

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

For the quarter ended June 30, 2019  
(\$ in millions)

	Unaffiliated <sup>1</sup>	Institutional	Wealth Management	Total
<b>EQUITY FUNDS</b>				
Beginning Assets	\$22,182	\$4,033	\$29,435	\$55,650
Sales <sup>2</sup>	888	54	446	1,388
Redemptions	(1,987)	(440)	(1,053)	(3,480)
Net Exchanges	221	25	(373)	(127)
<b>Net Flows</b>	<b>(878)</b>	<b>(361)</b>	<b>(980)</b>	<b>(2,219)</b>
Market Action	862	195	1,374	2,431
Ending Assets	\$22,166	\$3,867	\$29,829	\$55,862
<b>FIXED INCOME FUNDS</b>				
Beginning Assets	\$5,236	\$20	\$9,299	\$14,555
Sales <sup>2</sup>	401	-	172	573
Redemptions	(438)	-	(289)	(727)
Net Exchanges	68	-	17	85
<b>Net Flows</b>	<b>31</b>	<b>-</b>	<b>(100)</b>	<b>(69)</b>
Market Action	24	-	123	147
Ending Assets	\$5,291	\$20	\$9,322	\$14,633
<b>MONEY MARKET FUNDS</b>				
Beginning Assets	\$88	\$0	\$1,361	\$1,449
Sales <sup>2</sup>	2	-	171	173
Redemptions	(16)	-	(267)	(283)
Net Exchanges	14	-	28	42
<b>Net Flows</b>	<b>-</b>	<b>-</b>	<b>(68)</b>	<b>(68)</b>
Market Action	-	-	-	-
Ending Assets	\$88	\$0	\$1,293	\$1,381
<b>TOTAL</b>				
Beginning Assets	\$27,506	\$4,053	\$40,095	\$71,654
Sales <sup>2</sup>	1,291	54	789	2,134
Redemptions	(2,441)	(440)	(1,609)	(4,490)
Net Exchanges	303	25	(328)	-
<b>Net Flows</b>	<b>(847)</b>	<b>(361)</b>	<b>(1,148)</b>	<b>(2,356)</b>
Market Action	886	195	1,497	2,578
Ending Assets	\$27,545	\$3,887	\$40,444	\$71,876

1 Unaffiliated includes National channel (home office and wholesale), Defined Contribution Investment Only "DCIO", Registered Investment Advisor "RIA" and Variable Annuity "VA"

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