

| <b>Advised Sales</b> | Total Number of Sales | Number of Providers | Percentage of top 5 | Percentage of top 10 |
|----------------------|-----------------------|---------------------|---------------------|----------------------|
| 2007 Q4              | 7,816                 | 87                  | 43%                 | 67%                  |
| 2008 Q1              | 15,776                | 87                  | 71%                 | 84%                  |
| 2008 Q2              | 15,994                | 83                  | 80%                 | 87%                  |
| 2008 Q3              | 15,061                | 86                  | 75%                 | 86%                  |
| 2008 Q4              | 15,422                | 94                  | 69%                 | 84%                  |
| 2009 Q1              | 16,059                | 95                  | 65%                 | 81%                  |
| 2009 Q2              | 15,464                | 95                  | 64%                 | 80%                  |
| 2009 Q3              | 14,464                | 98                  | 64%                 | 79%                  |
| 2009 Q4              | 18,917                | 97                  | 65%                 | 80%                  |
| 2010 Q1              | 21,501                | 100                 | 63%                 | 78%                  |
| 2010 Q2              | 23,293                | 99                  | 63%                 | 80%                  |
| 2010 Q3              | 23,259                | 94                  | 57%                 | 76%                  |
| 2010 Q4              | 21,888                | 100                 | 59%                 | 79%                  |
| 2011 Q1              | 27,538                | 101                 | 59%                 | 78%                  |
| 2011 Q2              | 25,382                | 99                  | 61%                 | 78%                  |
| 2011 Q3              | 24,138                | 103                 | 53%                 | 73%                  |
| 2011 Q4              | 25,690                | 100                 | 53%                 | 72%                  |
| 2012 Q1              | 28,243                | 101                 | 52%                 | 72%                  |
| 2012 Q2              | 23,350                | 95                  | 56%                 | 74%                  |
| 2012 Q3              | 21,324                | 97                  | 52%                 | 66%                  |
| 2012 Q4              | 25,642                | 92                  | 53%                 | 71%                  |
| 2013 Q1              | 23,299                | 92                  | 51%                 | 74%                  |
| 2013 Q2              | 24,871                | 91                  | 52%                 | 75%                  |
| 2013 Q3              | 25,083                | 93                  | 49%                 | 71%                  |
| 2013 Q4              | 27,474                | 90                  | 52%                 | 73%                  |
| 2014 Q1              | 34,012                | 91                  | 50%                 | 69%                  |
| 2014 Q2              | 36,781                | 96                  | 56%                 | 73%                  |
| 2014 Q3              | 25,849                | 91                  | 41%                 | 64%                  |
| 2014 Q4              | 27,646                | 89                  | 41%                 | 63%                  |
| 2015 Q1              | 33,778                | 93                  | 41%                 | 64%                  |
| 2015 Q2              | 31,084                | 88                  | 42%                 | 65%                  |
| 2015 Q3              | 35,058                | 81                  | 49%                 | 71%                  |
| 2015 Q4              | 29,849                | 64                  | 52%                 | 71%                  |
| 2016 Q1              | 33,696                | 79                  | 45%                 | 65%                  |
| 2016 Q2              | 30,173                | 85                  | 42%                 | 63%                  |
| 2016 Q3              | 28,537                | 74                  | 40%                 | 62%                  |

| <b>Non-Advised Sales</b> | Total Number of Sales | Number of Providers | Percentage of top 5 | Percentage of top 10 |
|--------------------------|-----------------------|---------------------|---------------------|----------------------|
| 2007 Q4                  | 3,490                 | 54                  | 92%                 | 95%                  |
| 2008 Q1                  | 11,237                | 55                  | 95%                 | 97%                  |
| 2008 Q2                  | 9,853                 | 51                  | 97%                 | 98%                  |
| 2008 Q3                  | 6,776                 | 50                  | 94%                 | 97%                  |
| 2008 Q4                  | 7,383                 | 56                  | 92%                 | 96%                  |
| 2009 Q1                  | 10,294                | 54                  | 92%                 | 96%                  |
| 2009 Q2                  | 29,226                | 60                  | 97%                 | 99%                  |
| 2009 Q3                  | 10,149                | 65                  | 90%                 | 95%                  |
| 2009 Q4                  | 12,395                | 63                  | 91%                 | 96%                  |
| 2010 Q1                  | 19,573                | 70                  | 93%                 | 96%                  |
| 2010 Q2                  | 24,969                | 61                  | 97%                 | 98%                  |
| 2010 Q3                  | 34,421                | 58                  | 98%                 | 99%                  |
| 2010 Q4                  | 14,375                | 65                  | 94%                 | 96%                  |
| 2011 Q1                  | 21,085                | 71                  | 93%                 | 97%                  |
| 2011 Q2                  | 28,637                | 65                  | 96%                 | 98%                  |
| 2011 Q3                  | 24,570                | 62                  | 94%                 | 97%                  |
| 2011 Q4                  | 20,303                | 71                  | 92%                 | 98%                  |
| 2012 Q1                  | 26,261                | 69                  | 93%                 | 97%                  |
| 2012 Q2                  | 28,953                | 63                  | 93%                 | 98%                  |
| 2012 Q3                  | 21,951                | 67                  | 92%                 | 97%                  |
| 2012 Q4                  | 54,718                | 67                  | 95%                 | 98%                  |
| 2013 Q1                  | 65,551                | 64                  | 95%                 | 98%                  |
| 2013 Q2                  | 159,154               | 65                  | 98%                 | 99%                  |
| 2013 Q3                  | 136,363               | 66                  | 98%                 | 99%                  |
| 2013 Q4                  | 175,124               | 64                  | 98%                 | 99%                  |
| 2014 Q1                  | 139,601               | 65                  | 95%                 | 99%                  |
| 2014 Q2                  | 163,061               | 69                  | 98%                 | 99%                  |
| 2014 Q3                  | 171,209               | 70                  | 98%                 | 99%                  |
| 2014 Q4                  | 127,153               | 68                  | 95%                 | 99%                  |
| 2015 Q1                  | 112,936               | 72                  | 91%                 | 98%                  |
| 2015 Q2                  | 129,492               | 67                  | 93%                 | 99%                  |
| 2015 Q3                  | 154,815               | 60                  | 96%                 | 99%                  |
| 2015 Q4                  | 168,136               | 54                  | 96%                 | 99%                  |
| 2016 Q1                  | 171,513               | 58                  | 94%                 | 99%                  |
| 2016 Q2                  | 154,175               | 58                  | 95%                 | 99%                  |
| 2016 Q3                  | 98,012                | 56                  | 95%                 | 99%                  |

|         | Total number of providers |
|---------|---------------------------|
| 2007 Q4 | 141                       |
| 2008 Q1 | 142                       |
| 2008 Q2 | 134                       |
| 2008 Q3 | 136                       |
| 2008 Q4 | 150                       |
| 2009 Q1 | 149                       |
| 2009 Q2 | 155                       |
| 2009 Q3 | 163                       |
| 2009 Q4 | 160                       |
| 2010 Q1 | 170                       |
| 2010 Q2 | 160                       |
| 2010 Q3 | 152                       |
| 2010 Q4 | 165                       |
| 2011 Q1 | 172                       |
| 2011 Q2 | 164                       |
| 2011 Q3 | 165                       |
| 2011 Q4 | 171                       |
| 2012 Q1 | 170                       |
| 2012 Q2 | 158                       |
| 2012 Q3 | 164                       |
| 2012 Q4 | 159                       |
| 2013 Q1 | 156                       |
| 2013 Q2 | 156                       |
| 2013 Q3 | 159                       |
| 2013 Q4 | 154                       |
| 2014 Q1 | 156                       |
| 2014 Q2 | 165                       |
| 2014 Q3 | 161                       |
| 2014 Q4 | 157                       |
| 2015 Q1 | 165                       |
| 2015 Q2 | 155                       |
| 2015 Q3 | 141                       |
| 2015 Q4 | 118                       |
| 2016 Q1 | 137                       |
| 2016 Q2 | 143                       |
| 2016 Q3 | 130                       |