

WADDELL & REED FINANCIAL, INC.

ASSET FLOWS

For the quarter ended March 31, 2016

(\$ in millions)

	Retail Unaffiliated Distribution	Retail Broker-Dealer	Institutional	Total
EQUITY FUNDS				
Beginning Assets	\$37,738	\$31,876	\$14,145	\$83,759
Sales*	1,580	621	347	2,548
Redemptions	(6,672)	(737)	(989)	(8,398)
Net Exchanges	65	(276)	14	(197)
Net Flows	(5,027)	(392)	(628)	(6,047)
Market Action	(1,608)	(1,006)	(400)	(3,014)
Ending Assets	\$31,103	\$30,478	\$13,117	\$74,698
FIXED INCOME FUNDS				
Beginning Assets	\$7,711	\$9,475	\$1,269	\$18,455
Sales*	551	196	106	853
Redemptions	(970)	(169)	(79)	(1,218)
Net Exchanges	71	22	0	93
Net Flows	(348)	49	27	(272)
Market Action	(32)	105	13	86
Ending Assets	\$7,331	\$9,629	\$1,309	\$18,269
MONEY MARKET FUNDS				
Beginning Assets	\$192	\$1,993	\$0	\$2,185
Sales*	13	251	0	264
Redemptions	(38)	(291)	0	(329)
Net Exchanges	22	82	0	104
Net Flows	(3)	42	0	39
Market Action	0	0	0	0
Ending Assets	\$189	\$2,035	\$0	\$2,224
TOTAL				
Beginning Assets	\$45,641	\$43,344	\$15,414	\$104,399
Sales*	2,144	1,068	453	3,665
Redemptions	(7,680)	(1,197)	(1,068)	(9,945)
Net Exchanges	158	(172)	14	0
Net Flows	(5,378)	(301)	(601)	(6,280)
Market Action	(1,640)	(901)	(387)	(2,928)
Ending Assets	\$38,623	\$42,142	\$14,426	\$95,191

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