

# News Release



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CORPORATION

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

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

- Net new assets brought to the company by new and existing clients in February 2017 totaled \$6.6 billion, including a \$9.0 billion outflow related to a mutual fund clearing services client.
- Total client assets were a record \$2.90 trillion as of month-end February, up 19% from February 2016 and up 2% compared to January 2017.
- New brokerage accounts totaled 113,000 in February, up 35% from February 2016 and the third consecutive month in excess of 100,000 accounts.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 335 offices and 10.3 million active brokerage accounts, 1.5 million corporate retirement plan participants, 1.1 million banking accounts, and \$2.90 trillion in client assets as of February 28, 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 February 2017

	2016												2017		Change	
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mo.	Yr.	
<b>Market Indices</b>																
(at month end)																
Dow Jones Industrial Average	16,517	17,685	17,774	17,787	17,930	18,432	18,401	18,308	18,142	19,124	19,763	19,864	20,812	5%	26%	
Nasdaq Composite	4,558	4,870	4,775	4,948	4,843	5,162	5,213	5,312	5,189	5,324	5,383	5,615	5,825	4%	28%	
Standard & Poor's 500	1,932	2,060	2,065	2,097	2,099	2,174	2,171	2,168	2,126	2,199	2,239	2,279	2,364	4%	22%	
<b>Client Assets</b>																
(in billions of dollars)																
Beginning Client Assets	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			
Net New Assets <sup>(1)</sup>	10.9	13.0	1.3	16.0	9.3	9.0	10.4	10.6	6.1	11.9	18.9	11.1	6.6	(41)%	(39)%	
Net Market (Losses) Gains	(5.6)	110.1	18.2	15.0	5.5	67.2	1.8	4.3	(44.7)	36.0	26.0	40.7	57.3			
Total Client Assets (at month end)	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	2,895.2	2%	19%	
<b>Receiving Ongoing Advisory Services</b>																
(at month end)																
Investor Services	187.9	197.9	200.3	202.7	205.0	210.2	211.7	213.4	211.3	213.2	217.1	220.8	227.9	3%	21%	
Advisor Services <sup>(2)</sup>	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	1,239.0	3%	20%	
<b>Client Accounts</b>																
(at month end, in thousands)																
Active Brokerage Accounts	9,826	9,869	9,916	9,948	9,977	9,989	10,021	10,046	10,068	10,102	10,155	10,198	10,254	1%	4%	
Banking Accounts	1,045	1,047	1,053	1,060	1,065	1,074	1,083	1,088	1,092	1,099	1,106	1,109	1,117	1%	7%	
Corporate Retirement Plan Participants	1,523	1,532	1,532	1,555	1,553	1,559	1,565	1,561	1,547	1,550	1,543	1,543	1,534	(1)%	1%	
<b>Client Activity</b>																
New Brokerage Accounts (in thousands)	84	98	103	81	87	84	96	84	84	93	116	111	113	2%	35%	
Inbound Calls (in thousands)	1,737	1,902	1,867	1,554	1,665	1,605	1,755	1,633	1,565	1,642	1,931	1,817	1,787	(2)%	3%	
Web Logins (in thousands)	33,283	38,078	37,854	38,000	43,220	46,217	42,627	38,237	35,429	37,687	40,720	40,047	40,717	2%	22%	
Client Cash as a Percentage of Client Assets <sup>(3)</sup>	13.7%	13.1%	12.8%	12.7%	12.6%	12.5%	12.5%	12.5%	12.8%	12.8%	13.0%	12.7%	12.4%	(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	(212)	(462)	(857)	(799)	185	(1,173)	(755)	(1,209)	(652)	200	565	265	580			
Small / Mid Capitalization Stock	58	685	(86)	(272)	(113)	(320)	(214)	460	(190)	877	1,103	1,364	673			
International	(28)	833	324	(207)	(1,208)	(347)	386	(26)	(1)	348	(683)	1,296	1,633			
Specialized	260	191	815	265	470	357	189	(274)	(159)	(1,019)	20	411	1,007			
Hybrid	38	281	14	1,133	(403)	(463)	(219)	58	(432)	(687)	(456)	(53)	258			
Taxable Bond	546	1,628	1,098	1,526	1,421	1,420	1,888	1,585	1,475	(1,110)	1,045	3,144	3,535			
Tax-Free Bond	641	949	479	940	700	766	920	539	20	(1,090)	(1,692)	864	472			
<b>Net Buy (Sell) Activity</b>																
(in millions of dollars)																
Mutual Funds <sup>(4)</sup>	197	1,769	(207)	620	(2,049)	(1,683)	(297)	(656)	(1,979)	(5,864)	(5,825)	2,522	4,005			
Exchange-Traded Funds <sup>(5)</sup>	1,106	2,336	1,994	1,966	3,101	1,923	2,492	1,789	2,040	3,383	5,727	4,769	4,153			
Money Market Funds	1,359	(2,101)	(3,959)	(738)	(1,799)	701	(768)	(658)	211	1,851	1,141	(1,761)	(181)			
<b>Average Interest-Earning Assets <sup>(6)</sup></b>																
(in millions of dollars)																
	178,610	181,529	183,341	184,432	187,933	191,850	194,268	199,107	201,894	206,970	212,052	216,001	216,112	-	21%	

<sup>(1)</sup> February 2017 includes an outflow of \$9.0 billion from a mutual fund clearing services client. May 2016 includes an inflow of \$2.7 billion from a mutual fund clearing services client.

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