

WADDELL & REED FINANCIAL, INC.
ASSET FLOWS

For the quarter ended March 31, 2020
(\$ in millions)

	Unaffiliated ¹	Institutional	Wealth Management	Total
EQUITY FUNDS				
Beginning Assets	\$21,125	\$3,096	\$30,244	\$54,465
Sales ²	1,204	43	372	1,619
Redemptions	(2,349)	(179)	(1,034)	(3,562)
Net Exchanges	222	-	(277)	(55)
Net Flows	(923)	(136)	(939)	(1,998)
Market Action	(4,205)	(533)	(5,652)	(10,390)
Ending Assets	\$15,997	\$2,427	\$23,653	\$42,077
FIXED INCOME FUNDS				
Beginning Assets	\$5,054	-	\$9,060	\$14,114
Sales ²	370	-	196	566
Redemptions	(650)	-	(319)	(969)
Net Exchanges	66	-	(162)	(96)
Net Flows	(214)	-	(285)	(499)
Market Action	(703)	-	(588)	(1,291)
Ending Assets	\$4,137	-	\$8,187	\$12,324
MONEY MARKET FUNDS				
Beginning Assets	\$85	-	\$1,294	\$1,379
Sales ²	7	-	327	334
Redemptions	(20)	-	(235)	(255)
Net Exchanges	38	-	113	151
Net Flows	25	-	205	230
Market Action	-	-	-	-
Ending Assets	\$110	-	\$1,499	\$1,609
TOTAL				
Beginning Assets	\$26,264	\$3,096	\$40,598	\$69,958
Sales ²	1,581	43	895	2,519
Redemptions	(3,019)	(179)	(1,588)	(4,786)
Net Exchanges	326	-	(326)	-
Net Flows	(1,112)	(136)	(1,019)	(2,267)
Market Action	(4,908)	(533)	(6,240)	(11,681)
Ending Assets	\$20,244	\$2,427	\$33,339	\$56,010

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

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