

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended September 30, 2020
(\$ in millions)

	Unaffiliated ¹	Institutional	Wealth Management	Total
EQUITY FUNDS				
Beginning Assets	\$19,229	\$2,997	\$28,282	\$50,508
Sales ²	848	59	319	1,226
Redemptions	(1,547)	(165)	(1,013)	(2,725)
Net Exchanges	173	-	(384)	(211)
Net Flows	(526)	(106)	(1,078)	(1,710)
Market Action	1,577	297	2,495	4,369
Ending Assets	\$20,280	\$3,188	\$29,699	\$53,167
FIXED INCOME FUNDS				
Beginning Assets	\$4,359	-	\$8,536	\$12,895
Sales ²	272	-	149	421
Redemptions	(402)	-	(248)	(650)
Net Exchanges	53	-	97	150
Net Flows	(77)	-	(2)	(79)
Market Action	178	-	166	344
Ending Assets	\$4,460	-	\$8,700	\$13,160
MONEY MARKET FUNDS				
Beginning Assets	\$136	-	\$1,427	\$1,563
Sales ²	7	-	166	173
Redemptions	(28)	-	(227)	(255)
Net Exchanges	13	-	48	61
Net Flows	(8)	-	(13)	(21)
Market Action	-	-	-	-
Ending Assets	\$128	-	\$1,414	\$1,542
TOTAL				
Beginning Assets	\$23,724	\$2,997	\$38,245	\$64,966
Sales ²	1,127	59	634	1,820
Redemptions	(1,977)	(165)	(1,488)	(3,630)
Net Exchanges	239	-	(239)	-
Net Flows	(611)	(106)	(1,093)	(1,810)
Market Action	1,755	297	2,661	4,713
Ending Assets	\$24,868	\$3,188	\$39,813	\$67,869

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

2 Sales includes gross sales, net reinvested dividends, capital gains and investment income