

# News Release



## Contacts:

### **MEDIA:**

Mayura Hooper  
Charles Schwab  
Phone: 415-667-1525

### **INVESTORS/ANALYSTS:**

Rich Fowler  
Charles Schwab  
Phone: 415-667-1841

**CORPORATION**

## **SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS**

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

- Net new assets brought to the company by new and existing clients in October 2017 totaled \$35.4 billion.
- Total client assets were a record \$3.26 trillion as of month-end October, up 21% from October 2016 and up 2% compared to September 2017.
- Client assets receiving ongoing advisory services were also a record \$1.64 trillion as of month-end October, up 21% from October 2016 and up 2% compared to September 2017.

### **About Charles Schwab**

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 345 offices and 10.6 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.2 million banking accounts, and \$3.26 trillion in client assets as of October 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 October 2017

	2016			2017									Change		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Mo.	Yr.
<b>Market Indices</b>															
(at month end)															
Dow Jones Industrial Average	18,142	19,124	19,763	19,864	20,812	20,663	20,941	21,009	21,350	21,891	21,948	22,405	23,377	4%	29%
Nasdaq Composite	5,189	5,324	5,383	5,615	5,825	5,912	6,048	6,199	6,140	6,348	6,429	6,496	6,728	4%	30%
Standard & Poor's 500	2,126	2,199	2,239	2,279	2,364	2,363	2,384	2,412	2,423	2,470	2,472	2,519	2,575	2%	21%
<b>Client Assets</b>															
(in billions of dollars)															
Beginning Client Assets	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	3,040.6	3,099.9	3,122.3	3,181.2		
Net New Assets <sup>(1)</sup>	6.1	11.9	18.9	11.1	6.6	21.2	2.8	24.0	37.7	15.8	18.0	17.8	35.4	99%	N/M
Net Market (Losses) Gains	(44.7)	36.0	26.0	40.7	57.3	6.1	23.5	23.0	7.1	43.5	4.4	41.1	39.9		
Total Client Assets (at month end)	2,686.7	2,734.6	2,779.5	2,831.3	2,895.2	2,922.5	2,948.8	2,995.8	3,040.6	3,099.9	3,122.3	3,181.2	3,256.5	2%	21%
<b>Receiving Ongoing Advisory Services</b>															
(at month end)															
Investor Services	211.3	213.2	217.1	220.8	227.9	230.9	234.4	239.1	242.2	247.2	249.9	255.0	259.8	2%	23%
Advisor Services <sup>(2)</sup>	1,140.5	1,161.8	1,184.3	1,208.4	1,239.0	1,250.9	1,262.7	1,283.4	1,297.6	1,323.8	1,333.1	1,358.6	1,382.6	2%	21%
<b>Client Accounts</b>															
(at month end, in thousands)															
Active Brokerage Accounts <sup>(3)</sup>	10,068	10,102	10,155	10,198	10,254	10,320	10,386	10,439	10,487	10,477	10,525	10,565	10,603	-	5%
Banking Accounts	1,092	1,099	1,106	1,109	1,117	1,120	1,128	1,138	1,143	1,154	1,167	1,176	1,181	-	8%
Corporate Retirement Plan Participants	1,547	1,550	1,543	1,543	1,534	1,545	1,543	1,541	1,540	1,540	1,550	1,552	1,556	-	1%
<b>Client Activity</b>															
New Brokerage Accounts (in thousands)	84	93	116	111	113	138	125	115	117	107	123	106	117	10%	39%
Inbound Calls (in thousands)	1,565	1,642	1,931	1,817	1,787	2,111	1,788	1,727	1,736	1,683	1,823	1,709	1,988	16%	27%
Web Logins (in thousands)	35,429	37,687	40,720	40,047	40,717	45,441	39,750	44,024	43,790	42,236	47,290	39,639	51,454	30%	45%
Client Cash as a Percentage of Client Assets <sup>(4)</sup>	12.8%	12.8%	13.0%	12.7%	12.4%	12.4%	12.1%	11.8%	11.5%	11.3%	11.4%	11.1%	10.9%	(20) bp	(190) 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	(652)	200	565	265	580	(125)	346	134	(63)	(95)	(1,683)	(138)	(51)		
Small / Mid Capitalization Stock	(190)	877	1,103	1,364	673	(409)	(797)	(285)	(322)	(139)	(293)	45	378		
International	(1)	348	(683)	1,296	1,633	1,703	2,410	3,610	3,631	2,675	1,705	1,549	1,913		
Specialized	(159)	(1,019)	20	411	1,007	273	570	529	647	236	279	465	655		
Hybrid	(432)	(687)	(456)	(53)	258	563	92	65	(340)	142	(272)	460	(118)		
Taxable Bond	1,475	(1,110)	1,045	3,144	3,535	3,876	2,060	3,618	3,499	3,064	3,481	3,809	3,466		
Tax-Free Bond	20	(1,090)	(1,692)	864	472	300	155	290	507	453	715	494	452		
<b>Net Buy (Sell) Activity</b>															
(in millions of dollars)															
Mutual Funds <sup>(5)</sup>	(1,979)	(5,864)	(5,825)	2,522	4,005	2,368	1,116	3,837	2,980	3,201	1,048	3,002	2,401		
Exchange-Traded Funds <sup>(6)</sup>	2,040	3,383	5,727	4,769	4,153	3,813	3,720	4,124	4,579	3,135	2,884	3,682	4,294		
Money Market Funds	211	1,851	1,141	(1,761)	(181)	1,218	(4,434)	(1,167)	(1,260)	1,022	2,105	(374)	213		
<b>Average Interest-Earning Assets <sup>(7)</sup></b>															
(in millions of dollars)															
	201,894	206,970	212,052	216,001	216,112	218,554	217,407	215,252	214,709	212,108	214,458	216,472	219,658	1%	9%

<sup>(1)</sup> October 2017 includes an inflow of \$16.2 billion from a mutual fund clearing services client. June 2017 includes an inflow of \$15.6 billion from a mutual fund clearing services client. February 2017 includes an outflow of \$9.0 billion from a mutual fund clearing services client.

<sup>(2)</sup> Excludes Retirement Business Services.

<sup>(3)</sup> Periodically, the Company reviews its active account base. In July 2017, active brokerage accounts were reduced by approximately 48,000 as a result of low-balance closures.

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

N/M Not meaningful.