

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

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

	Unaffiliated <sup>1</sup>	Institutional	Wealth Management	Total
<b>EQUITY FUNDS</b>				
Beginning Assets	\$15,997	\$2,427	\$23,653	\$42,077
Sales <sup>2</sup>	1,016	52	336	1,404
Redemptions	(1,651)	(202)	(743)	(2,596)
Net Exchanges	146	22	(287)	(119)
<b>Net Flows</b>	(489)	(128)	(694)	(1,311)
Market Action	3,721	698	5,323	9,742
Ending Assets	\$19,229	\$2,997	\$28,282	\$50,508
<b>FIXED INCOME FUNDS</b>				
Beginning Assets	\$4,137	-	\$8,187	\$12,324
Sales <sup>2</sup>	415	-	155	570
Redemptions	(485)	-	(259)	(744)
Net Exchanges	49	-	33	82
<b>Net Flows</b>	(21)	-	(71)	(92)
Market Action	243	-	420	663
Ending Assets	\$4,359	-	\$8,536	\$12,895
<b>MONEY MARKET FUNDS</b>				
Beginning Assets	\$110	-	\$1,499	\$1,609
Sales <sup>2</sup>	59	-	158	217
Redemptions	(43)	-	(257)	(300)
Net Exchanges	10	-	27	37
<b>Net Flows</b>	26	-	(72)	(46)
Market Action	-	-	-	-
Ending Assets	\$136	-	\$1,427	\$1,563
<b>TOTAL</b>				
Beginning Assets	\$20,244	\$2,427	\$33,339	\$56,010
Sales <sup>2</sup>	1,490	52	649	2,191
Redemptions	(2,179)	(202)	(1,259)	(3,640)
Net Exchanges	205	22	(227)	-
<b>Net Flows</b>	(484)	(128)	(837)	(1,449)
Market Action	3,964	698	5,743	10,405
Ending Assets	\$23,724	\$2,997	\$38,245	\$64,966

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