

# News Release



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CORPORATION

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

**SAN FRANCISCO, May 13, 2016** – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of April 2016 include:

- Net new assets brought to the company by new and existing clients in April 2016 totaled \$1.3 billion, reflecting client cash disbursements during tax season.
- Total client assets were a record \$2.58 trillion as of month-end April, up 1% from April 2015 and up 1% compared to March 2016.
- Client assets receiving ongoing advisory services were also a record \$1.29 trillion as of month-end April, up 2% from April 2015 and up 1% compared to March 2016.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 325 offices and 9.9 million active brokerage accounts, 1.5 million corporate retirement plan participants, 1.1 million banking accounts, and \$2.58 trillion in client assets as of April 30, 2016. 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 April 2016

	2015												2016			Change	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mo.	Yr.		
<b>Market Indices</b>																	
(at month end)																	
Dow Jones Industrial Average	17,841	18,011	17,620	17,690	16,528	16,285	17,664	17,720	17,425	16,466	16,517	17,685	17,774	1%	-		
Nasdaq Composite	4,941	5,070	4,987	5,128	4,777	4,620	5,054	5,109	5,007	4,614	4,558	4,870	4,775	(2%)	(3%)		
Standard & Poor's 500	2,086	2,107	2,063	2,104	1,972	1,920	2,079	2,080	2,044	1,940	1,932	2,060	2,065	-	(1%)		
<b>Client Assets</b>																	
(in billions of dollars)																	
Beginning Client Assets	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	2,513.8	2,428.3	2,433.6	2,556.7				
Net New Assets <sup>(1)</sup>	9.1	10.1	17.8	9.8	9.2	11.8	10.5	17.2	15.2	8.1	10.9	13.0	1.3	(90%)	(86%)		
Net Market Gains (Losses)	15.8	9.4	(43.3)	9.4	(109.3)	(58.3)	113.5	(3.8)	(54.7)	(93.6)	(5.6)	110.1	18.2				
Total Client Assets (at month end)	2,549.3	2,568.8	2,543.3	2,562.5	2,462.4	2,415.9	2,539.9	2,553.3	2,513.8	2,428.3	2,433.6	2,556.7	2,576.2	1%	1%		
<b>Receiving Ongoing Advisory Services</b>																	
(at month end)																	
Investor Services	191.0	192.8	191.4	193.3	187.2	184.9	193.3	194.5	192.6	187.3	187.9	197.9	200.3	1%	5%		
Advisor Services <sup>(2)</sup>	1,071.9	1,079.3	1,066.7	1,079.0	1,039.5	1,019.9	1,072.4	1,075.6	1,061.1	1,029.9	1,032.3	1,084.0	1,093.2	1%	2%		
<b>Client Accounts</b>																	
(at month end, in thousands)																	
Active Brokerage Accounts	9,553	9,572	9,605	9,631	9,671	9,691	9,712	9,731	9,769	9,792	9,826	9,869	9,916	-	4%		
Banking Accounts	992	1,000	1,004	1,011	1,021	1,027	1,029	1,033	1,033	1,039	1,045	1,047	1,053	1%	6%		
Corporate Retirement Plan Participants	1,469	1,469	1,474	1,483	1,488	1,492	1,502	1,514	1,519	1,518	1,523	1,532	1,532	-	4%		
<b>Client Activity</b>																	
New Brokerage Accounts (in thousands)	111	80	89	87	87	80	88	76	98	83	84	98	103	5%	(7%)		
Inbound Calls (in thousands)	1,954	1,621	1,763	1,788	1,807	1,631	1,716	1,554	1,844	1,736	1,737	1,902	1,867	(2%)	(4%)		
Web Logins (in thousands)	35,966	32,112	31,644	33,498	34,167	29,550	33,574	30,488	32,156	33,268	33,283	38,078	37,854	(1%)	5%		
Client Cash as a Percentage of Client Assets <sup>(3)</sup>	11.5%	11.6%	11.7%	11.8%	12.6%	12.9%	12.3%	12.3%	13.0%	13.7%	13.7%	13.1%	12.8%	(30) bp	130 bp		
<b>Mutual Fund and Exchange-Traded Fund</b>																	
<b>Net Buys (Sells) <sup>(4,5)</sup></b>																	
(in millions of dollars)																	
Large Capitalization Stock	(1,496)	(1,410)	(804)	(702)	(664)	(608)	(214)	637	451	(162)	(212)	(462)	(857)				
Small / Mid Capitalization Stock	423	(108)	78	149	(540)	(108)	17	(2)	(572)	(952)	58	685	(86)				
International	3,613	2,718	2,255	947	(266)	(560)	72	427	(918)	469	(28)	833	324				
Specialized	(5)	25	8	410	(390)	(643)	667	744	(495)	(668)	260	191	815				
Hybrid	(210)	(238)	(133)	(152)	(1,144)	(726)	(110)	(410)	(1,361)	(377)	38	281	14				
Taxable Bond	1,075	1,757	421	(111)	(634)	(91)	628	(1,250)	(4,020)	99	546	1,628	1,098				
Tax-Free Bond	13	(101)	(132)	156	111	35	494	260	731	379	641	949	479				
<b>Net Buy (Sell) Activity</b>																	
(in millions of dollars)																	
Mutual Funds <sup>(4)</sup>	420	813	(725)	(1,101)	(4,712)	(4,336)	(910)	(3,602)	(10,988)	(1,215)	197	1,769	(207)				
Exchange-Traded Funds <sup>(5)</sup>	2,993	1,830	2,418	1,798	1,185	1,635	2,464	4,008	4,804	3	1,106	2,336	1,994				
Money Market Funds	(6,970)	421	(358)	2,208	4,730	(717)	(451)	251	4,538	1,994	1,359	(2,101)	(3,959)				
<b>Average Interest-Earning Assets <sup>(6)</sup></b>																	
(in millions of dollars)																	
	152,697	153,466	155,369	158,238	160,638	162,639	165,351	167,388	172,334	177,332	178,610	181,529	183,341	1%	20%		

<sup>(1)</sup> November, September and June 2015 include inflows of \$10.2 billion, \$4.9 billion and \$8.1 billion, respectively, from certain mutual fund clearing services clients. April 2015 includes inflows of \$9.3 billion from certain mutual fund clearing service clients.

<sup>(2)</sup> Excludes Retirement Business Services Trust and Corporate Brokerage Retirement Services.

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

<sup>(4)</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>(5)</sup> Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

<sup>(6)</sup> Represents total interest-earning assets on the Company's balance sheet.