(0.19)	(15)	(0.16)
Adjusted net income / EPS prior to amortization of intangible assets and acquisition costs	**$620**	**$7.59**	**$574**	**$7.02**	**$521**	**$6.46**	**$607**	**$7.17**	**$482**	**$5.33**	**$262**	**$2.84**
Diluted share count	82.0		81.7		80.9		85.0		91.0		92.0	

Note: Totals may not foot due to rounding

Reconciliation

Core G&A* to Total expense
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 is a reconciliation of total expense to Core G&A* and of Core G&A, prior to the impact of the acquisition of Waddell & Reed, for the periods presented herein:

$ in millions	Q2'22 LTM	2021	2020	2019
Total expense	**$7,560**	**$7,120**	**$5,246**	**$4,882**
Advisory and commission	5,476	5,180	3,697	3,388
Depreciation and amortization	172	151	110	96
Interest expense on borrowings	110	104	106	130
Brokerage, clearing and exchange	89	86	71	64
Amortization of other intangibles	84	79	67	65
Loss on extinguishment of debt	-	24	-	3
Total G&A	**$1,626**	**$1,494**	**$1,194**	**$1,136**
Promotional (ongoing)(25)	341	288	208	206
Acquisition costs(25)	72	76	-	-
Employee share-based compensation	47	42	32	30
Regulatory charges	29	29	29	32
Core G&A	**$1,137**	**$1,058**	**$925**	**$868**

$ in millions	Q2'22 LTM	2021
Core G&A	**$1,137**	**$1,058**
Waddell & Reed-related Core G&A	82	59
Total Core G&A prior to Waddell & Reed	**$1,055**	**$999**

Note: Totals may not foot due to rounding

Endnotes

(1) Represents the estimated total advisory and brokerage 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. The actual amount transitioned may vary from the estimate.
(2) The Company calculates its leverage ratio as total debt less total corporate cash, divided by Credit Agreement EBITDA for the trailing twelve months.
(3) Represents Moody's Corporate Family Rating and S&P Issuer Credit Rating.
(4) LPL estimates based on 2019 Cerulli channel size and advisory share estimates and include market adjustment for 2019.
(5) Consists of approximately $3 billion of advisory and brokerage assets serviced by Allen & Company of Florida LLC ("Allen & Company").
(6) 2022 outlook is prior to M&A- and large bank-related onboarding spend in technology.
(7) Consists of total assets on LPL Financial's corporate advisory platform serviced by investment advisor representatives of LPL Financial or Allen & Company and total assets on LPL Financial's independent advisory platform serviced by investment advisor representatives of separate investment advisor firms ("Independent RIAs"), rather than of LPL Financial.
(8) Consists of advisory assets in LPL Financial's Model Wealth Portfolios, Optimum Market Portfolios, Personal Wealth Portfolios, and Guided Wealth Portfolios platforms.
(9) In April 2020, the Company updated its definition of net new assets to include dividends plus interest, minus advisory fees. Unless otherwise noted, net new assets figures for periods prior to Q2 2020 appearing in this presentation have been recast using the updated definition.
(10) Consists of total client deposits into advisory accounts (including advisory assets serviced by Allen & Company) less total client withdrawals from advisory accounts, plus dividends, plus interest, minus advisory fees. The Company considers conversions from and to brokerage accounts as deposits and withdrawals, respectively. Annualized growth is calculated as the LTM period Net New Advisory Assets divided by the quarter preceding the LTM period's total Advisory Assets.
(11) Consists of total client deposits into brokerage accounts (including brokerage assets serviced by Allen & Company) less total client withdrawals from brokerage accounts, plus dividends, plus interest. The Company considers conversions from and to advisory accounts as deposits and withdrawals, respectively. Annualized growth is calculated as the LTM period Net New Brokerage Assets divided by the quarter preceding the LTM period's total Brokerage Assets.
(12) Consists of existing custodied assets that converted from brokerage to advisory, less existing custodied assets that converted from advisory to brokerage.
(13) LPL Institution Services AUM from banks and credit unions as of June 30, 2022.
(14) Year-over-year comparisons are based on the change from Q2 2021 to Q2 2022.
(15) Consists of brokerage assets serviced by advisors licensed with LPL Financial.
(16) Assumes change based on Q2 2022 end of period ICA balances, presented on page 18. Additionally, as money market overflow balances shift back into ICA, there would be an additional upside of ~$20M per rate hike at a ~10% deposit beta.
(17) Based on variable ICA balances indexed to Fed Funds + a spread (~20 to ~30 bps).
(18) 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.
(19) Calculated by dividing revenue for the period by the average balance during the period.
(20) Calculated by dividing interest income on cash held in client accounts that has been segregated under federal or other regulations for the period by the average client cash account balance, excluding cash held in client cash accounts that has been used to fund margin lending, during the period.
(21) Corporate cash, a component of cash and equivalents, is the sum of cash and equivalents from the following: (1) cash and equivalents held at LPL Holdings, Inc., (2) cash and equivalents held at regulated subsidiaries as defined by the Company's Credit Agreement, which include LPL Financial LLC and The Private Trust Company N.A., in excess of the capital requirements of the Company's Credit Agreement (which, in the case of LPL Financial LLC, is net capital in excess of 10% of its aggregate debits, or five times the net capital required in accordance with Exchange Act Rule 15c3-1), and (3) cash and equivalents held at non-regulated subsidiaries.
(22) Additional leverage capacity is assumed to be generated by acquired EBITDA* from an M&A opportunity at a 6-8x purchase multiple for which capital was deployed up to 2.75x leverage.
(23) The up-front purchase price for Blaze Portfolio was ~$12M, with up to $5M in earn-out payments.
(24) Consists of total advisory and brokerage assets under custody at LPL Financial and Waddell & Reed, LLC.
(25) Acquisition costs include the costs to setup, onboard and integrate acquired entities. The below table summarizes the primary components of acquisition costs for the periods presented:

$ in millions	Q2'22 LTM	2021
Compensation and benefits	$33.1	$36.4
Professional services	19.3	18.7
Promotional	16.0	14.3
Other	3.9	6.9
Acquisition costs	**$72.3**	**$76.3**