

WADDELL & REED FINANCIAL, INC.

ASSET FLOWS

For the quarter ended March 31, 2017

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$23,283	\$30,472	\$7,503	\$61,258
Sales*	1,161	587	137	1,885
Redemptions	(2,910)	(1,256)	(694)	(4,860)
Net Exchanges	172	(235)	(1)	(64)
Net Flows	(1,577)	(904)	(558)	(3,039)
Market Action	1,480	1,852	473	3,805
Ending Assets	\$23,186	\$31,420	\$7,418	\$62,024
FIXED INCOME FUNDS				
Beginning Assets	\$6,890	\$9,994	\$401	\$17,285
Sales*	634	176	5	815
Redemptions	(772)	(281)	(33)	(1,086)
Net Exchanges	50	(55)	1	(4)
Net Flows	(88)	(160)	(27)	(275)
Market Action	83	61	0	144
Ending Assets	\$6,885	\$9,895	\$374	\$17,154
MONEY MARKET FUNDS				
Beginning Assets	\$122	\$1,856	\$0	\$1,978
Sales*	4	215	0	219
Redemptions	(25)	(334)	0	(359)
Net Exchanges	14	54	0	68
Net Flows	(7)	(65)	0	(72)
Market Action	(4)	4	0	0
Ending Assets	\$111	\$1,795	\$0	\$1,906
TOTAL				
Beginning Assets	\$30,295	\$42,322	\$7,904	\$80,521
Sales*	1,799	978	142	2,919
Redemptions	(3,707)	(1,871)	(727)	(6,305)
Net Exchanges	236	(236)	0	0
Net Flows	(1,672)	(1,129)	(585)	(3,386)
Market Action	1,559	1,917	473	3,949
Ending Assets	\$30,182	\$43,110	\$7,792	\$81,084

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