

# News Release



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CORPORATION

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

**SAN FRANCISCO, September 15, 2017** – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of August 2017 include:

- Net new assets brought to the company by new and existing clients in August 2017 totaled \$18.0 billion.
- Total client assets were a record \$3.12 trillion as of month-end August, up 15% from August 2016 and up 1% compared to July 2017.
- Client cash as a percentage of assets was 11.4% as of month-end August, compared with 12.5% in August 2016 and 11.3% in July 2017.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 340 offices and 10.5 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.2 million banking accounts, and \$3.12 trillion in client assets as of August 31, 2017. Through its operating subsidiaries, the company provides a full range of wealth management, securities brokerage, banking, money management, custody, and financial advisory services to individual investors and independent investment advisors. Its broker-dealer subsidiary, Charles Schwab & Co., Inc. (member SIPC, <http://www.sipc.org>), and affiliates offer a complete range of investment services and products including an extensive selection of mutual funds; financial planning and investment advice; retirement plan and equity compensation plan services; referrals to independent fee-based investment advisors; and custodial, operational and trading support for independent, fee-based investment advisors through Schwab Advisor Services. Its banking subsidiary, Charles Schwab Bank (member FDIC and an Equal Housing Lender), provides banking and lending services and products. More information is available at [www.schwab.com](http://www.schwab.com) and [www.aboutschwab.com](http://www.aboutschwab.com).

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## The Charles Schwab Corporation Monthly Activity Report For August 2017

|   | 2016    |         |         |         |         | 2017    |         |         |         |         |         |         | Change  |       |          |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|----------|
|   | Aug     | Sep     | Oct     | Nov     | Dec     | Jan     | Feb     | Mar     | Apr     | May     | Jun     | Jul     | Aug     | Mo.   | Yr.      |
| <b>Market Indices</b>                                       |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (at month end)  |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Dow Jones Industrial Average                                | 18,401  | 18,308  | 18,142  | 19,124  | 19,763  | 19,864  | 20,812  | 20,663  | 20,941  | 21,009  | 21,350  | 21,891  | 21,948  | -     | 19%      |
| Nasdaq Composite  | 5,213   | 5,312   | 5,189   | 5,324   | 5,383   | 5,615   | 5,825   | 5,912   | 6,048   | 6,199   | 6,140   | 6,348   | 6,429   | 1%    | 23%      |
| Standard & Poor's 500                                       | 2,171   | 2,168   | 2,126   | 2,199   | 2,239   | 2,279   | 2,364   | 2,363   | 2,384   | 2,412   | 2,423   | 2,470   | 2,472   | -     | 14%      |
| <b>Client Assets</b>  |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (in billions of dollars)                                    |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Beginning Client Assets                                     | 2,698.2 | 2,710.4 | 2,725.3 | 2,686.7 | 2,734.6 | 2,779.5 | 2,831.3 | 2,895.2 | 2,922.5 | 2,948.8 | 2,995.8 | 3,040.6 | 3,099.9 |       |          |
| Net New Assets <sup>(1)</sup>                               | 10.4    | 10.6    | 6.1     | 11.9    | 18.9    | 11.1    | 6.6     | 21.2    | 2.8     | 24.0    | 37.7    | 15.8    | 18.0    | 14%   | 73%      |
| Net Market Gains (Losses)                                   | 1.8     | 4.3     | (44.7)  | 36.0    | 26.0    | 40.7    | 57.3    | 6.1     | 23.5    | 23.0    | 7.1     | 43.5    | 4.4     |       |          |
| Total Client Assets (at month end)                          | 2,710.4 | 2,725.3 | 2,686.7 | 2,734.6 | 2,779.5 | 2,831.3 | 2,895.2 | 2,922.5 | 2,948.8 | 2,995.8 | 3,040.6 | 3,099.9 | 3,122.3 | 1%    | 15%      |
| <b>Receiving Ongoing Advisory Services</b>                  |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (at month end)  |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Investor Services   | 211.7   | 213.4   | 211.3   | 213.2   | 217.1   | 220.8   | 227.9   | 230.9   | 234.4   | 239.1   | 242.2   | 247.2   | 249.9   | 1%    | 18%      |
| Advisor Services <sup>(2)</sup>                             | 1,149.4 | 1,155.4 | 1,140.5 | 1,161.8 | 1,184.3 | 1,208.4 | 1,239.0 | 1,250.9 | 1,262.7 | 1,283.4 | 1,297.6 | 1,323.8 | 1,333.1 | 1%    | 16%      |
| <b>Client Accounts</b>                                      |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (at month end, in thousands)                                |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Active Brokerage Accounts <sup>(3)</sup>                    | 10,021  | 10,046  | 10,068  | 10,102  | 10,155  | 10,198  | 10,254  | 10,320  | 10,386  | 10,439  | 10,487  | 10,477  | 10,525  | -     | 5%       |
| Banking Accounts  | 1,083   | 1,088   | 1,092   | 1,099   | 1,106   | 1,109   | 1,117   | 1,120   | 1,128   | 1,138   | 1,143   | 1,154   | 1,167   | 1%    | 8%       |
| Corporate Retirement Plan Participants                      | 1,565   | 1,561   | 1,547   | 1,550   | 1,543   | 1,543   | 1,534   | 1,545   | 1,543   | 1,541   | 1,540   | 1,540   | 1,550   | 1%    | (1%)     |
| <b>Client Activity</b>                                      |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (in thousands)  |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| New Brokerage Accounts                                      | 96      | 84      | 84      | 93      | 116     | 111     | 113     | 138     | 125     | 115     | 117     | 107     | 123     | 15%   | 28%      |
| Inbound Calls   | 1,755   | 1,633   | 1,565   | 1,642   | 1,931   | 1,817   | 1,787   | 2,111   | 1,788   | 1,727   | 1,736   | 1,683   | 1,823   | 8%    | 4%       |
| Web Logins  | 42,627  | 38,237  | 35,429  | 37,687  | 40,720  | 40,047  | 40,717  | 45,441  | 39,750  | 44,024  | 43,790  | 42,236  | 47,290  | 12%   | 11%      |
| Client Cash as a Percentage of Client Assets <sup>(4)</sup> | 12.5%   | 12.5%   | 12.8%   | 12.8%   | 13.0%   | 12.7%   | 12.4%   | 12.4%   | 12.1%   | 11.8%   | 11.5%   | 11.3%   | 11.4%   | 10 bp | (110) bp |
| <b>Mutual Fund and Exchange-Traded Fund</b>                 |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| <b>Net Buys (Sells) <sup>(5, 6)</sup></b>                   |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (in millions of dollars)                                    |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Large Capitalization Stock                                  | (755)   | (1,209) | (652)   | 200     | 565     | 265     | 580     | (125)   | 346     | 134     | (63)    | (95)    | (1,683) |       |          |
| Small / Mid Capitalization Stock                            | (214)   | 460     | (190)   | 877     | 1,103   | 1,364   | 673     | (409)   | (797)   | (285)   | (322)   | (139)   | (293)   |       |          |
| International   | 386     | (26)    | (1)     | 348     | (683)   | 1,296   | 1,633   | 1,703   | 2,410   | 3,610   | 3,631   | 2,675   | 1,705   |       |          |
| Specialized   | 189     | (274)   | (159)   | (1,019) | 20      | 411     | 1,007   | 273     | 570     | 529     | 647     | 236     | 279     |       |          |
| Hybrid  | (219)   | 58      | (432)   | (687)   | (456)   | (53)    | 258     | 563     | 92      | 65      | (340)   | 142     | (272)   |       |          |
| Taxable Bond  | 1,888   | 1,585   | 1,475   | (1,110) | 1,045   | 3,144   | 3,535   | 3,876   | 2,060   | 3,618   | 3,499   | 3,064   | 3,481   |       |          |
| Tax-Free Bond   | 920     | 539     | 20      | (1,090) | (1,692) | 864     | 472     | 300     | 155     | 290     | 507     | 453     | 715     |       |          |
| <b>Net Buy (Sell) Activity</b>                              |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (in millions of dollars)                                    |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| Mutual Funds <sup>(5)</sup>                                 | (297)   | (656)   | (1,979) | (5,864) | (5,825) | 2,522   | 4,005   | 2,368   | 1,116   | 3,837   | 2,980   | 3,201   | 1,048   |       |          |
| Exchange-Traded Funds <sup>(6)</sup>                        | 2,492   | 1,789   | 2,040   | 3,383   | 5,727   | 4,769   | 4,153   | 3,813   | 3,720   | 4,124   | 4,579   | 3,135   | 2,884   |       |          |
| Money Market Funds  | (768)   | (658)   | 211     | 1,851   | 1,141   | (1,761) | (181)   | 1,218   | (4,434) | (1,167) | (1,260) | 1,022   | 2,105   |       |          |
| <b>Average Interest-Earning Assets <sup>(7)</sup></b>       |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
| (in millions of dollars)                                    |         |         |         |         |         |         |         |         |         |         |         |         |         |       |          |
|   | 194,268 | 199,107 | 201,894 | 206,970 | 212,052 | 216,001 | 216,112 | 218,554 | 217,407 | 215,252 | 214,709 | 212,108 | 214,458 | 1%    | 10%      |

<sup>(1)</sup> June 2017 includes an inflow of \$15.6 billion from a mutual fund clearing services client. February 2017 includes an outflow of \$9.0 billion from a mutual fund clearing services client.

<sup>(2)</sup> Excludes Retirement Business Services.

<sup>(3)</sup> Periodically, the Company reviews its active account base. In July 2017, active brokerage accounts were reduced by approximately 48,000 as a result of low-balance closures.

<sup>(4)</sup> Schwab One<sup>®</sup>, certain cash equivalents, bank deposits and money market fund balances as a percentage of total client assets.

<sup>(5)</sup> Represents the principal value of client mutual fund transactions handled by Schwab, including transactions in proprietary funds. Includes institutional funds available only to Investment Managers. Excludes money market fund transactions.

<sup>(6)</sup> Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

<sup>(7)</sup> Represents average total interest-earning assets on the Company's balance sheet.