

**WADDELL & REED FINANCIAL, INC.**  
**ASSET FLOWS**

For the quarter ended March 31, 2019  
(\$ in millions)

	Unaffiliated <sup>1</sup>	Institutional	Broker-Dealer	Total
<b>EQUITY FUNDS</b>				
Beginning Assets	\$19,885	\$3,635	\$26,480	\$50,000
Sales <sup>2</sup>	1,168	141	423	1,732
Redemptions	(1,856)	(357)	(1,051)	(3,264)
Net Exchanges	214	0	(228)	(14)
<b>Net Flows</b>	(474)	(216)	(856)	(1,546)
Market Action	\$2,771	\$614	\$3,811	\$7,196
Ending Assets	22,182	4,033	29,435	55,650
<b>FIXED INCOME FUNDS</b>				
Beginning Assets	\$4,990	\$20	\$9,254	\$14,264
Sales <sup>2</sup>	423	0	162	585
Redemptions	(430)	0	(305)	(735)
Net Exchanges	58	0	(67)	(9)
<b>Net Flows</b>	51	0	(210)	(159)
Market Action	\$195	\$0	\$255	\$450
Ending Assets	\$5,236	20	9,299	14,555
<b>MONEY MARKET FUNDS</b>				
Beginning Assets	\$102	\$0	\$1,443	\$1,545
Sales <sup>2</sup>	2	0	169	171
Redemptions	(20)	0	(270)	(290)
Net Exchanges	4	0	19	23
<b>Net Flows</b>	(14)	0	(82)	(96)
Market Action	\$0	\$0	\$0	\$0
Ending Assets	\$88	0	1,361	1,449
<b>TOTAL</b>				
Beginning Assets	\$24,977	\$3,655	\$37,177	\$65,809
Sales <sup>2</sup>	1,593	141	754	2,488
Redemptions	(2,306)	(357)	(1,626)	(4,289)
Net Exchanges	276	0	(276)	0
<b>Net Flows</b>	(437)	(216)	(1,148)	(1,801)
Market Action	\$2,966	\$614	\$4,066	\$7,646
Ending Assets	\$27,506	4,053	40,095	71,654

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