William Blair
Growth Stock Conference

June 15, 2011

LPL Financial

¬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.

Overview of LPL Financial

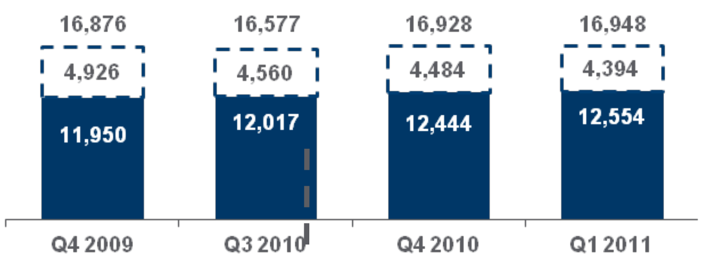
- **What we do**
  - Leading provider of integrated technology and services serving over 16,900 financial advisors
  - Support over $330 billion in assets, including $100 billion in advisory assets, leading to 60% recurring revenues
- **Who we serve**
  - #1 independent broker-dealer for 15 years[(1)]
  - #1 provider of investment services to banks and credit unions[(2)]
  - #1 independent defined contribution retirement plan consultant, serving over 25,000 plans
- **How we are unique**
  - Only unbiased, conflict free business model
  - Only integrated RIA platform
  - Only integrated Bank broker-dealer and trust platform
- **How shareholders are rewarded**
  - Focused and scalable business model delivers top-line growth and margin expansion
  - More than 20 years of growth with 19% adjusted EBITDA CAGR since 2000
  - Targeting 20%+ long-term Adjusted EPS growth

(1) As reported *in Financial Planning* magazine 1996-2011, based on total revenues
(2) Based on number of financial institutions served as reported in a 2010 Kenneth Kehrer study

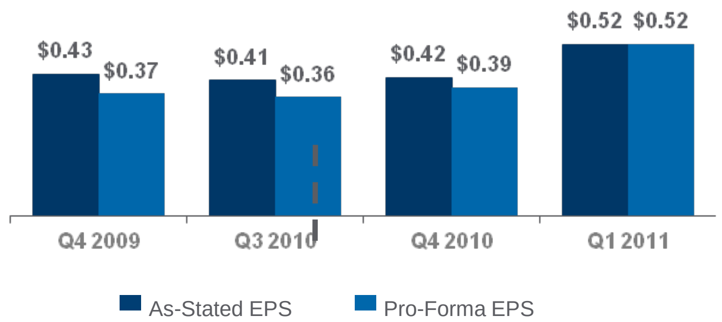
Strong Post IPO Financial & Operating ¬Performance – Delivering On Our Growth Strategy

- Strong post-IPO financial performance fueled by multiple growth drivers
- Accretive consolidation of UVEST onto LPL's self-clearing platform providing operational and service efficiencies
- Announced acquisition of Concord Wealth Management, a provider of trust company technology and portfolio management solutions
- Completed 6.2 million Secondary Offering in April and announced up to $80 million share repurchase program in May

Total Number of Advisors Served

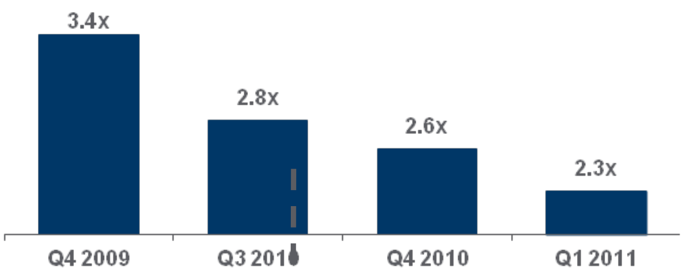


Adjusted Quarterly EPS(1)



Advisory and Brokerage Assets ($ billions)

Net Debt / LTM EBITDA



(1) Adjusted quarterly EPS is not a GAAP measure of performance. Pro-forma EPS calculated by using historical adjusted earnings and current diluted share count of 113 million

¬Serving Three Primary Customer Groups

- Support 16,900+ financial advisors that serve more than 4 million mass affluent & high net worth investors

LPL Financial

LPL Financial
Institution Services

~2,300 advisors at 750 Banks and Credit Unions

LPL Financial
Custom Clearing Services

~4,400 Advisors Licensed with Insurance Companies

LPL Financial
Independent Advisor Services

~10,200 Independent Financial Advisors

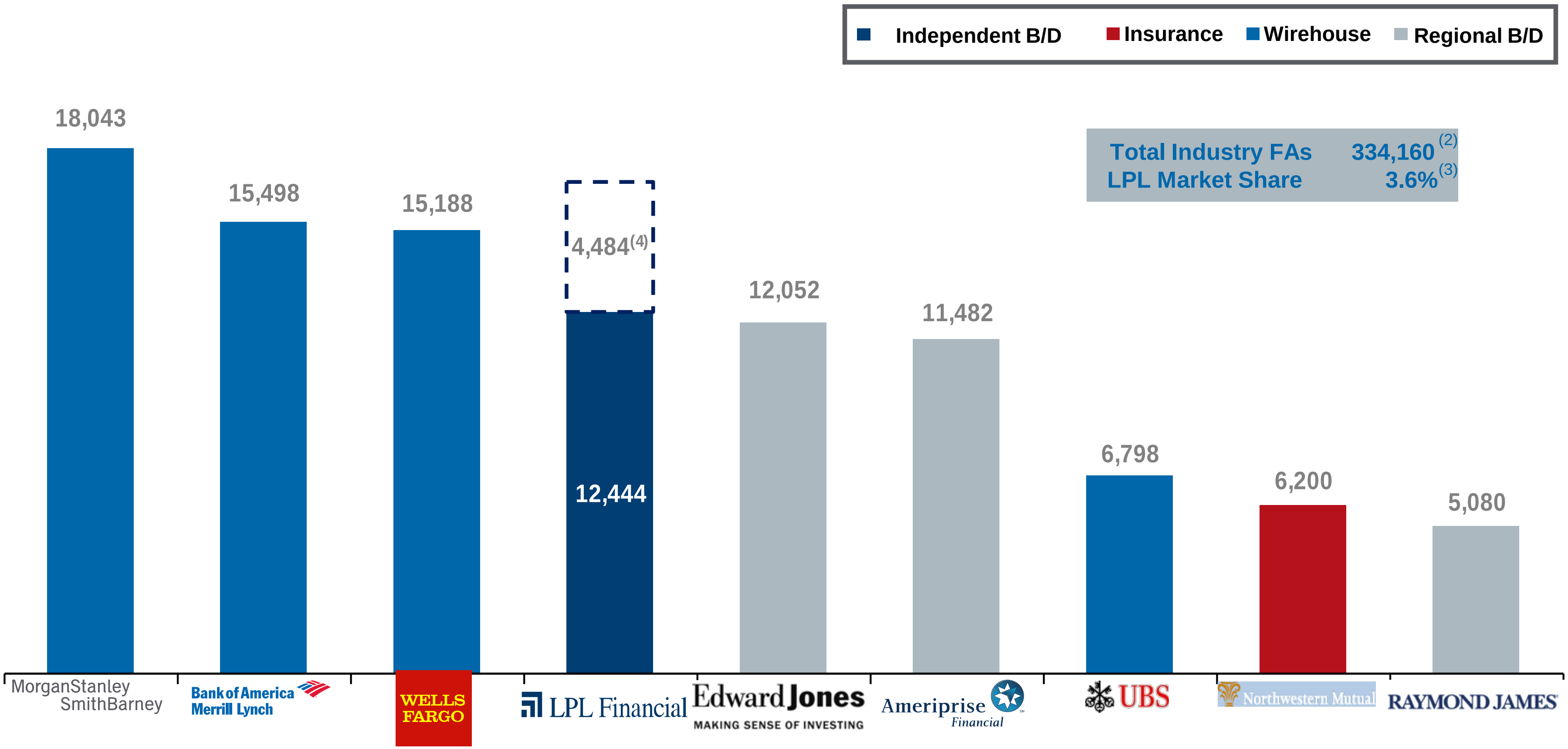
~9,300
Traditional Independent Advisors

~700
Registered Investment Advisors

~200
Retirement Partners

¬Established Leader with Scale

Select Competitor Broker / Dealers by Number of Financial Advisors[1]



(1) Source: Individual company financials; based on most recently available figures as of 12/31/10
(2) Source: Cerulli Associates as of 12/31/2009
(3) LPL market share as of 12/31/2009
(4) LPL provides support to additional financial advisors who are affiliated and licensed with insurance companies

Unique Competitor: Unbiased, Conflict Free ¬Business Model

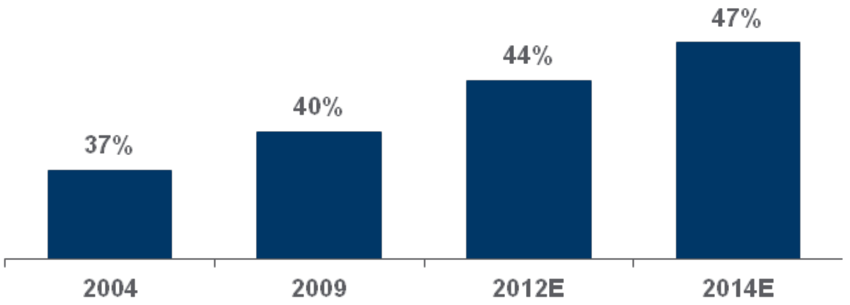
	No Proprietary Products	No Investment Banking	No Market Making	No Direct-to-Consumer Business	Supports Independent Financial Advisors	Fully Open Architecture
LPL Financial	✓	✓	✓	✓	✓	✓
MorganStanley SmithBarney	✗	✗	✗	✗	✗	✗
Bank of America Merrill Lynch	✗	✗	✗	✗	✗	✗
WELLS FARGO	✗	✗	✗	✗	✗	✗
Edward Jones	✓	✓	✓	✓	✗	✗
Ameriprise Financial	✗	✓	✓	✗	✗	✗
UBS	✗	✗	✗	✗	✗	✗
Northwestern Mutual	✗	✓	✓	✗	✗	✗
RAYMOND JAMES	✗	✗	✗	✗	✓	✗

¬Highly Attractive Secular Trends

Large and Growing Market

- Brokerage industry moving to independence
- Regulatory trends favorable to LPL's independent business model

Market Share of Independent Advisors
(% of total financial advisor headcount) (1)



Favorable Regulatory Trends

- 12b-1 reform
- Fiduciary standard for brokers
- Harmonization of RIA and broker standards / oversight

Net positive for LPL Financial

(1) Source: Cerulli Associates

Superior Support for Every Aspect of an Advisor’s Business

ADVISOR

Technology Platform	Practice Management and Training	Independent Research	Clearing Services & Compliance
Example: More than 2 million page views per day from 25,000 users	Example: 9,000 advisors use ClientsFirst to build their business	Example: 1,200 types of communication last year for advisors to use	Example: Service360 provides highly rated support

LPL FINANCIAL ENABLING PARTNER

One of the Largest Distributors of Financial ¬Products in the U.S.

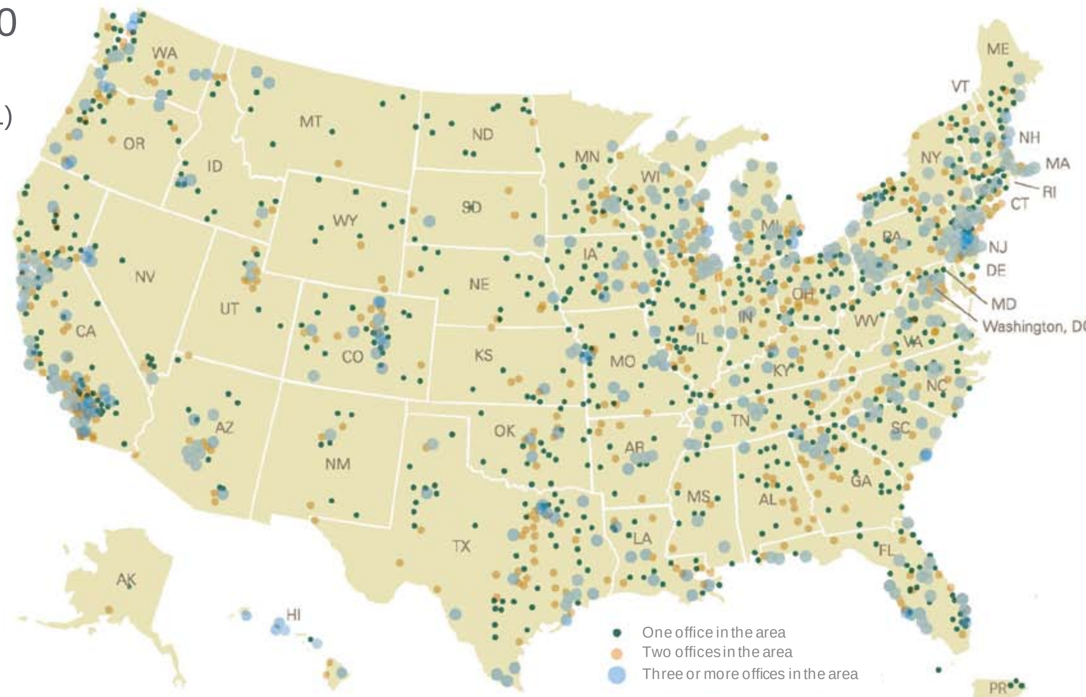
- National footprint of affiliated advisors serving four million accounts
- Open architecture platform offering 8,500 products from 400 manufacturers
- Majority of sales in packaged products (1)
  - Fixed Annuity sales

    ~ $4 billion
  - Variable Annuity sales

    > $8 billion
  - Brokerage Mutual Fund sales

    > $9 billion
  - Advisory sales of new assets

    > $27 billion
- Ability to negotiate superior economics from manufacturers due to volume, growth and market position

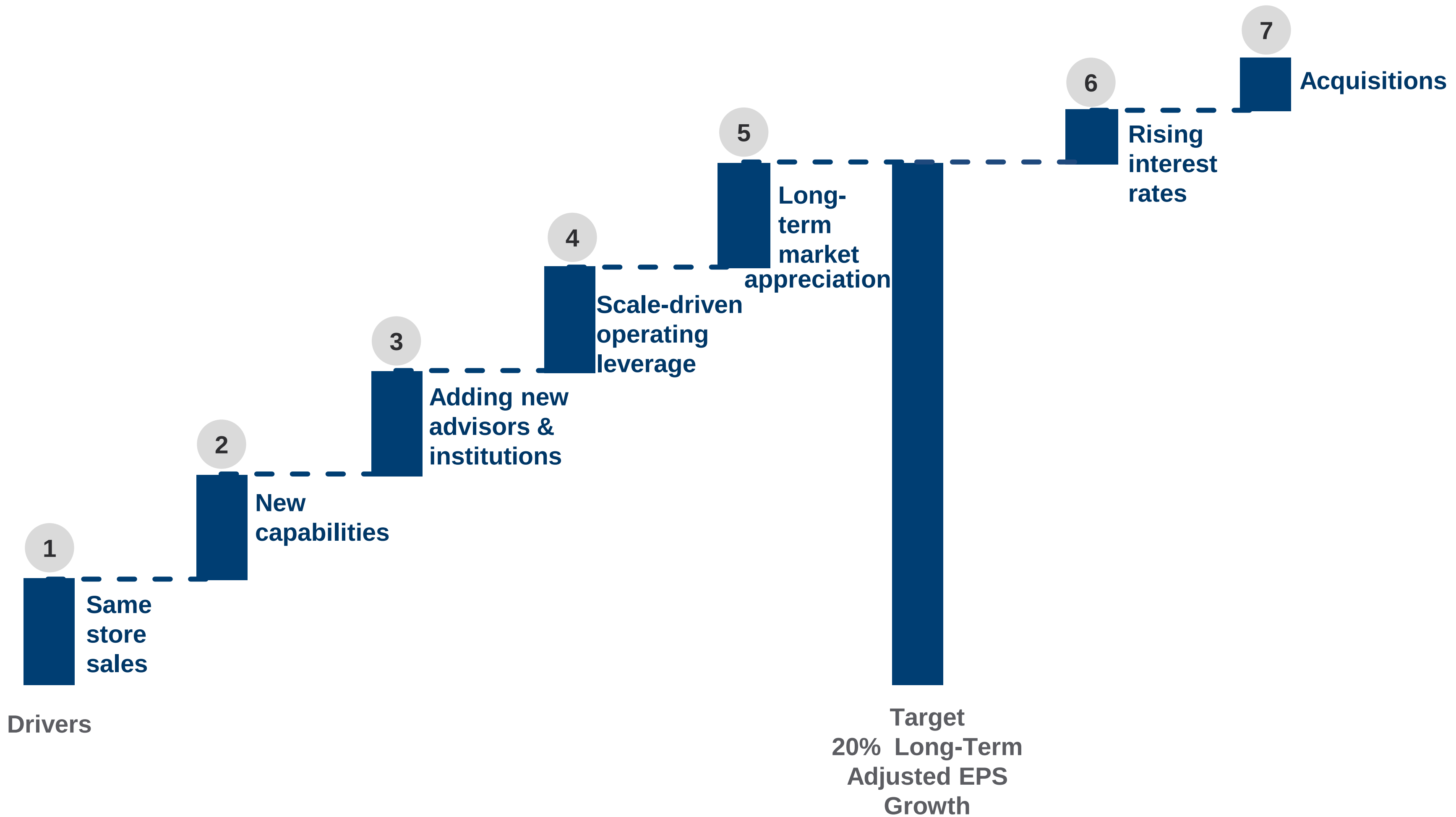


Breadth of unbiased product offerings highly attractive to our advisors

(1) Sales as of 2010.

¬Multiple Drivers of Growth for Adjusted EPS

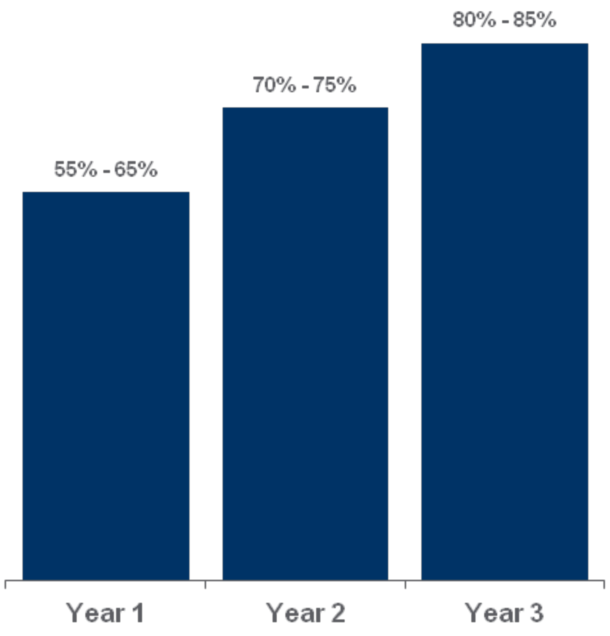
Drivers of Earnings Growth



1 ¬16,900+ Advisors Served Drive Significant Growth

- Practice growth for existing advisors:
  - Acquire new clients
  - Deepen existing relationships
- Predictable and naturally occurring ramp in production of new recruiting classes
- Mix shift toward fee based platforms driven by programs designed to educate advisors about benefits of advisory based solutions
  - Twice as profitable as commission business

Illustrative New Advisor Ramp Profile, % of TTM Revenue at Time of Joining LPL(1)



(1) For illustrative purposes only. Ramp profile will vary by type of advisor (independent vs. RIA vs. institution)
Ramping represents an individual advisor over successive twelve month periods; due to continual business development an annual advisor class ramps 30 – 35% in the first calendar year

Expansion of Business Model and Capabilities 2 ¬Generates New Revenue Sources

- Create new revenue sources via new capabilities
  - 2010 introduced Salesforce.com & rebalancing solution
    - Created new revenues & improves advisor productivity
  - Expanding health insurance offering
- Innovative solutions
  - 2010 launched unique offering: 3rd party ETFs in advisory platform
  - 2011 launched fee based variable annuities
- Extending capabilities into new areas
  - Expansion into Trust Dept. Wealth Management
  - Hybrid RIA
  - 401K plan consulting

Unmatched New Business Development Capabilities

3

- Ability to attract business from a broad array of channels, business models and practice sizes
- Over the last decade, 80% of advisor growth has been organic
- Value proposition: Superior economics; breadth of products, capabilities and services
- ***On average***, targeting 400 net new advisors per year

Market Segmented Business Development

- **Core Advisors $125K-$500K**
- **Masters Level > $750K**
- **RIAs**
- **Banks & Credit Unions**
- **Insurance Companies**
- **Employees**

Sources of Advisors

- **Wirehouses**
- **Regional B/Ds**
- **Independents**
- **RIAs**
- **Banks**
- **Insurance B/Ds**

Driving Profit Growth from Operating Leverage & ¬Market Appreciation

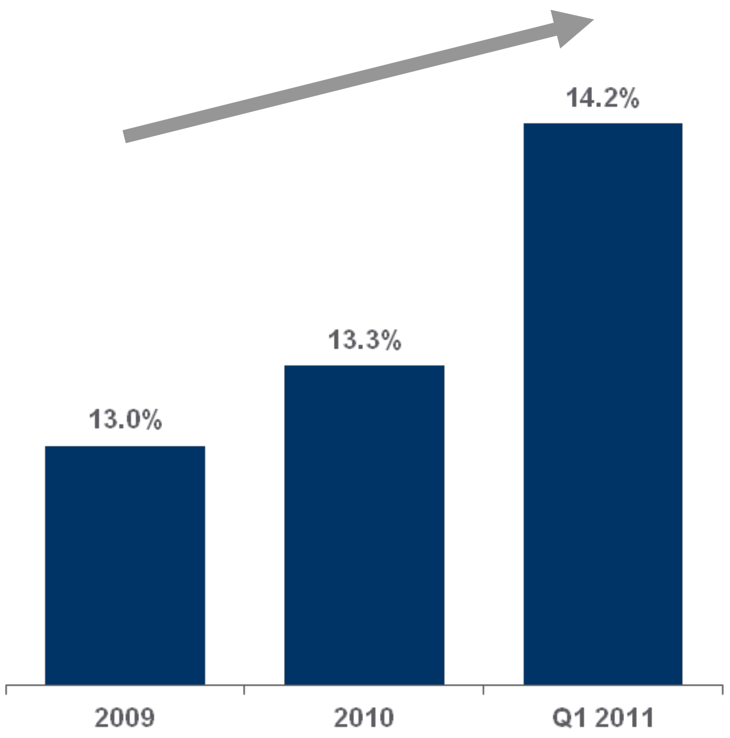
4 Operating Leverage

- Substantial investments already made in highly scalable Internet server-based technology
- Annual process improvement initiatives targeted to drive down costs
- Disciplined approach to G&A expense management

5 Long-Term Market Appreciation

- Diversified portfolio of client assets
- Long-term market returns of ~5%
  - Equities
  - Fixed income

Adjusted EBITDA Margin, as a % net revenue



Targeting 35 to 50 basis point margin growth per year

¬Upside from Rising Interest Rates and Acquisitions

6 Rising Interest Rates

- Rising interest rates creates incremental revenue on cash deposits of $19 billion[1]
- Each 25 bps increase in Fed Funds rate up to 125 bps expected to generate $15 million in incremental pretax profits

Historical Fed Funds Rate [2]

7 Acquisitions

- Transactions have been successful, fully integrated, and executed on attractive financial terms
- Highly disciplined approach to evaluation of acquisition opportunities
- Industry remains fragmented

Target	Advisors	Announced
Concord	--	2011
NRP National Retirement Partners – 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

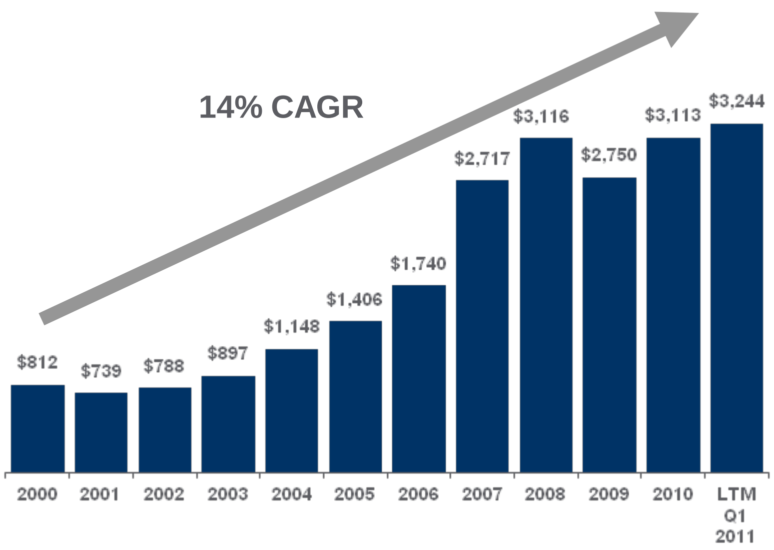
LPL is often viewed as partner of choice for acquisitions

(1) Based on daily average assets in March, 2011
(2) Source: Bloomberg

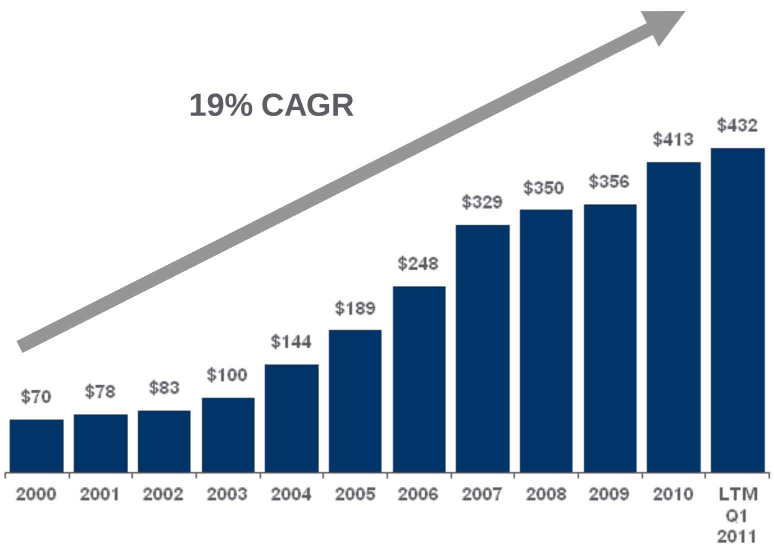
¬Compelling Track Record of Growth

- Revenue fueled from diverse sources with embedded growth - substantial portion is recurring and predictable
- Expenses are primarily variable - core G&A can be actively managed
- Strong cash flow generation supports financial flexibility

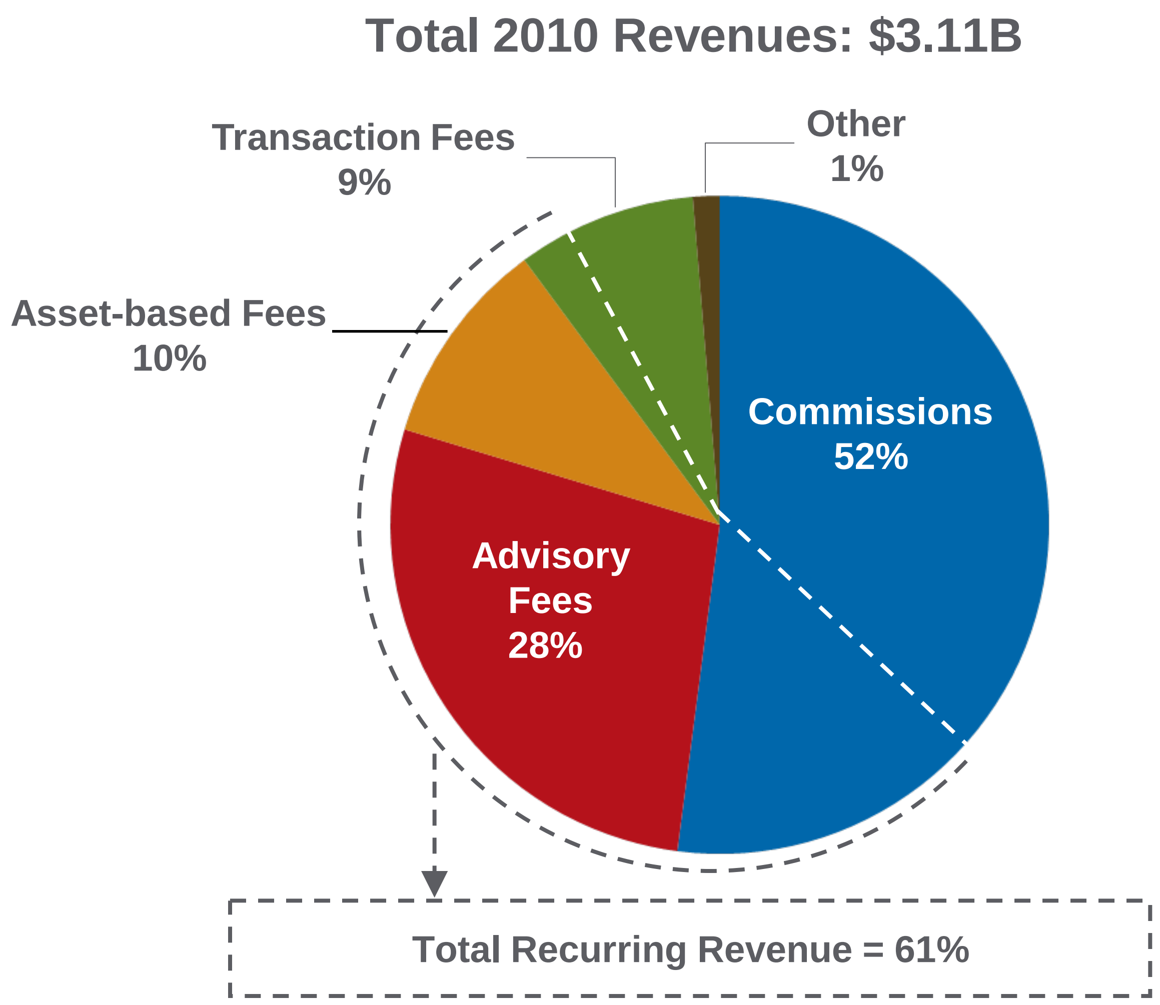
Net Revenue, $ in millions



Adjusted EBITDA, $ in millions



Revenues are Predictable & Recurring



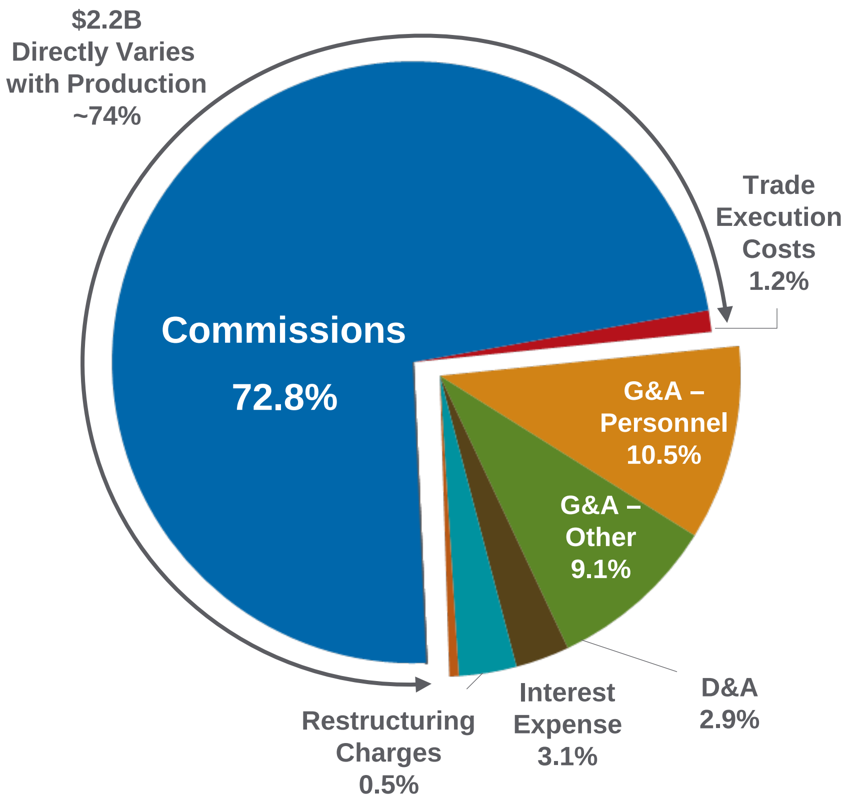
Flexible Cost Structure – Resilient Performance During Financial Crises

Summary Financial Results, FY ended Dec. 31,

($ in millions)	2008	2009	2010
Net Revenue	$3,116	$2,750	$3,113
Growth	*14.7%*	*(11.8)%*	*13.2%*
Adjusted EBITDA	$350	$356	$413
Growth	*6.4%*	*1.7%*	*16.0%*
Margin	*11.2%*	*13.0%*	*13.3%*
Adjusted Earnings	$109	$130	$173
Growth	*1.4%*	*19.0%*	*33.3%*
Margin	*3.5%*	*4.7%*	*5.5%*
S&P Growth (1)	(17.4)%	(22.3)%	20.2%

LPL Adjusted EBITDA grew despite decline in revenues

Breakdown of Normalized 2010 Costs(2)



Total Pre-tax Costs – 2010: $2.9B(2)

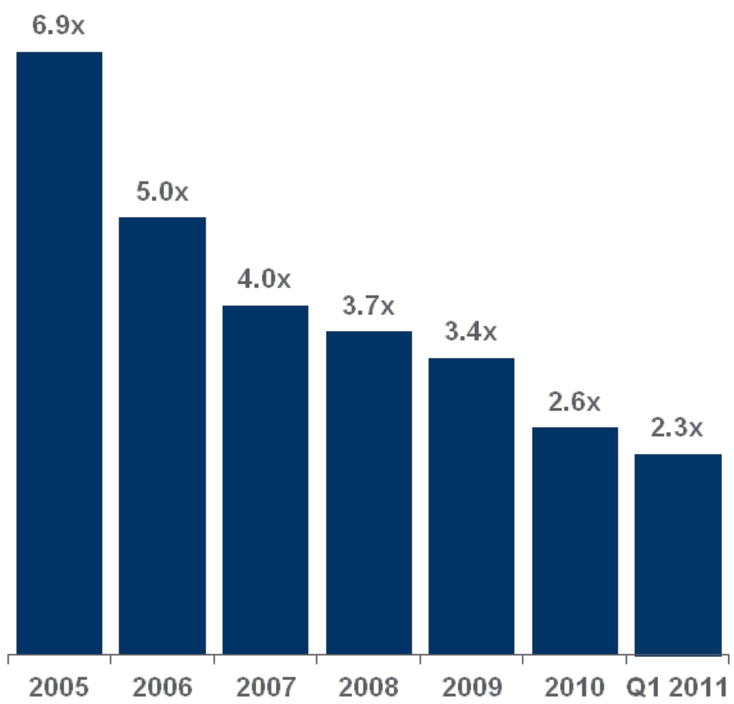
(1) Change in daily average level of the S&P 500 index

(2) Excludes loss on extinguishment of debt of $38mm and IPO-related share-based compensation charge of $222mm (recorded as a production expense)

¬De-Leveraging Profile

- Limited balance sheet risk
- Minimal required capital
- Not ratings sensitive
- Limited asset / credit risk
- De-leveraging a combination of higher adjusted EBITDA and building cash balances

De-Leveraging Profile, Net Debt / Adj. EBITDA



¬Key Investment Themes

- **Market leader:** #1 independent broker-dealer in the U.S.[1]
- **Attractive outlook:** Secular trend towards independence
- **Distinctive business model:** Multiple and diverse drivers of growth
- **Proven results:** Sustained track record of high growth
- **Investor focused:** Transparent financial model and management with significant equity ownership
- **Growth expectations:** Well positioned to achieve 20% long-term adjusted EPS growth

(1) As reported *in Financial Planning* magazine 1996-2010, based on total revenues

Appendix

¬Non-GAAP Financial Measures

Adjusted EBITDA is defined as EBITDA (net income plus interest expense, income tax expense, depreciation and amortization), further adjusted to exclude certain non-cash charges and other adjustments. The Company presents Adjusted EBITDA because the Company considers it a useful financial metric in assessing the Company's operating performance from period to period by excluding certain items that the Company believes are not representative of its core business, such as certain material non-cash items and other items that are outside the control of management. Adjusted 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.

Summary Financial Results, FY ended Dec.31

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	Q1 2010	Q1 2011
Net Income	$30	$38	$36	$16	$35	$43	$34	$61	$45	$48	($57)	$26	$49
Loss From Discontinued Operations	-	-	-	-	-	26	-	-	-	-	-	-	-
Interest Expense	-	-	-	-	-	1	125	123	116	101	90	24	18
Income Tax Expense	23	26	23	27	33	46	21	47	47	25	(32)	19	33
Depreciation and Amortization	3	4	8	12	16	18	65	79	100	108	86	26	18
EBITDA	**$56**	**$68**	**$67**	**$55**	**$84**	**$135**	**$245**	**$309**	**$309**	**$282**	**$88**	**$95**	**$118**
EBITDA Adjustments													
Share Based Compensation Exp.	-	-	-	-	-	8	3	2	4	6	10	3	4
Acquisition & Integration Related Exp.	-	-	-	-	-	34	1	16	18	3	13	0	1
Restructuring / Conversion	-	-	-	-	-	-	-	-	15	64	23	8	1
Debt Amendment & Extinguishment	-	-	-	-	-	-	-	-	-	-	39	0	-
Equity Issuance & IPO Costs	-	-	-	-	-	-	-	-	-	1	241	-	0
Other (1)	15	9	16	45	61	12	(2)	1	4	0	0	0	0
Adjusted EBITDA	**$70**	**$78**	**$83**	**$100**	**$144**	**$189**	**$248**	**$329**	**$350**	**$356**	**$413**	**$105**	**$124**

(1) Prior to 2005, EBITDA adjustments related to a loss on equity impairment, discontinued operations accounting treatment, and certain founder related costs

¬Non-GAAP Financial Measures (Cont’d)

Adjusted Earnings represents net income before: (a) share-based compensation expense, (b) amortization of intangible assets and software, a component of depreciation and amortization, resulting from the Company’s merger transaction in 2005 with the Majority Holders and its 2007 acquisitions, (c) acquisition and integration related expenses and (d) restructuring and conversion costs, (e) debt amendment and extinguishment costs, (f) equity issuance and IPO related costs and (g) other. Reconciling items are tax effected using the income tax rates in effect for the applicable period, adjusted for any potentially non-deductible amounts. In reporting its financial and operating results for the years ended December 31, 2010, 2009 and 2008, the Company renamed its non-GAAP performance measures to Adjusted Earnings and Adjusted Earnings per share (formerly known as Adjusted Net Income and Adjusted Net Income per share).

Summary Financial Results, FY ended Dec.31

	2008	2009	2010	Q1 2010	Q1 2011
Net Income	$45	$48	($57)	$26	$49
After-Tax:					
EBITDA Adjustments					
Share Based Compensation Expense	4	5	8	2	3
Acquisition & Integration Related Expenses	11	2	8	0	1
Restructuring / Conversion	9	39	14	5	1
Debt Amendment & Extinguishment Costs	-	-	23	0	-
Equity Issuance & IPO Costs	-	0	150	-	0
Other	2	0	0	0	0
Total EBITDA Adjustments	**26**	**46**	**203**	**7**	**4**
Amortization of Purchased Intangible Assets and Software	37	36	27	9	6
Adjusted Earnings	**$109**	**$130**	**$173**	**$41**	**$59**