

## LPL Financial Holdings Inc. - Historical Monthly Activity Through May 2019

As of May 31, 2019

(End of Period \$ in billions, unless noted)	May 2019	Apr 2019	Mar 2019	Feb 2019	Jan 2019	Dec 2018	Nov 2018	Oct 2018	Sep 2018	Aug 2018	Jul 2018	Jun 2018	May 2018
<b><u>Assets Served</u></b>													
Advisory Assets <sup>(1)</sup>	311.3	320.5	311.9	306.4	298.5	282.0	297.0	291.7	306.1	304.4	298.5	291.5	290.3
Brokerage Assets <sup>(2)</sup>	366.0	378.8	372.1	369.2	362.3	346.0	362.7	357.5	374.9	374.4	370.4	367.5	369.2
<b>Total Brokerage and Advisory Assets<sup>(3)</sup></b>	<b>677.3</b>	<b>699.3</b>	<b>684.0</b>	<b>675.6</b>	<b>660.8</b>	<b>628.1</b>	<b>659.7</b>	<b>649.3</b>	<b>681.0</b>	<b>678.7</b>	<b>668.9</b>	<b>659.1</b>	<b>659.5</b>
<b><u>Assets Served Prior to NPH*</u></b>													
Advisory Assets <sup>(1)</sup>												277.4	276.4
Brokerage Assets <sup>(2)</sup>												309.4	310.6
<b>Total Brokerage and Advisory Assets</b>												<b>586.8</b>	<b>587.0</b>
<b><u>Net New Assets</u></b>													
Net New Advisory Assets <sup>(4)</sup>	2.5	1.6	2.2	1.5	0.9	0.9	2.0	2.1	2.2	1.5	1.5	1.3	1.9
Net New Brokerage Assets <sup>(5)</sup>	(1.1)	(1.0)	0.1	(0.6)	(0.2)	(0.1)	0.9	0.1	0.5	(0.2)	(1.1)	(1.2)	(1.6)
<b>Total Net New Assets</b>	<b>1.4</b>	<b>0.7</b>	<b>2.3</b>	<b>0.9</b>	<b>0.7</b>	<b>0.8</b>	<b>2.9</b>	<b>2.2</b>	<b>2.7</b>	<b>1.3</b>	<b>0.4</b>	<b>0.1</b>	<b>0.3</b>
<b><u>Net New Assets Prior to NPH*</u></b>													
Net New Advisory Assets <sup>(4)</sup>												1.2	1.9
Net New Brokerage Assets <sup>(5)</sup>												(0.9)	(1.0)
<b>Total Net New Assets</b>												<b>0.3</b>	<b>0.8</b>
Net Brokerage to Advisory Conversions <sup>(6)</sup>	0.8	0.6	0.5	0.5	0.3	0.3	0.5	0.6	0.5	0.6	0.5	0.5	0.6
<b><u>Client Cash Balances</u></b>													
Insured Cash Account Balances	20.9	20.7	21.7	21.8	22.9	24.8	21.8	21.4	21.0	21.1	21.4	21.7	21.8
Deposit Cash Account Balances	4.2	4.1	4.3	4.3	4.5	5.1	4.3	4.2	3.9	3.9	3.8	4.0	4.0
<b>Total Insured Sweep Balances</b>	<b>25.1</b>	<b>24.8</b>	<b>26.0</b>	<b>26.1</b>	<b>27.4</b>	<b>29.9</b>	<b>26.1</b>	<b>25.6</b>	<b>24.9</b>	<b>25.0</b>	<b>25.2</b>	<b>25.7</b>	<b>25.8</b>
Money Market Sweep Balances	4.0	4.4	4.8	4.7	4.8	4.9	3.9	3.5	3.3	3.1	2.9	2.9	2.8
Purchased Money Market Funds	0.8	0.4	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Total Money Market Balances</b>	<b>4.7</b>	<b>4.8</b>	<b>4.8</b>	<b>4.7</b>	<b>4.8</b>	<b>4.9</b>	<b>3.9</b>	<b>3.5</b>	<b>3.3</b>	<b>3.1</b>	<b>2.9</b>	<b>2.9</b>	<b>2.8</b>
<b>Total Client Cash Balances</b>	<b>29.8</b>	<b>29.6</b>	<b>30.7</b>	<b>30.8</b>	<b>32.2</b>	<b>34.9</b>	<b>29.9</b>	<b>29.1</b>	<b>28.2</b>	<b>28.1</b>	<b>28.2</b>	<b>28.6</b>	<b>28.6</b>
<b><u>Client Cash Balances Prior to NPH*</u></b>													
Insured Cash Account Balances												20.6	20.7
Deposit Cash Account Balances												3.6	3.6
<b>Total Insured Sweep Balances</b>												<b>24.2</b>	<b>24.3</b>
Money Market Sweep Balances												2.3	2.2
Purchased Money Market Funds												n/a	n/a
<b>Total Money Market Balances</b>												<b>2.3</b>	<b>2.2</b>
<b>Total Client Cash Balances</b>												<b>26.6</b>	<b>26.5</b>
Net Buy (Sell) Activity	3.8	3.9	3.6	4.4	5.0	(1.7)	1.8	2.1	2.8	3.4	3.0	2.8	3.1
<b><u>Market Indices</u></b>													
S&P 500 (end of period)	2,752	2,946	2,834	2,784	2,704	2,507	2,760	2,712	2,914	2,902	2,816	2,718	2,705
Fed Funds Effective Rate (average bps)	239	242	240	240	240	227	220	219	195	191	191	182	170

\* 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.