

# News Release



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CORPORATION

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

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

- Net new assets brought to the company by new and existing clients in May 2017 totaled \$24.0 billion.
- Total client assets were a record \$3.00 trillion as of month-end May, up 15% from May 2016 and up 2% compared to April 2017.
- Client assets receiving ongoing advisory services were also a record \$1.52 trillion as of month-end May, up 17% from May 2016 and up 2% compared to April 2017.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 335 offices and 10.4 million active brokerage accounts, 1.5 million corporate retirement plan participants, 1.1 million banking accounts, and \$3.00 trillion in client assets as of May 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](http://www.schwab.com) and [www.aboutschwab.com](http://www.aboutschwab.com).

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## The Charles Schwab Corporation Monthly Activity Report For May 2017

	2016												2017			Change	
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Mo.	Yr.		
<b>Market Indices</b>																	
(at month end)																	
Dow Jones Industrial Average	17,787	17,930	18,432	18,401	18,308	18,142	19,124	19,763	19,864	20,812	20,663	20,941	21,009	-	18%		
Nasdaq Composite	4,948	4,843	5,162	5,213	5,312	5,189	5,324	5,383	5,615	5,825	5,912	6,048	6,199	2%	25%		
Standard & Poor's 500	2,097	2,099	2,174	2,171	2,168	2,126	2,199	2,239	2,279	2,364	2,363	2,384	2,412	1%	15%		
<b>Client Assets</b>																	
(in billions of dollars)																	
Beginning Client Assets	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	2,922.5	2,948.8				
Net New Assets <sup>(1)</sup>	16.0	9.3	9.0	10.4	10.6	6.1	11.9	18.9	11.1	6.6	21.2	2.8	24.0	N/M	50%		
Net Market Gains (Losses)	15.0	5.5	67.2	1.8	4.3	(44.7)	36.0	26.0	40.7	57.3	6.1	23.5	23.0				
Total Client Assets (at month end)	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	2,922.5	2,948.8	2,995.8	2%	15%		
<b>Receiving Ongoing Advisory Services</b>																	
(at month end)																	
Investor Services	202.7	205.0	210.2	211.7	213.4	211.3	213.2	217.1	220.8	227.9	230.9	234.4	239.1	2%	18%		
Advisor Services <sup>(2)</sup>	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	1,250.9	1,262.7	1,283.4	2%	16%		
<b>Client Accounts</b>																	
(at month end, in thousands)																	
Active Brokerage Accounts	9,948	9,977	9,989	10,021	10,046	10,068	10,102	10,155	10,198	10,254	10,320	10,386	10,439	1%	5%		
Banking Accounts	1,060	1,065	1,074	1,083	1,088	1,092	1,099	1,106	1,109	1,117	1,120	1,128	1,138	1%	7%		
Corporate Retirement Plan Participants	1,555	1,553	1,559	1,565	1,561	1,547	1,550	1,543	1,543	1,534	1,545	1,543	1,541	-	(1%)		
<b>Client Activity</b>																	
(in thousands)																	
New Brokerage Accounts	81	87	84	96	84	84	93	116	111	113	138	125	115	(8%)	42%		
Inbound Calls	1,554	1,665	1,605	1,755	1,633	1,565	1,642	1,931	1,817	1,787	2,111	1,788	1,727	(3%)	11%		
Web Logins	38,000	43,220	46,217	42,627	38,237	35,429	37,687	40,720	40,047	40,717	45,441	39,750	44,024	11%	16%		
Client Cash as a Percentage of Client Assets <sup>(3)</sup>	12.7%	12.6%	12.5%	12.5%	12.5%	12.8%	12.8%	13.0%	12.7%	12.4%	12.4%	12.1%	11.8%	(30) bp	(90) 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	(799)	185	(1,173)	(755)	(1,209)	(652)	200	565	265	580	(125)	346	134				
Small / Mid Capitalization Stock	(272)	(113)	(320)	(214)	460	(190)	877	1,103	1,364	673	(409)	(797)	(285)				
International	(207)	(1,208)	(347)	386	(26)	(1)	348	(683)	1,296	1,633	1,703	2,410	3,610				
Specialized	265	470	357	189	(274)	(159)	(1,019)	20	411	1,007	273	570	529				
Hybrid	1,133	(403)	(463)	(219)	58	(432)	(687)	(456)	(53)	258	563	92	65				
Taxable Bond	1,526	1,421	1,420	1,888	1,585	1,475	(1,110)	1,045	3,144	3,535	3,876	2,060	3,618				
Tax-Free Bond	940	700	766	920	539	20	(1,090)	(1,692)	864	472	300	155	290				
<b>Net Buy (Sell) Activity</b>																	
(in millions of dollars)																	
Mutual Funds <sup>(4)</sup>	620	(2,049)	(1,683)	(297)	(656)	(1,979)	(5,864)	(5,825)	2,522	4,005	2,368	1,116	3,837				
Exchange-Traded Funds <sup>(5)</sup>	1,966	3,101	1,923	2,492	1,789	2,040	3,383	5,727	4,769	4,153	3,813	3,720	4,124				
Money Market Funds	(738)	(1,799)	701	(768)	(658)	211	1,851	1,141	(1,761)	(181)	1,218	(4,434)	(1,167)				
<b>Average Interest-Earning Assets <sup>(6)</sup></b>																	
(in millions of dollars)																	
	184,432	187,933	191,850	194,268	199,107	201,894	206,970	212,052	216,001	216,112	218,554	217,407	215,252	(1%)	17%		

<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.

<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.

N/M Not meaningful.