

LPL Financial Holdings Inc. - Historical Monthly Activity Through October 2017

As of October 31, 2017

(End of Period \$ in billions, unless noted)	Oct 2017	Sep 2017	Aug 2017	Jul 2017	Jun 2017	May 2017	Apr 2017	Mar 2017	Feb 2017	Jan 2017	Dec 2016	Nov 2016	Oct 2016
<u>Assets Served</u>													
Brokerage Assets ⁽¹⁾	311.6	309.8	306.1	307.5	305.2	306.0	305.9	304.6	304.8	300.4	297.8	294.0	291.5
Advisory Assets ⁽²⁾	254.8	250.2	245.3	242.2	236.8	233.5	228.9	225.7	222.7	216.3	211.6	207.3	203.3
Total Brokerage and Advisory Assets	566.4	560.0	551.4	549.7	542.0	539.5	534.8	530.3	527.5	516.7	509.4	501.3	494.8
Net New Advisory Assets ⁽³⁾	1.7	1.7	2.7	2.5	2.0	2.5	1.4	2.3	2.0	1.7	1.9	1.8	1.1
Net New Brokerage Assets ⁽⁴⁾	(1.1)	(0.8)	(1.6)	(1.6)	(2.1)	(2.1)	(1.3)	(1.1)	(1.2)	(1.1)	(0.1)	(1.0)	(1.2)
Total Net New Assets	0.6	0.9	1.1	0.9	(0.1)	0.4	0.1	1.2	0.8	0.6	1.8	0.8	(0.1)
Net Brokerage to Advisory Conversions ⁽⁵⁾	0.7	0.5	0.7	0.7	0.6	0.8	0.6	0.7	0.9	0.7	0.6	0.6	0.5
Insured Cash Account Balances	21.5	21.9	22.0	21.5	20.8	20.9	21.4	22.0	21.7	22.0	22.8	21.9	21.3
Deposit Cash Account Balances	3.9	4.1	4.0	3.6	3.7	3.8	3.9	4.2	4.1	4.1	4.4	4.3	4.2
Money Market Account Cash Balances	2.3	2.3	2.3	2.2	3.3	3.6	3.7	3.8	3.8	3.9	4.1	4.0	4.0
Total Cash Sweep Balances	27.7	28.3	28.3	27.3	27.8	28.3	29.0	30.0	29.6	30.0	31.3	30.2	29.5
<u>Market Indices</u>													
S&P 500 (end of period)	2,575	2,519	2,472	2,470	2,423	2,412	2,384	2,363	2,364	2,279	2,239	2,199	2,126
Fed Funds Effective Rate (average bps)	116	116	116	116	104	91	91	79	66	66	54	41	40

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

(2) Consists of total advisory assets under custody at 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.