



Networks

	LPL FINANCIAL	AIG	ING	METLIFE	NATIONAL PLANNING HOLDINGS
Headquarters	San Diego	New York, N.Y.	El Segundo, Calif.	New York, N.Y.	Santa Monica, Calif.
Website	lpl.com	aigadvisorgroup.com	ingadvisors.com	www.metlife.com	
Chief Executive	Mark Casady	Larry Roth	Valerie Brown	Robert Henrikson	Jim Livingston
Parent Company	LPL Holdings, Inc.	AIG	ING	MetLife Broker-Dealer Group	Jackson Nat. Life Ins. Co.
Parent Revenue	\$3,100,000,000	\$11,104,000,000	\$92,508,000,000	\$50,900,000,000	\$5,100,000,000
B-D % of Parent	99%	10.3%	1%	N/A	11.9%
B-D Firms	Associated Securities Corp. LPL Financial Mutual Service Corp. UVEST Waterstone Financial Group	FSC Securities Corp. Royal Alliance Associates SagePoint Financial ¹	Financial Network Investment Corp. Multi-Financial Securities Corp. ING Financial Partners PRIMEVEST Financial Services	MetLife Securities New England Securities Tower Square Securities Walnut Street Securities	Investment Centers of America INVEST Financial Corp. National Planning Corp. SII Investments
Total B-D Revenue	\$3,146,534,000	\$1,141,671,000	\$999,492,000	\$684,459,003	\$607,659,000
% change	5.0	(13.4)	121.8	(22)	1.3

REPS

	LPL FINANCIAL	AIG	ING	METLIFE	NATIONAL PLANNING HOLDINGS
Total Reps	11,920	6,622	8,509	9,822	3,563
% Change	7.5	(12.0)	117.3	(6.3)	(5.3)
Producing Reps	11,920	5,531	7,059	8,632	3,222
% Change	7.5	(11.8)	121.4	(8.5)	(10.6)
Total Payout \$	\$2,125,003,000	\$914,020,000	\$795,843,000	\$334,121,692	\$499,133,000
% Change	(1.5)	(14.2)	110.4	6.4	0.6
Avg. Rep Payout \$	\$178,272	\$138,028	\$93,530	\$34,018	\$140,088
% Change	(8.4)	(18.7)	(21.2)	13.5	1.8

PRODUCT REVENUE

	LPL FINANCIAL	AIG	ING	METLIFE	NATIONAL PLANNING HOLDINGS
Total Commission	\$1,636,395,000	\$685,759,000	\$696,213,000	\$582,940,648	\$464,452,000
% Change	(4.7)	(18.7)	105.7	54.6	(3.4)
Mutual Funds	\$474,949,000	\$250,140,000	\$275,250,000	\$45,526,176	\$142,012,000
% Change	(18.6)	(19.4)	166.8	(41.5)	(10.5)
Securities	\$150,896,000	\$35,793,000	\$35,322,000	\$59,591,138	\$23,873,000
% Change	10.8	0.6	293.7	736.9	20.7
Annuities	806,763,000	302,642,000	275,216,000		247,462,000
% Change	2.5	(19.6)	78.3		(2.4)
Insurance	87,504,000	31,485,000	74,042,000		11,847,000
% Change	(1.2)	(39.8)	58.1		25.6
Alternatives	\$116,284,000	\$65,699,000	\$36,383,000	\$8,215,807	\$39,258,000
% Change	(4.9)	(4.6)	44.5	9.5	0.1
Total Fee Rev.	\$819,580,000	\$339,415,000	\$220,341,000	\$77,664,901	\$97,816,000
% Change	6.6	(2.2)	172.9	(12.3)	28.0

¹ Formerly AIG Financial Advisors