



NETWORKS

COMPANY

	LPL FINANCIAL	AIG	ING	NATIONAL PLANNING HOLDINGS	AEGON
Headquarters	San Diego	New York	El Segundo, CA	Santa Monica, CA	The Hague, The Netherlands
Website	lpl.com	aigadvisorgroup.com	ingadvisors.com		aegon.com
Chief Executive	Mark Casady	Larry Roth	John Simmers	Jim Livingston	Don Shepard
Parent Company	LPL Holdings, Inc.	AIG	ING Groep N.V.	Jackson National Life	AEGON
Parent Revenues	\$3.02 billion	\$9.31 billion	\$111.8 billion	\$4.1 billion	\$62.1 billion
BD % of Parent	99	14	0.4	14	0.33
BD Firms	<ul style="list-style-type: none"> • LPL Financial • UVEST • IFMG • Mutual Service Corp. • Associated Securities Corp. • Waterstone Financial Group 	<ul style="list-style-type: none"> • AIG Financial Advisors/ American General Securities • FSC Securities Corp./ Advantage Capital Corp. • Royal Alliance Assoc. 	<ul style="list-style-type: none"> • ING Financial Partners • Multi-Financial Securities Corp. 	<ul style="list-style-type: none"> • INVEST Financial Corp. • SII Investments • National Planning Corp. • Investment Centers of America 	<ul style="list-style-type: none"> • InterSecurities • Transamerica Financial Advisors
Total BD Revenues	2,996,365,494	1,318,205,000	450,629,000	599,978,000	209,546,000
% change	48.9	34.2	21.8	23.4	10.4

REPS

	LPL FINANCIAL	AIG	ING	NATIONAL PLANNING HOLDINGS	AEGON
Total Reps	11,089	7,523	3,915	3,764	4,774
% change	25.3	22.8	3.3	4.8	(22.0)
Producing Reps	11,089	6,273	3,188	3,604	2,089
% change	28.4	26.5	3.7	9.7	(8.7)
Total Payout	2,157,257,615	1,065,030,000	378,214,000	496,065,000	179,168,000
% change	49.7	35.1	21.2	22.6	7.1
Ave. Rep Payout	194,540	169,780	118,637	137,643	86,725
% change	16.6	6.8	16.8	11.8	18.6

PRODUCT REVENUES

	LPL FINANCIAL	AIG	ING	NATIONAL PLANNING HOLDINGS	AEGON
Total Commission	1,717,851,186	843,369,000	338,501,000	480,678,000	176,058,000
% change	58.3	38.7	17.2	22.8	8.9
Mutual Funds	583,571,428	310,229,000	103,165,002	158,690,000	56,714,000
% change	40.8	31.5	17.1	25.3	9.4
Securities	136,141,609	35,592,000	8,971,968	19,775,000	4,042,000
% change	38.5	10.2	5.8	8.2	(7.3)
Annuities	787,238,488	376,357,000	154,348,581	253,566,000	90,193,000
% change	79.5	38.7	18.5	21.7	9.4
Insurance	88,592,568	52,296,000	46,829,250	9,435,000	16,905,000
% change	32.4	94.7	1.4	(9.5)	0.9
Alternatives	122,307,092	68,895,000	25,186,200	39,212,000	8,204,000
% change	82.8	64.9	60.0	41.3	33.9
Total Fee Revenues	768,816,811	347,083,000	80,737,000	76,414,000	26,648,000
% change	32.0	27.4	40.1	25.0	10.2

Note: Only those firms eligible for the FP50 survey are included in network data