

LPL Financial Holdings Inc. - Historical Monthly Activity Through January 2018

As of January 31, 2018

(End of Period \$ in billions, unless noted)	Jan 2018	Dec 2017	Nov 2017	Oct 2017	Sep 2017	Aug 2017	Jul 2017	Jun 2017	May 2017	Apr 2017	Mar 2017	Feb 2017	Jan 2017
<u>Assets Served</u>													
Advisory Assets ⁽¹⁾	284.2	273.0	260.7	254.8	250.2	245.3	242.2	236.8	233.5	228.9	225.7	222.7	216.3
Brokerage Assets ⁽²⁾	352.3	342.1	314.3	311.6	309.8	306.1	307.5	305.2	306.0	305.9	304.6	304.8	300.4
Total Brokerage and Advisory Assets	636.5	615.1	575.0	566.4	560.0	551.4	549.7	542.0	539.5	534.8	530.3	527.5	516.7
<u>Assets Served Prior to NPH*</u>													
Advisory Assets ⁽¹⁾	276.0	265.2	260.7	254.8	250.2	245.3	242.2	236.8	233.5	228.9	225.7	222.7	216.3
Brokerage Assets ⁽²⁾	322.4	315.5	314.3	311.6	309.8	306.1	307.5	305.2	306.0	305.9	304.6	304.8	300.4
Total Brokerage and Advisory Assets	598.4	580.7	575.0	566.4	560.0	551.4	549.7	542.0	539.5	534.8	530.3	527.5	516.7
<u>Net New Assets</u>													
Net New Advisory Assets ⁽³⁾	3.0	10.0	2.3	1.7	1.7	2.7	2.5	2.0	2.5	1.4	2.3	2.0	1.7
Net New Brokerage Assets ⁽⁴⁾	0.7	25.6	(1.0)	(1.1)	(0.8)	(1.6)	(1.6)	(2.1)	(2.1)	(1.3)	(1.1)	(1.2)	(1.1)
Total Net New Assets	3.7	35.6	1.3	0.6	0.9	1.1	0.9	(0.1)	0.4	0.1	1.2	0.8	0.6
<u>Net New Assets Prior to NPH*</u>													
Net New Advisory Assets ⁽³⁾	2.8	2.4	2.3	1.7	1.7	2.7	2.5	2.0	2.5	1.4	2.3	2.0	1.7
Net New Brokerage Assets ⁽⁴⁾	(1.6)	(0.9)	(1.0)	(1.1)	(0.8)	(1.6)	(1.6)	(2.1)	(2.1)	(1.3)	(1.1)	(1.2)	(1.1)
Total Net New Assets	1.2	1.5	1.3	0.6	0.9	1.1	0.9	(0.1)	0.4	0.1	1.2	0.8	0.6
Net Brokerage to Advisory Conversions ⁽⁵⁾	1.0	0.7	0.7	0.7	0.5	0.7	0.7	0.6	0.8	0.6	0.7	0.9	0.7
<u>Cash Sweep Balances</u>													
Insured Cash Account Balances	22.2	22.9	21.6	21.5	21.9	22.0	21.5	20.8	20.9	21.4	22.0	21.7	22.0
Deposit Cash Account Balances	4.0	4.2	3.9	3.9	4.1	4.0	3.6	3.7	3.8	3.9	4.2	4.1	4.1
Money Market Account Cash Balances	2.5	2.7	2.2	2.3	2.3	2.3	2.2	3.3	3.6	3.7	3.8	3.8	3.9
Total Cash Sweep Balances	28.7	29.8	27.7	27.7	28.3	28.3	27.3	27.8	28.3	29.0	30.0	29.6	30.0
<u>Cash Sweep Balances Prior to NPH*</u>													
Insured Cash Account Balances	21.7	22.5	21.6	21.5	21.9	22.0	21.5	20.8	20.9	21.4	22.0	21.7	22.0
Deposit Cash Account Balances	3.8	4.0	3.9	3.9	4.1	4.0	3.6	3.7	3.8	3.9	4.2	4.1	4.1
Money Market Account Cash Balances	2.2	2.3	2.2	2.3	2.3	2.3	2.2	3.3	3.6	3.7	3.8	3.8	3.9
Total Cash Sweep Balances	27.7	28.8	27.7	27.7	28.3	28.3	27.3	27.8	28.3	29.0	30.0	29.6	30.0
<u>Market Indices</u>													
S&P 500 (end of period)	2,824	2,674	2,648	2,575	2,519	2,472	2,470	2,423	2,412	2,384	2,363	2,364	2,279
Fed Funds Effective Rate (average bps)	142	130	116	116	116	116	116	104	91	91	79	66	66

*Refers to LPL Financial's acquisition of the broker/dealer network of National Planning Holdings, Inc. ("NPH").

(1) Consists of total advisory assets under custody at LPL Financial LLC ("LPL Financial").

(2) Consists of brokerage assets serviced by advisors licensed with the Company's broker-dealer subsidiary LPL Financial.

(3) Consists of total client deposits into advisory accounts less total client withdrawals from advisory accounts. The Company considers conversions from and to brokerage accounts as deposits and withdrawals respectively.

(4) Consists of total client deposits into brokerage accounts less total client withdrawals from brokerage accounts. The Company considers conversions from and to advisory accounts as deposits and withdrawals respectively.

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