

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended December 31, 2017

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$24,410	\$31,520	\$6,261	\$62,191
Sales*	1,222	527	65	1,814
Redemptions	(1,993)	(1,348)	(511)	(3,852)
Net Exchanges	245	(370)	0	(125)
Net Flows	(526)	(1,191)	(446)	(2,163)
Market Action	1,139	1,517	380	3,036
Ending Assets	\$25,023	\$31,846	\$6,195	\$63,064
FIXED INCOME FUNDS				
Beginning Assets	\$6,558	\$10,465	\$104	\$17,127
Sales*	354	226	1	581
Redemptions	(897)	(370)	(10)	(1,277)
Net Exchanges	52	(4)	0	48
Net Flows	(491)	(148)	(9)	(648)
Market Action	(49)	(64)	(1)	(114)
Ending Assets	\$6,018	\$10,253	\$94	\$16,365
MONEY MARKET FUNDS				
Beginning Assets	\$94	\$1,487	\$0	\$1,581
Sales*	1	324	0	325
Redemptions	(22)	(308)	0	(330)
Net Exchanges	19	58	0	77
Net Flows	(2)	74	0	72
Market Action	0	0	0	0
Ending Assets	\$92	\$1,561	\$0	\$1,653
TOTAL				
Beginning Assets	\$31,062	\$43,472	\$6,365	\$80,899
Sales*	1,577	1,077	66	2,720
Redemptions	(2,912)	(2,026)	(521)	(5,459)
Net Exchanges	316	(316)	0	0
Net Flows	(1,019)	(1,265)	(455)	(2,739)
Market Action	1,090	1,453	379	2,922
Ending Assets	\$31,133	\$43,660	\$6,289	\$81,082

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