

WADDELL & REED FINANCIAL, INC.

ASSET FLOWS

For the quarter ended December 31, 2016

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$25,789	\$31,032	\$8,115	\$64,936
Sales*	862	573	239	1,674
Redemptions	(3,363)	(1,055)	(973)	(5,391)
Net Exchanges	(16)	(153)	171	2
<i>Net Flows</i>	(2,517)	(635)	(563)	(3,715)
Market Action	11	75	(49)	37
Ending Assets	\$23,283	\$30,472	\$7,503	\$61,258
FIXED INCOME FUNDS				
Beginning Assets	\$7,364	\$10,138	\$480	\$17,982
Sales*	505	219	3	727
Redemptions	(1,002)	(213)	(69)	(1,284)
Net Exchanges	23	23	0	46
<i>Net Flows</i>	(474)	29	(66)	(511)
Market Action	0	(173)	(13)	(186)
Ending Assets	\$6,890	\$9,994	\$401	\$17,285
MONEY MARKET FUNDS				
Beginning Assets	\$137	\$2,000	\$0	\$2,137
Sales*	6	309	0	315
Redemptions	(25)	(401)	0	(426)
Net Exchanges	4	(52)	0	(48)
<i>Net Flows</i>	(15)	(144)	0	(159)
Market Action	0	0	0	0
Ending Assets	\$122	\$1,856	\$0	\$1,978
TOTAL				
Beginning Assets	\$33,290	\$43,170	\$8,595	\$85,055
Sales*	1,373	1,101	242	2,716
Redemptions	(4,390)	(1,669)	(1,042)	(7,101)
Net Exchanges	11	(182)	171	0
<i>Net Flows</i>	(3,006)	(750)	(629)	(4,385)
Market Action	11	(98)	(62)	(149)
Ending Assets	\$30,295	\$42,322	\$7,904	\$80,521

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