WADDELL & REED FINANCIAL, INC. AVERAGE ASSETS UNDER MANGEMENT & MANAGEMENT FEES

For the quarter ended

| | For the quarter ended | | | | | | | | | | | | | | | |
|--|---|----------|---------------|-----------|--|--------|---------------|-------|---|--------|---------------|-------|--|--------|---------------|-------|
| | March 31, 2017 Retail Unaffiliated Retail Broker | | | | June 30, 2017 Retail Unaffiliated Retail Broker | | | | September 30, 2017 Retail Unaffiliated Retail Broker | | | | December 31, 2017 Retail Unaffiliated Retail Broker | | | |
| | | | | | | | | | | | | | | | | |
| | Distribution | Dealer | Institutional | Total | Distribution | Dealer | Institutional | Total | Distribution | Dealer | Institutional | Total | Distribution | Dealer | Institutional | Total |
| Average Assets Under Management | | | | | | | | | | | | | | | | • |
| (\$ in millions) | | | | | | | | | | | | | | | | |
| Equity | \$23,062 | \$31,534 | \$7,544 | \$62,141 | | | | | | | | | | | | |
| Fixed Income | 6,909 | 9,926 | 389 | 17,224 | | | | | | | | | | | | |
| Money Market | 118 | 1,951 | - | 2,069 | | | | | _ | | | | | | | |
| Total Assets | \$30,089 | \$43,412 | \$7,933 | \$81,434 | | | | | | | | | | | | |
| Management Fees | | | | | | | | | | | | | | | | |
| (\$ in thousands) | | | | | | | | | | | | | | | | |
| Equity | \$42,537 | \$57,553 | | \$106,673 | | | | | | | | | | | | |
| Fixed Income | 9,412 | 12,432 | 159 | 22,003 | | | | | | | | | | | | |
| Money Market | 51 | 1,708 | - | 1,759 | | | | | | | | | _ | | | |
| Total Management Fees | \$52,000 | \$71,693 | \$6,743 | \$130,436 | | | | | | | | | | | | |
| Management Fee Rates | | | | | | | | | | | | | | | | |
| Equity | 0.748% | 0.740% | 0.354% | 0.696% | | | | | | | | | | | | |
| Fixed Income | 0.552% | 0.508% | 0.166% | 0.518% | | | | | | | | | | | | |
| Money Market | 0.176% | 0.355% | - | 0.345% | | | | | | | | | | | | |
| Total Management Fee Rate | 0.701% | 0.670% | 0.345% | 0.650% | | | | | | | | | | | | |

^{*} Columns may not foot due to rounding