

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

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

	Unaffiliated ¹	Institutional	Broker-Dealer	Total
EQUITY FUNDS				
Beginning Assets	\$25,023	\$6,195	\$31,846	\$63,064
Sales ²	1,798	551	567	2,916
Redemptions	(2,021)	(603)	(1,268)	(3,892)
Net Exchanges	203	0	(279)	(76)
Net Flows	(20)	(52)	(980)	(1,052)
Market Action	177	213	399	789
Ending Assets	\$25,180	\$6,356	\$31,265	\$62,801
FIXED INCOME FUNDS				
Beginning Assets	\$6,018	\$94	\$10,253	\$16,365
Sales ²	446	1	204	651
Redemptions	(653)	(1)	(341)	(995)
Net Exchanges	32	0	(15)	17
Net Flows	(175)	0	(152)	(327)
Market Action	(55)	(1)	(148)	(204)
Ending Assets	\$5,788	\$93	\$9,953	\$15,834
MONEY MARKET FUNDS				
Beginning Assets	\$92	\$0	\$1,561	\$1,653
Sales ²	1	0	230	231
Redemptions	(18)	0	(349)	(367)
Net Exchanges	12	0	47	59
Net Flows	(5)	0	(72)	(77)
Market Action	0	0	0	0
Ending Assets	\$87	\$0	\$1,489	\$1,576
TOTAL				
Beginning Assets	\$31,133	\$6,289	\$43,660	\$81,082
Sales ²	2,245	552	1,001	3,798
Redemptions	(2,692)	(604)	(1,958)	(5,254)
Net Exchanges	247	0	(247)	0
Net Flows	(200)	(52)	(1,204)	(1,456)
Market Action	122	212	251	585
Ending Assets	\$31,055	\$6,449	\$42,707	\$80,211

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