

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

SAN FRANCISCO, December 14, 2016 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of November 2016 include:

- Net new assets brought to the company by new and existing clients in November 2016 totaled \$11.9 billion.
- Total client assets were a record \$2.73 trillion as of month-end November, up 7% from November 2015 and up 2% compared to October 2016.
- Client assets receiving ongoing advisory services were also a record \$1.38 trillion as of month-end November, up 8% from November 2015 and up 2% compared to October 2016.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 330 offices and 10.1 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.1 million banking accounts, and \$2.73 trillion in client assets as of November 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 and www.aboutschwab.com.

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The Charles Schwab Corporation Monthly Activity Report For November 2016

	2015		2016										Change		
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Mo.	Yr.
Market Indices															
(at month end)															
Dow Jones Industrial Average	17,720	17,425	16,466	16,517	17,685	17,774	17,787	17,930	18,432	18,401	18,308	18,142	19,124	5%	8%
Nasdaq Composite	5,109	5,007	4,614	4,558	4,870	4,775	4,948	4,843	5,162	5,213	5,312	5,189	5,324	3%	4%
Standard & Poor's 500	2,080	2,044	1,940	1,932	2,060	2,065	2,097	2,099	2,174	2,171	2,168	2,126	2,199	3%	6%
Client Assets															
(in billions of dollars)															
Beginning Client Assets	2,539.9	2,553.3	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		
Net New Assets ⁽¹⁾	17.2	15.2	8.1	10.9	13.0	1.3	16.0	9.3	9.0	10.4	10.6	6.1	11.9	95%	(31%)
Net Market (Losses) Gains	(3.8)	(54.7)	(93.6)	(5.6)	110.1	18.2	15.0	5.5	67.2	1.8	4.3	(44.7)	36.0		
Total Client Assets (at month end)	2,553.3	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%	7%
Receiving Ongoing Advisory Services															
(at month end)															
Investor Services	194.5	192.6	187.3	187.9	197.9	200.3	202.7	205.0	210.2	211.7	213.4	211.3	213.2	1%	10%
Advisor Services ⁽²⁾	1,075.6	1,061.1	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	2%	8%
Client Accounts															
(at month end, in thousands)															
Active Brokerage Accounts	9,731	9,769	9,792	9,826	9,869	9,916	9,948	9,977	9,989	10,021	10,046	10,068	10,102	-	4%
Banking Accounts	1,033	1,033	1,039	1,045	1,047	1,053	1,060	1,065	1,074	1,083	1,088	1,092	1,099	1%	6%
Corporate Retirement Plan Participants	1,514	1,519	1,518	1,523	1,532	1,532	1,555	1,553	1,559	1,565	1,561	1,547	1,550	-	2%
Client Activity															
(in thousands)															
New Brokerage Accounts	76	98	83	84	98	103	81	87	84	96	84	84	93	11%	22%
Inbound Calls	1,554	1,844	1,736	1,737	1,902	1,867	1,554	1,665	1,605	1,755	1,633	1,565	1,642	5%	6%
Web Logins	30,488	32,156	33,268	33,283	38,078	37,854	38,000	43,220	46,217	42,627	38,237	35,429	37,687	6%	24%
Client Cash as a Percentage of Client Assets ⁽³⁾	12.3%	13.0%	13.7%	13.7%	13.1%	12.8%	12.7%	12.6%	12.5%	12.5%	12.5%	12.8%	12.8%	-	50 bp
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells) ^(4,5)															
(in millions of dollars)															
Large Capitalization Stock	637	451	(162)	(212)	(462)	(857)	(799)	185	(1,173)	(755)	(1,209)	(652)	200		
Small / Mid Capitalization Stock	(2)	(572)	(952)	58	685	(86)	(272)	(113)	(320)	(214)	460	(190)	877		
International	427	(918)	469	(28)	833	324	(207)	(1,208)	(347)	386	(26)	(1)	348		
Specialized	744	(495)	(668)	260	191	815	265	470	357	189	(274)	(159)	(1,019)		
Hybrid	(410)	(1,361)	(377)	38	281	14	1,133	(403)	(463)	(219)	58	(432)	(687)		
Taxable Bond	(1,250)	(4,020)	99	546	1,628	1,098	1,526	1,421	1,420	1,888	1,585	1,475	(1,110)		
Tax-Free Bond	260	731	379	641	949	479	940	700	766	920	539	20	(1,090)		
Net Buy (Sell) Activity															
(in millions of dollars)															
Mutual Funds ⁽⁴⁾	(3,602)	(10,988)	(1,215)	197	1,769	(207)	620	(2,049)	(1,683)	(297)	(656)	(1,979)	(5,864)		
Exchange-Traded Funds ⁽⁵⁾	4,008	4,804	3	1,106	2,336	1,994	1,966	3,101	1,923	2,492	1,789	2,040	3,383		
Money Market Funds	251	4,538	1,994	1,359	(2,101)	(3,959)	(738)	(1,799)	701	(768)	(658)	211	1,851		
Average Interest-Earning Assets ⁽⁶⁾															
(in millions of dollars)															
	167,388	172,334	177,332	178,610	181,529	183,341	184,432	187,933	191,850	194,268	199,107	201,894	206,970	3%	24%

⁽¹⁾ May 2016 includes an inflow of \$2.7 billion from a mutual fund clearing services client. November 2015 includes an inflow of \$10.2 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.