

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

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

	Unaffiliated ¹	Institutional	Broker-Dealer	Total
EQUITY FUNDS				
Beginning Assets	\$25,180	\$6,356	\$31,265	\$62,801
Sales ²	1,348	153	615	2,116
Redemptions	(2,015)	(1,624)	(1,141)	(4,780)
Net Exchanges	234	0	(525)	(291)
Net Flows	(433)	(1,471)	(1,051)	(2,955)
Market Action	336	300	1,048	1,684
Ending Assets	\$25,083	\$5,185	\$31,262	\$61,530
FIXED INCOME FUNDS				
Beginning Assets	\$5,788	\$93	\$9,953	\$15,834
Sales ²	430	0	208	638
Redemptions	(621)	(28)	(348)	(997)
Net Exchanges	47	0	191	238
Net Flows	(144)	(28)	51	(121)
Market Action	(26)	0	(84)	(110)
Ending Assets	\$5,618	\$65	\$9,920	\$15,603
MONEY MARKET FUNDS				
Beginning Assets	\$87	\$0	\$1,489	\$1,576
Sales ²	1	0	179	180
Redemptions	(10)	0	(281)	(291)
Net Exchanges	3	0	50	53
Net Flows	(6)	0	(52)	(58)
Market Action	0	0	0	0
Ending Assets	\$81	\$0	\$1,437	\$1,518
TOTAL				
Beginning Assets	\$31,055	\$6,449	\$42,707	\$80,211
Sales ²	1,779	153	1,002	2,934
Redemptions	(2,646)	(1,652)	(1,770)	(6,068)
Net Exchanges	284	0	(284)	0
Net Flows	(583)	(1,499)	(1,052)	(3,134)
Market Action	310	300	964	1,574
Ending Assets	\$30,782	\$5,250	\$42,619	\$78,651

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