

# News Release



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CORPORATION

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

**SAN FRANCISCO, December 14, 2015** – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of November 2015 include:

- Net new assets brought to the company by new and existing clients in November 2015 totaled \$17.2 billion. November 2015 net new assets included a \$10.2 billion inflow related to a mutual fund clearing services client.
- Total client assets were \$2.55 trillion as of month-end November, up 3% from November 2014 and up 1% compared to October 2015.
- Average interest-earning assets on the company's balance sheet were a record \$167.4 billion in November, up 18% from November 2014 and up 1% compared to October 2015.

### **Commentary from the CFO**

Joe Martinetto, Senior Executive Vice President and Chief Financial Officer, provides a review of company comments regarding the potential impact of rising interest rates on Schwab's financial picture at:

<http://aboutschwab.com/investor-relations/cfo-commentary>.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 325 offices and 9.7 million active brokerage accounts, 1.5 million corporate retirement plan participants, 1.0 million banking accounts, and \$2.55 trillion in client assets as of November 30, 2015. Through its operating subsidiaries, the company provides a full range of wealth management, securities brokerage, banking, money management 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 November 2015

	2014		2015										Change		
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Mo.	Yr.
<b>Market Indices</b>															
(at month end)															
Dow Jones Industrial Average	17,828	17,823	17,165	18,133	17,776	17,841	18,011	17,620	17,690	16,528	16,285	17,664	17,720	-	(1%)
Nasdaq Composite	4,792	4,736	4,635	4,964	4,901	4,941	5,070	4,987	5,128	4,777	4,620	5,054	5,109	1%	7%
Standard & Poor's 500	2,068	2,059	1,995	2,105	2,068	2,086	2,107	2,063	2,104	1,972	1,920	2,079	2,080	-	1%
<b>Client Assets</b>															
(in billions of dollars)															
Beginning Client Assets	2,440.6	2,478.8	2,463.6	2,445.0	2,531.1	2,524.4	2,549.3	2,568.8	2,543.3	2,562.5	2,462.4	2,415.9	2,539.9		
Net New Assets <sup>(1,2)</sup>	10.9	14.4	9.3	6.8	12.6	9.1	10.1	17.8	9.8	9.2	11.8	10.5	17.2	64%	58%
Net Market Gains (Losses)	27.3	(29.6)	(27.9)	79.3	(19.3)	15.8	9.4	(43.3)	9.4	(109.3)	(58.3)	113.5	(3.8)		
Total Client Assets (at month end)	2,478.8	2,463.6	2,445.0	2,531.1	2,524.4	2,549.3	2,568.8	2,543.3	2,562.5	2,462.4	2,415.9	2,539.9	2,553.3	1%	3%
<b>Receiving Ongoing Advisory Services</b>															
(at month end)															
Investor Services	183.3	182.5	181.5	187.8	188.4	191.0	192.8	191.4	193.3	187.2	184.9	193.3	194.5	1%	6%
Advisor Services <sup>(3)</sup>	1,049.0	1,045.6	1,038.4	1,065.8	1,063.4	1,071.9	1,079.3	1,066.7	1,079.0	1,039.5	1,019.9	1,072.4	1,075.6	-	3%
<b>Client Accounts</b>															
(at month end, in thousands)															
Active Brokerage Accounts	9,346	9,386	9,407	9,435	9,493	9,553	9,572	9,605	9,631	9,671	9,691	9,712	9,731	-	4%
Banking Accounts	979	985	978	983	986	992	1,000	1,004	1,011	1,021	1,027	1,029	1,033	-	6%
Corporate Retirement Plan Participants <sup>(2)</sup>	1,416	1,428	1,441	1,475	1,474	1,469	1,469	1,474	1,483	1,488	1,492	1,502	1,514	1%	7%
<b>Client Activity</b>															
New Brokerage Accounts (in thousands)	70	97	84	80	110	111	80	89	87	87	80	88	76	(14%)	9%
Inbound Calls (in thousands)	1,656	1,980	1,872	1,827	1,930	1,954	1,621	1,763	1,788	1,807	1,631	1,716	1,554	(9%)	(6%)
Web Logins (in thousands)	31,528	34,580	34,294	35,379	36,278	35,966	32,112	31,644	33,498	34,167	29,550	33,574	30,488	(9%)	(3%)
Client Cash as a Percentage of Client Assets <sup>(4)</sup>	11.9%	12.3%	12.3%	11.9%	12.0%	11.5%	11.6%	11.7%	11.8%	12.6%	12.9%	12.3%	12.3%	-	40 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	1,538	1,347	1,084	(1,154)	(586)	(1,496)	(1,410)	(804)	(702)	(664)	(608)	(214)	637		
Small / Mid Capitalization Stock	91	(346)	488	(12)	290	423	(108)	78	149	(540)	(108)	17	(2)		
International	794	177	1,630	3,463	4,650	3,613	2,718	2,255	947	(266)	(560)	72	427		
Specialized	503	566	1,452	748	(47)	(5)	25	8	410	(390)	(643)	667	744		
Hybrid	(363)	(687)	180	138	(284)	(210)	(238)	(133)	(152)	(1,144)	(726)	(110)	(410)		
Taxable Bond	577	(1,914)	1,298	2,722	924	1,075	1,757	421	(111)	(634)	(91)	628	(1,250)		
Tax-Free Bond	479	603	598	471	613	13	(101)	(132)	156	111	35	494	260		
<b>Net Buy (Sell) Activity</b>															
(in millions of dollars)															
Mutual Funds <sup>(5)</sup>	254	(4,381)	3,174	3,086	1,765	420	813	(725)	(1,101)	(4,712)	(4,336)	(910)	(3,602)		
Exchange-Traded Funds <sup>(6)</sup>	3,365	4,127	3,556	3,290	3,795	2,993	1,830	2,418	1,798	1,185	1,635	2,464	4,008		
Money Market Funds	(1,643)	4,294	(2,080)	(2,158)	(1,362)	(6,970)	421	(358)	2,208	4,730	(717)	(451)	251		
<b>Average Interest-Earning Assets <sup>(7)</sup></b>															
(in millions of dollars)															
	141,884	144,695	147,495	148,911	152,247	152,697	153,466	155,369	158,238	160,638	162,639	165,351	167,388	1%	18%

<sup>(1)</sup> November 2015 includes an inflow of \$10.2 billion from a mutual fund clearing services client. September 2015 includes an inflow of \$4.9 billion from a mutual fund clearing services client. June 2015 includes an inflow of \$8.1 billion from a mutual fund clearing services client. April 2015 includes inflows of \$9.3 billion from certain mutual fund clearing service clients. February 2015 includes an outflow of \$11.6 billion relating to the Company's planned resignation from an Advisor Services cash management relationship.

<sup>(2)</sup> In February 2015, the Company increased its reported totals for overall client assets and retirement plan participants by \$6.1 billion and 35,000, respectively, to reflect the final impact of the consolidation of its retirement plan recordkeeping platforms as previously announced in September 2013.

<sup>(3)</sup> Excludes Retirement Business Services Trust.

<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 total interest-earning assets on the Company's balance sheet.