

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended June 30, 2017

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$23,186	\$31,420	\$7,418	\$62,024
Sales*	1,634	678	76	2,388
Redemptions	(2,210)	(1,238)	(1,045)	(4,493)
Net Exchanges	180	(731)	0	(551)
Net Flows	(396)	(1,291)	(969)	(2,656)
Market Action	681	838	214	1,733
Ending Assets	\$23,471	\$30,967	\$6,663	\$61,101
FIXED INCOME FUNDS				
Beginning Assets	\$6,885	\$9,895	\$374	\$17,154
Sales*	441	281	2	724
Redemptions	(659)	(279)	(12)	(950)
Net Exchanges	57	599	6	662
Net Flows	(161)	601	(4)	436
Market Action	15	47	3	65
Ending Assets	\$6,739	\$10,543	\$373	\$17,655
MONEY MARKET FUNDS				
Beginning Assets	\$111	\$1,795	\$0	\$1,906
Sales*	5	183	0	188
Redemptions	(17)	(295)	0	(312)
Net Exchanges	(2)	(109)	0	(111)
Net Flows	(14)	(221)	0	(235)
Market Action	0	0	0	0
Ending Assets	\$97	\$1,574	\$0	\$1,671
TOTAL				
Beginning Assets	\$30,182	\$43,110	\$7,792	\$81,084
Sales*	2,080	1,142	78	3,300
Redemptions	(2,886)	(1,812)	(1,057)	(5,755)
Net Exchanges	235	(241)	6	0
Net Flows	(571)	(911)	(973)	(2,455)
Market Action	696	885	217	1,798
Ending Assets	\$30,307	\$43,084	\$7,036	\$80,427

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