

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended September 30, 2018
(\$ in millions)

	Unaffiliated ¹	Institutional	Broker-Dealer	Total
EQUITY FUNDS				
Beginning Assets	\$25,083	\$5,185	\$31,262	\$61,530
Sales ²	1,200	82	510	1,792
Redemptions	(1,950)	(489)	(1,036)	(3,475)
Net Exchanges	279	0	(346)	(67)
Net Flows	(471)	(407)	(872)	(1,750)
Market Action	864	389	1,681	2,934
Ending Assets	\$25,476	\$5,167	\$32,071	\$62,714
FIXED INCOME FUNDS				
Beginning Assets	\$5,618	\$65	\$9,920	\$15,603
Sales ²	387	1	183	571
Redemptions	(465)	(46)	(315)	(826)
Net Exchanges	73	0	7	80
Net Flows	(5)	(45)	(125)	(175)
Market Action	2	0	(19)	(17)
Ending Assets	\$5,615	\$20	\$9,776	\$15,411
MONEY MARKET FUNDS				
Beginning Assets	\$81	\$0	\$1,437	\$1,518
Sales ²	2	0	181	183
Redemptions	(10)	0	(261)	(271)
Net Exchanges	8	0	(21)	(13)
Net Flows	0	0	(101)	(101)
Market Action	0	0	0	0
Ending Assets	\$81	\$0	\$1,336	\$1,417
TOTAL				
Beginning Assets	\$30,782	\$5,250	\$42,619	\$78,651
Sales ²	1,589	83	874	2,546
Redemptions	(2,425)	(535)	(1,612)	(4,572)
Net Exchanges	360	0	(360)	0
Net Flows	(476)	(452)	(1,098)	(2,026)
Market Action	866	389	1,662	2,917
Ending Assets	\$31,172	\$5,187	\$43,183	\$79,542

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