

LPL Financial Holdings Inc. - Historical Monthly Activity Through January 2023

As of January 31, 2023

(End of period \$ in billions, unless noted)	Jan 2023	Dec 2022	Nov 2022	Oct 2022	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022
<b>Assets<sup>(1)</sup></b>													
Advisory assets	615.2	583.1	599.0	569.3	542.6	580.0	593.4	558.6	591.8	586.3	624.3	612.9	619.6
Brokerage assets	549.7	527.7	536.9	517.3	495.8	524.9	530.9	506.0	528.6	509.5	538.8	531.9	538.2
<b>Total Advisory and Brokerage Assets</b>	<b>1,164.9</b>	<b>1,110.8</b>	<b>1,135.9</b>	<b>1,086.6</b>	<b>1,038.4</b>	<b>1,104.8</b>	<b>1,124.3</b>	<b>1,064.6</b>	<b>1,120.4</b>	<b>1,095.8</b>	<b>1,163.1</b>	<b>1,144.8</b>	<b>1,157.8</b>
<b>Total Net New Assets<sup>(2)(3)</sup></b>													
Net new advisory assets	4.0	7.4	3.6	1.6	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9
Net new brokerage assets	4.6	4.2	2.0	2.4	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1
<b>Total Net New Assets</b>	<b>8.6</b>	<b>11.7</b>	<b>5.6</b>	<b>4.0</b>	<b>5.4</b>	<b>9.7</b>	<b>4.8</b>	<b>10.5</b>	<b>24.8</b>	<b>1.9</b>	<b>6.3</b>	<b>5.2</b>	<b>6.1</b>
<b>Total Organic Net New Assets<sup>(4)</sup></b>													
Net new organic advisory assets	3.1	7.4	3.6	1.6	3.8	4.2	3.0	4.1	5.1	2.2	6.0	5.4	5.9
Net new organic brokerage assets	2.2	4.2	2.0	2.4	1.6	5.5	1.8	6.5	19.6	(0.3)	0.3	(0.2)	0.1
<b>Total Organic Net New Assets</b>	<b>5.4</b>	<b>11.7</b>	<b>5.6</b>	<b>4.0</b>	<b>5.4</b>	<b>9.7</b>	<b>4.8</b>	<b>10.5</b>	<b>24.8</b>	<b>1.9</b>	<b>6.3</b>	<b>5.2</b>	<b>6.1</b>
Net brokerage to advisory conversions <sup>(5)</sup>	0.6	0.5	0.7	0.3	0.4	0.9	0.4	0.5	0.6	0.7	0.9	0.9	1.2
<b>Client Cash Balances</b>													
Insured cash account sweep	43.5	46.8	45.4	46.9	47.7	47.1	41.9	40.8	37.3	34.1	32.6	29.9	29.6
Deposit cash account sweep	10.8	11.5	11.5	12.2	12.7	12.4	12.3	12.3	11.0	9.2	9.4	10.5	9.7
<b>Total Bank Sweep</b>	<b>54.3</b>	<b>58.4</b>	<b>56.8</b>	<b>59.1</b>	<b>60.3</b>	<b>59.5</b>	<b>54.2</b>	<b>53.1</b>	<b>48.3</b>	<b>43.3</b>	<b>42.0</b>	<b>40.4</b>	<b>39.4</b>
Money market sweep	2.9	3.0	3.0	3.1	3.2	3.2	13.9	15.0	17.1	16.9	18.2	18.4	17.3
<b>Total Client Cash Sweep Held by Third Parties</b>	<b>57.2</b>	<b>61.4</b>	<b>59.8</b>	<b>62.2</b>	<b>63.5</b>	<b>62.7</b>	<b>68.1</b>	<b>68.1</b>	<b>65.4</b>	<b>60.2</b>	<b>60.2</b>	<b>58.8</b>	<b>56.7</b>
Client cash account	2.5	2.7	2.7	3.0	3.3	3.1	1.3	1.5	1.8	1.4	1.6	1.7	1.8
<b>Total Client Cash Balances</b>	<b>59.7</b>	<b>64.1</b>	<b>62.5</b>	<b>65.2</b>	<b>66.8</b>	<b>65.8</b>	<b>69.4</b>	<b>69.6</b>	<b>67.2</b>	<b>61.7</b>	<b>61.7</b>	<b>60.4</b>	<b>58.4</b>
Net buy (sell) activity <sup>(6)</sup>	11.1	7.9	9.4	7.7	5.2	10.0	5.1	2.0	0.2	3.1	3.5	4.0	3.5
<b>Market Drivers</b>													
S&P 500 Index (end of period)	4,077	3,840	4,080	3,872	3,586	3,955	4,130	3,785	4,132	4,132	4,530	4,374	4,516
Russell 2000 Index (end of period)	1,932	1,761	1,887	1,847	1,665	1,844	1,885	1,708	1,864	1,864	2,070	2,048	2,028
Fed Funds daily effective rate (average bps)	433	409	377	308	260	233	164	119	76	33	20	8	8

Note: Totals may not foot due to rounding.

(1) Consists of total advisory and brokerage assets under custody at the Company's broker-dealer subsidiary, LPL Financial LLC ("LPL Financial").

(2) Consists of total client deposits into advisory or brokerage accounts less total client withdrawals from advisory or brokerage accounts, plus dividends, plus interest, minus advisory fees. The Company considers conversions from and to brokerage or advisory accounts as deposits and withdrawals, respectively.

(3) Total net new assets include acquired net new assets for the periods presented below:

<b>Acquired Net New Assets</b>	Jan 2023	Dec 2022	Nov 2022	Oct 2022	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022
Net new acquired advisory assets	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net new acquired brokerage assets	2.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Acquired Net New Assets</b>	<b>3.2</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>(4) Organic Net New Assets from Enterprises</b>	Jan 2023	Dec 2022	Nov 2022	Oct 2022	Sep 2022	Aug 2022	Jul 2022	Jun 2022	May 2022	Apr 2022	Mar 2022	Feb 2022	Jan 2022
Net new organic advisory assets	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	1.3	0.0	0.0	0.0	0.0
Net new organic brokerage assets	0.0	0.0	0.2	0.4	0.2	4.0	0.9	5.8	18.2	0.0	0.0	0.0	0.0
<b>Total Organic Net New Assets from Enterprises</b>	<b>0.0</b>	<b>0.0</b>	<b>0.2</b>	<b>0.4</b>	<b>0.2</b>	<b>4.3</b>	<b>0.9</b>	<b>5.8</b>	<b>19.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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

(6) Represents the amount of securities purchased less the amount of securities sold in client accounts custodied with LPL Financial.