

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

- Net new assets brought to the company by new and existing clients in November 2017 totaled \$15.7 billion.
- Total client assets were a record \$3.32 trillion as of month-end November, up 21% from November 2016 and up 2% compared to October 2017.
- New brokerage accounts totaled 122,000 in November, up 31% from November 2016, representing a record-breaking twelfth consecutive month of new accounts in excess of 100,000.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 345 offices and 10.7 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.2 million banking accounts, and \$3.32 trillion in client assets as of November 30, 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 and www.aboutschwab.com.

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The Charles Schwab Corporation Monthly Activity Report For November 2017

	2016		2017										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	19,124	19,763	19,864	20,812	20,663	20,941	21,009	21,350	21,891	21,948	22,405	23,377	24,272	4%	27%
Nasdaq Composite	5,324	5,383	5,615	5,825	5,912	6,048	6,199	6,140	6,348	6,429	6,496	6,728	6,874	2%	29%
Standard & Poor's 500	2,199	2,239	2,279	2,364	2,363	2,384	2,412	2,423	2,470	2,472	2,519	2,575	2,648	3%	20%
Client Assets															
(in billions of dollars)															
Beginning Client Assets	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		
Net New Assets ⁽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	15.7	(56%)	32%
Net Market Gains (Losses)	36.0	26.0	40.7	57.3	6.1	23.5	23.0	7.1	43.5	4.4	41.1	39.9	46.6		
Total Client Assets (at month end)	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	3,318.8	2%	21%
Receiving Ongoing Advisory Services															
(at month end)															
Investor Services	213.2	217.1	220.8	227.9	230.9	234.4	239.1	242.2	247.2	249.9	255.0	259.8	265.1	2%	24%
Advisor Services ⁽²⁾	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	1,410.8	2%	21%
Client Accounts															
(at month end, in thousands)															
Active Brokerage Accounts ⁽³⁾	10,102	10,155	10,198	10,254	10,320	10,386	10,439	10,487	10,477	10,525	10,565	10,603	10,671	1%	6%
Banking Accounts	1,099	1,106	1,109	1,117	1,120	1,128	1,138	1,143	1,154	1,167	1,176	1,181	1,192	1%	8%
Corporate Retirement Plan Participants	1,550	1,543	1,543	1,534	1,545	1,543	1,541	1,540	1,540	1,550	1,552	1,556	1,564	1%	1%
Client Activity															
(in thousands)															
New Brokerage Accounts	93	116	111	113	138	125	115	117	107	123	106	117	122	4%	31%
Inbound Calls	1,642	1,931	1,817	1,787	2,111	1,788	1,727	1,736	1,683	1,823	1,709	1,988	1,804	(9%)	10%
Web Logins	37,687	40,720	40,047	40,717	45,441	39,750	44,024	43,790	42,236	47,290	39,639	51,454	50,583	(2%)	34%
Client Cash as a Percentage of Client Assets ⁽⁴⁾	12.8%	13.0%	12.7%	12.4%	12.4%	12.1%	11.8%	11.5%	11.3%	11.4%	11.1%	10.9%	10.8%	(10) bp	(200) bp
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells) ^(5, 6)															
(in millions of dollars)															
Large Capitalization Stock	200	565	265	580	(125)	346	134	(63)	(95)	(1,683)	(138)	(51)	85		
Small / Mid Capitalization Stock	877	1,103	1,364	673	(409)	(797)	(285)	(322)	(139)	(293)	45	378	(144)		
International	348	(683)	1,296	1,633	1,703	2,410	3,610	3,631	2,675	1,705	1,549	1,913	2,627		
Specialized	(1,019)	20	411	1,007	273	570	529	647	236	279	465	655	58		
Hybrid	(687)	(456)	(53)	258	563	92	65	(340)	142	(272)	460	(118)	(263)		
Taxable Bond	(1,110)	1,045	3,144	3,535	3,876	2,060	3,618	3,499	3,064	3,481	3,809	3,466	2,389		
Tax-Free Bond	(1,090)	(1,692)	864	472	300	155	290	507	453	715	494	452	371		
Net Buy (Sell) Activity															
(in millions of dollars)															
Mutual Funds ⁽⁵⁾	(5,864)	(5,825)	2,522	4,005	2,368	1,116	3,837	2,980	3,201	1,048	3,002	2,401	882		
Exchange-Traded Funds ⁽⁶⁾	3,383	5,727	4,769	4,153	3,813	3,720	4,124	4,579	3,135	2,884	3,682	4,294	4,241		
Money Market Funds	1,851	1,141	(1,761)	(181)	1,218	(4,434)	(1,167)	(1,260)	1,022	2,105	(374)	213	1,166		
Average Interest-Earning Assets ⁽⁷⁾															
(in millions of dollars)															
	206,970	212,052	216,001	216,112	218,554	217,407	215,252	214,709	212,108	214,458	216,472	219,658	223,292	2%	8%

⁽¹⁾ 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.

⁽²⁾ Excludes Retirement Business Services.

⁽³⁾ 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.

⁽⁴⁾ Schwab One[®], certain cash equivalents, bank deposits and money market fund balances as a percentage of total client assets.

⁽⁵⁾ 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.

⁽⁶⁾ Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

⁽⁷⁾ Represents average total interest-earning assets on the Company's balance sheet.