

WADDELL & REED FINANCIAL, INC.

ASSET FLOWS

For the quarter ended September 30, 2016

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$27,666	\$30,340	\$8,499	\$66,505
Sales*	864	595	176	1,635
Redemptions	(4,096)	(1,066)	(1,033)	(6,195)
Net Exchanges	90	(356)	32	(234)
<i>Net Flows</i>	(3,142)	(827)	(825)	(4,794)
Market Action	1,265	1,519	441	3,225
Ending Assets	\$25,789	\$31,032	\$8,115	\$64,936
FIXED INCOME FUNDS				
Beginning Assets	\$7,364	\$9,962	\$494	\$17,820
Sales*	447	197	4	648
Redemptions	(674)	(196)	(18)	(888)
Net Exchanges	56	73	1	130
<i>Net Flows</i>	(171)	74	(13)	(110)
Market Action	171	102	(1)	272
Ending Assets	\$7,364	\$10,138	\$480	\$17,982
MONEY MARKET FUNDS				
Beginning Assets	\$167	\$1,959	\$0	\$2,126
Sales*	9	232	0	241
Redemptions	(54)	(280)	0	(334)
Net Exchanges	15	89	0	104
<i>Net Flows</i>	(30)	41	0	11
Market Action	0	0	0	0
Ending Assets	\$137	\$2,000	\$0	\$2,137
TOTAL				
Beginning Assets	\$35,197	\$42,261	\$8,993	\$86,451
Sales*	1,320	1,024	180	2,524
Redemptions	(4,824)	(1,542)	(1,051)	(7,417)
Net Exchanges	161	(194)	33	0
<i>Net Flows</i>	(3,343)	(712)	(838)	(4,893)
Market Action	1,436	1,621	440	3,497
Ending Assets	\$33,290	\$43,170	\$8,595	\$85,055

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