LPL Financial Holdings Inc. - Historical Monthly Activity Through April 2019

As of April 30, 2019

(End of Period $ in billions, unless noted)	Apr 2019	Mar 2019	Feb 2019	Jan 2019	Dec 2018	Nov 2018	Oct 2018	Sep 2018	Aug 2018	Jul 2018	Jun 2018	May 2018	Apr 2018
Assets Served													
Advisory Assets[1]	320.5	311.9	306.4	298.5	282.0	297.0	291.7	306.1	304.4	298.5	291.5	290.3	284.7
Brokerage Assets[2]	378.8	372.1	369.2	362.3	346.0	362.7	357.5	374.9	374.4	370.4	367.5	369.2	367.6
Total Brokerage and Advisory Assets[3]	**699.3**	**684.0**	**675.6**	**660.8**	**628.1**	**659.7**	**649.3**	**681.0**	**678.7**	**668.9**	**659.1**	**659.5**	**652.3**
Assets Served Prior to NPH*													
Advisory Assets[1]											277.4	276.4	270.9
Brokerage Assets[2]											309.4	310.6	309.2
Total Brokerage and Advisory Assets											**586.8**	**587.0**	**580.1**
Net New Assets													
Net New Advisory Assets[4]	1.6	2.2	1.5	0.9	0.9	2.0	2.1	2.2	1.5	1.5	1.3	1.9	1.1
Net New Brokerage Assets[5]	(1.0)	0.1	(0.6)	(0.2)	(0.1)	0.9	0.1	0.5	(0.2)	(1.1)	(1.2)	(1.6)	1.0
Total Net New Assets	**0.7**	**2.3**	**0.9**	**0.7**	**0.8**	**2.9**	**2.2**	**2.7**	**1.3**	**0.4**	**0.1**	**0.3**	**2.1**
Net New Assets Prior to NPH*													
Net New Advisory Assets[4]											1.2	1.9	1.1
Net New Brokerage Assets[5]											(0.9)	(1.0)	(1.2)
Total Net New Assets											**0.3**	**0.8**	**(0.1)**
Net Brokerage to Advisory Conversions[6]	0.6	0.5	0.5	0.3	0.3	0.5	0.6	0.5	0.6	0.5	0.5	0.6	0.6
Cash Sweep Balances													
Insured Cash Account Balances	20.7	21.7	21.8	22.9	24.8	21.8	21.4	21.0	21.1	21.4	21.7	21.8	22.2
Deposit Cash Account Balances	4.1	4.3	4.3	4.5	5.1	4.3	4.2	3.9	3.9	3.8	4.0	4.0	4.0
Money Market Account Cash Balances	4.4	4.8	4.7	4.8	4.9	3.9	3.5	3.3	3.1	2.9	2.9	2.8	2.7
Total Cash Sweep Balances	**29.2**	**30.7**	**30.8**	**32.2**	**34.9**	**29.9**	**29.1**	**28.2**	**28.1**	**28.2**	**28.6**	**28.6**	**28.9**
Cash Sweep Balances Prior to NPH*													
Insured Cash Account Balances											20.6	20.7	21.2
Deposit Cash Account Balances											3.6	3.6	3.6
Money Market Account Cash Balances											2.3	2.2	2.1
Total Cash Sweep Balances											**26.6**	**26.5**	**26.9**
Net Buy (Sell) Activity	3.9	3.6	4.4	5.0	(1.7)	1.8	2.1	2.8	3.4	3.0	2.8	3.1	2.6
Market Indices													
S&P 500 (end of period)	2,946	2,834	2,784	2,704	2,507	2,760	2,712	2,914	2,902	2,816	2,718	2,705	2,648
Fed Funds Effective Rate (average bps)	242	240	240	240	227	220	219	195	191	191	182	170	169

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

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

(2) Consists of brokerage assets serviced by advisors licensed with LPL Financial.

(3) The July 2018 total reflects a reduction of $2.3 billion in assets related to the NPH acquisition. These assets were incorrectly attributed to the Company by a product sponsor from January 2018 until the product sponsor corrected its reporting in July 2018. Revenue reported by the product sponsor was correct and therefore there was no economic impact to the Company. Prior periods have not been restated.

(4) 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.

(5) 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.

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