

WADDELL & REED FINANCIAL, INC.
AVERAGE ASSETS UNDER MANAGEMENT & MANAGEMENT FEES
For the quarter ended

	March 31, 2018				June 30, 2018				September 30, 2018				December 31, 2018			
	Unaffiliated	Institutional	Broker-Dealer	Total	Unaffiliated	Institutional	Broker-Dealer	Total	Unaffiliated	Institutional	Broker-Dealer	Total	Unaffiliated	Institutional	Broker-Dealer	Total
Average Assets Under Management (in millions)																
Equity	\$24,919	\$6,392	\$33,052	\$64,363	\$25,045	\$5,664	\$31,795	\$62,504	\$24,946	\$5,176	\$32,121	\$62,242	\$21,773	\$4,430	\$28,857	\$55,060
Fixed Income	5,802	93	10,249	16,144	5,710	79	9,888	15,677	5,595	27	9,856	15,478	5,324	20	9,494	14,838
Money Market	94	0	1,812	1,906	91	0	1,722	1,813	90	0	1,652	1,742	95	0	1,599	1,694
Total	\$30,814	\$6,486	\$45,113	\$82,413	\$30,846	\$5,743	\$43,404	\$79,994	\$30,630	\$5,203	\$43,629	\$79,462	\$27,192	\$4,450	\$39,950	\$71,592
Management Fees (in thousands)																
Equity	\$45,942	\$5,974	\$59,335	\$111,251	\$46,609	\$5,579	\$57,166	\$109,355	\$45,691	\$5,313	\$56,819	\$107,823	\$39,018	\$4,544	\$50,545	\$94,107
Fixed Income	8,011	159	12,691	20,862	7,884	155	11,451	19,490	7,818	26	12,136	19,981	7,457	16	11,485	18,958
Money Market	79	-	1,500	1,579	82	-	1,463	1,546	78	-	1,420	1,498	82	-	1,374	1,456
Total	\$54,032	\$6,134	\$73,526	\$133,692	\$54,576	\$5,735	\$70,081	\$130,391	\$53,587	\$5,340	\$70,375	\$129,302	\$46,558	\$4,560	\$63,404	\$114,521
Management Fee Rates																
Equity	0.748%	0.379%	0.728%	0.701%	0.746%	0.395%	0.721%	0.702%	0.727%	0.407%	0.702%	0.687%	0.711%	0.407%	0.695%	0.678%
Fixed Income	0.560%	0.692%	0.502%	0.524%	0.554%	0.792%	0.465%	0.499%	0.554%	0.384%	0.489%	0.512%	0.556%	0.325%	0.480%	0.507%
Money Market	0.342%	-	0.336%	0.336%	0.362%	-	0.341%	0.342%	0.345%	-	0.341%	0.341%	0.344%	N/A	0.341%	0.341%
Effective Fee Rate	0.711%	0.384%	0.661%	0.658%	0.710%	0.400%	0.648%	0.654%	0.694%	0.407%	0.640%	0.646%	0.679%	0.407%	0.630%	0.635%

1 Unaffiliated includes National channel (home office and wholesale), DCIO, RIA and VA

* Columns may not foot due to rounding