

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

For the quarter ended September 30, 2017

(\$ in millions)

	<b>Retail Unaffiliated Distribution</b>	<b>Retail Broker-Dealer</b>	<b>Institutional</b>	<b>Total</b>
<b>EQUITY FUNDS</b>				
Beginning Assets	\$23,471	\$30,967	\$6,663	\$61,101
Sales*	1,444	572	63	2,079
Redemptions	(1,876)	(1,316)	(866)	(4,058)
Net Exchanges	147	(302)	0	(155)
<b>Net Flows</b>	<b>(285)</b>	<b>(1,046)</b>	<b>(803)</b>	<b>(2,134)</b>
Market Action	1,224	1,599	401	3,224
Ending Assets	\$24,410	\$31,520	\$6,261	\$62,191
<b>FIXED INCOME FUNDS</b>				
Beginning Assets	\$6,739	\$10,543	\$373	\$17,655
Sales*	343	201	5	549
Redemptions	(596)	(408)	(273)	(1,277)
Net Exchanges	58	102	0	160
<b>Net Flows</b>	<b>(195)</b>	<b>(105)</b>	<b>(268)</b>	<b>(568)</b>
Market Action	14	27	(1)	40
Ending Assets	\$6,558	\$10,465	\$104	\$17,127
<b>MONEY MARKET FUNDS</b>				
Beginning Assets	\$97	\$1,574	\$0	\$1,671
Sales*	3	251	0	254
Redemptions	(14)	(325)	0	(339)
Net Exchanges	8	(13)	0	(5)
<b>Net Flows</b>	<b>(3)</b>	<b>(87)</b>	<b>0</b>	<b>(90)</b>
Market Action	0	0	0	0
Ending Assets	\$94	\$1,487	\$0	\$1,581
<b>TOTAL</b>				
Beginning Assets	\$30,307	\$43,084	\$7,036	\$80,427
Sales*	1,790	1,024	68	2,882
Redemptions	(2,486)	(2,049)	(1,139)	(5,674)
Net Exchanges	213	(213)	0	0
<b>Net Flows</b>	<b>(483)</b>	<b>(1,238)</b>	<b>(1,071)</b>	<b>(2,792)</b>
Market Action	1,238	1,626	400	3,264
Ending Assets	\$31,062	\$43,472	\$6,365	\$80,899

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