

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

SAN FRANCISCO, February 14, 2017 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of January 2017 include:

- Net new assets brought to the company by new and existing clients in January 2017 totaled \$11.1 billion.
- Total client assets were a record \$2.83 trillion as of month-end January, up 17% from January 2016 and up 2% compared to December 2016.
- Client assets receiving ongoing advisory services were also a record \$1.43 trillion as of month-end January, up 17% from January 2016 and up 2% compared to December 2016.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 335 offices and 10.2 million active brokerage accounts, 1.5 million corporate retirement plan participants, 1.1 million banking accounts, and \$2.83 trillion in client assets as of January 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 and www.aboutschwab.com.

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The Charles Schwab Corporation Monthly Activity Report For January 2017

	2016												2017		Change	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Mo.	Yr.	
Market Indices																
(at month end)																
Dow Jones Industrial Average	16,466	16,517	17,685	17,774	17,787	17,930	18,432	18,401	18,308	18,142	19,124	19,763	19,864	1%	21%	
Nasdaq Composite	4,614	4,558	4,870	4,775	4,948	4,843	5,162	5,213	5,312	5,189	5,324	5,383	5,615	4%	22%	
Standard & Poor's 500	1,940	1,932	2,060	2,065	2,097	2,099	2,174	2,171	2,168	2,126	2,199	2,239	2,279	2%	17%	
Client Assets																
(in billions of dollars)																
Beginning Client Assets	2,513.8	2,428.3	2,433.6	2,556.7	2,576.2	2,607.2	2,622.0	2,698.2	2,710.4	2,725.3	2,686.7	2,734.6	2,779.5			
Net New Assets ⁽¹⁾	8.1	10.9	13.0	1.3	16.0	9.3	9.0	10.4	10.6	6.1	11.9	18.9	11.1	(41%)	37%	
Net Market (Losses) Gains	(93.6)	(5.6)	110.1	18.2	15.0	5.5	67.2	1.8	4.3	(44.7)	36.0	26.0	40.7			
Total Client Assets (at month end)	2,428.3	2,433.6	2,556.7	2,576.2	2,607.2	2,622.0	2,698.2	2,710.4	2,725.3	2,686.7	2,734.6	2,779.5	2,831.3	2%	17%	
Receiving Ongoing Advisory Services																
(at month end)																
Investor Services	187.3	187.9	197.9	200.3	202.7	205.0	210.2	211.7	213.4	211.3	213.2	217.1	220.8	2%	18%	
Advisor Services ⁽²⁾	1,029.9	1,032.3	1,084.0	1,093.2	1,103.7	1,110.5	1,142.3	1,149.4	1,155.4	1,140.5	1,161.8	1,184.3	1,208.4	2%	17%	
Client Accounts																
(at month end, in thousands)																
Active Brokerage Accounts	9,792	9,826	9,869	9,916	9,948	9,977	9,989	10,021	10,046	10,068	10,102	10,155	10,198	-	4%	
Banking Accounts	1,039	1,045	1,047	1,053	1,060	1,065	1,074	1,083	1,088	1,092	1,099	1,106	1,109	-	7%	
Corporate Retirement Plan Participants	1,518	1,523	1,532	1,532	1,555	1,553	1,559	1,565	1,561	1,547	1,550	1,543	1,543	-	2%	
Client Activity																
New Brokerage Accounts (in thousands)	83	84	98	103	81	87	84	96	84	84	93	116	111	(4%)	34%	
Inbound Calls (in thousands)	1,736	1,737	1,902	1,867	1,554	1,665	1,605	1,755	1,633	1,565	1,642	1,931	1,817	(6%)	5%	
Web Logins (in thousands)	33,268	33,283	38,078	37,854	38,000	43,220	46,217	42,627	38,237	35,429	37,687	40,720	40,047	(2%)	20%	
Client Cash as a Percentage of Client Assets ⁽³⁾	13.7%	13.7%	13.1%	12.8%	12.7%	12.6%	12.5%	12.5%	12.5%	12.8%	12.8%	13.0%	12.7%	(30) bp	(100) bp	
Mutual Fund and Exchange-Traded Fund																
Net Buys (Sells) ^(4,5)																
(in millions of dollars)																
Large Capitalization Stock	(162)	(212)	(462)	(857)	(799)	185	(1,173)	(755)	(1,209)	(652)	200	565	265			
Small / Mid Capitalization Stock	(952)	58	685	(86)	(272)	(113)	(320)	(214)	460	(190)	877	1,103	1,364			
International	469	(28)	833	324	(207)	(1,208)	(347)	386	(26)	(1)	348	(683)	1,296			
Specialized	(668)	260	191	815	265	470	357	189	(274)	(159)	(1,019)	20	411			
Hybrid	(377)	38	281	14	1,133	(403)	(463)	(219)	58	(432)	(687)	(456)	(53)			
Taxable Bond	99	546	1,628	1,098	1,526	1,421	1,420	1,888	1,585	1,475	(1,110)	1,045	3,144			
Tax-Free Bond	379	641	949	479	940	700	766	920	539	20	(1,090)	(1,692)	864			
Net Buy (Sell) Activity																
(in millions of dollars)																
Mutual Funds ⁽⁴⁾	(1,215)	197	1,769	(207)	620	(2,049)	(1,683)	(297)	(656)	(1,979)	(5,864)	(5,825)	2,522			
Exchange-Traded Funds ⁽⁵⁾	3	1,106	2,336	1,994	1,966	3,101	1,923	2,492	1,789	2,040	3,383	5,727	4,769			
Money Market Funds	1,994	1,359	(2,101)	(3,959)	(738)	(1,799)	701	(768)	(658)	211	1,851	1,141	(1,761)			
Average Interest-Earning Assets ⁽⁶⁾																
(in millions of dollars)																
	177,332	178,610	181,529	183,341	184,432	187,933	191,850	194,268	199,107	201,894	206,970	212,052	216,001	2%	22%	

⁽¹⁾ May 2016 includes an inflow of \$2.7 billion from a mutual fund clearing services client.

⁽²⁾ Excludes Retirement Business Services Trust and Corporate Brokerage Retirement Services.

⁽³⁾ Schwab One[®], certain cash equivalents, bank deposits and money market fund balances as a percentage of total client assets.

⁽⁴⁾ 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.

⁽⁵⁾ Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

⁽⁶⁾ Represents average total interest-earning assets on the Company's balance sheet.