

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended December 31, 2018
(\$ in millions)

	Unaffiliated ¹	Institutional	Broker-Dealer	Total
EQUITY FUNDS				
Beginning Assets	\$25,476	\$5,167	\$32,071	\$62,714
Sales ²	1,313	85	493	1,891
Redemptions	(2,892)	(1,316)	(957)	(5,165)
Net Exchanges	(258)	511	(311)	(58)
Net Flows	(1,837)	(720)	(775)	(3,332)
Market Action	(3,754)	(812)	(4,817)	(9,383)
Ending Assets	\$19,885	\$3,635	\$26,479	\$49,999
FIXED INCOME FUNDS				
Beginning Assets	\$5,615	\$20	\$9,776	\$15,411
Sales ²	360	0	177	537
Redemptions	(733)	0	(303)	(1,036)
Net Exchanges	94	0	(177)	(83)
Net Flows	(279)	0	(303)	(582)
Market Action	(346)	0	(219)	(565)
Ending Assets	\$4,990	\$20	\$9,254	\$14,264
MONEY MARKET FUNDS				
Beginning Assets	\$81	\$0	\$1,336	\$1,417
Sales ²	1	0	288	289
Redemptions	(13)	0	(288)	(301)
Net Exchanges	33	0	108	141
Net Flows	21	0	108	129
Market Action	0	0	0	0
Ending Assets	\$102	\$0	\$1,444	\$1,546
TOTAL				
Beginning Assets	\$31,172	\$5,187	\$43,183	\$79,542
Sales ²	1,674	85	958	2,717
Redemptions	(3,638)	(1,316)	(1,548)	(6,502)
Net Exchanges	(131)	511	(380)	0
Net Flows	(2,095)	(720)	(970)	(3,785)
Market Action	(4,100)	(812)	(5,036)	(9,948)
Ending Assets	\$24,977	\$3,655	\$37,177	\$65,809

1 Unaffiliated includes National channel (home office and wholesale), Defined Contribution Investment Only "DCIO", Registered Investment Advisor "RIA" and Variable Annuity "VA"

2 Sales is primarily gross sales (net of sales commissions). This amount also includes net reinvested dividends & capital gains and investment income