

News Release



Contacts:

MEDIA:

Mayura Hooper
Charles Schwab
Phone: 415-667-1525

INVESTORS/ANALYSTS:

Jennifer Como
Charles Schwab
Phone: 415-667-0026

CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

SAN FRANCISCO, February 14, 2018 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of January 2018 include:

- Core net new assets brought to the company by new and existing clients in January 2018 totaled \$18.7 billion, which excludes an outflow of \$7.2 billion from a mutual fund clearing services client. Net new assets excluding all mutual fund clearing flows totaled \$17.7 billion.
 - CFO Peter Crawford provides additional perspective regarding the company’s clearing activity at: <https://www.aboutschwab.com/investor-relations/cfo-commentary>.
- Total client assets were a record \$3.48 trillion as of month-end January, up 23% from January 2017 and up 4% compared to December 2017.
- New brokerage accounts totaled 165,000 in January 2018, up 49% from January 2017, representing the highest month since 2000.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 345 offices and 10.9 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.2 million banking accounts, and \$3.48 trillion in client assets as of January 31, 2018. 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.

###

The Charles Schwab Corporation Monthly Activity Report For January 2018

	2017												2018		Change	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Mo.	Yr.	
Market Indices																
(at month end)																
Dow Jones Industrial Average	19,864	20,812	20,663	20,941	21,009	21,350	21,891	21,948	22,405	23,377	24,272	24,719	26,149	6%	32%	
Nasdaq Composite	5,615	5,825	5,912	6,048	6,199	6,140	6,348	6,429	6,496	6,728	6,874	6,903	7,411	7%	32%	
Standard & Poor's 500	2,279	2,364	2,363	2,384	2,412	2,423	2,470	2,472	2,519	2,575	2,648	2,674	2,824	6%	24%	
Client Assets																
(in billions of dollars)																
Beginning Client Assets	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	3,361.8			
Net New Assets ⁽¹⁾	11.1	6.6	21.2	2.8	24.0	37.7	15.8	18.0	17.8	35.4	15.7	27.0	11.5	(57%)	4%	
Net Market Gains	40.7	57.3	6.1	23.5	23.0	7.1	43.5	4.4	41.1	39.9	46.6	16.0	107.2			
Total Client Assets (at month end)	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	3,361.8	3,480.5	4%	23%	
Receiving Ongoing Advisory Services																
(at month end)																
Investor Services	220.8	227.9	230.9	234.4	239.1	242.2	247.2	249.9	255.0	259.8	265.1	268.7	278.6	4%	26%	
Advisor Services ⁽²⁾	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	1,431.1	1,483.7	4%	23%	
Client Accounts																
(at month end, in thousands)																
Active Brokerage Accounts ⁽³⁾	10,198	10,254	10,320	10,386	10,439	10,487	10,477	10,525	10,565	10,603	10,671	10,755	10,858	1%	6%	
Banking Accounts	1,109	1,117	1,120	1,128	1,138	1,143	1,154	1,167	1,176	1,181	1,192	1,197	1,210	1%	9%	
Corporate Retirement Plan Participants	1,543	1,534	1,545	1,543	1,541	1,540	1,540	1,550	1,552	1,556	1,564	1,568	1,580	1%	2%	
Client Activity																
(in thousands)																
New Brokerage Accounts	111	113	138	125	115	117	107	123	106	117	122	147	165	12%	49%	
Inbound Calls	1,817	1,787	2,111	1,788	1,727	1,736	1,683	1,823	1,709	1,988	1,804	2,046	2,303	13%	27%	
Web Logins	40,047	40,717	45,441	39,750	44,024	43,790	42,236	47,290	39,639	51,454	50,583	54,486	64,488	18%	61%	
Client Cash as a Percentage of Client Assets ⁽⁴⁾	12.7%	12.4%	12.4%	12.1%	11.8%	11.5%	11.3%	11.4%	11.1%	10.9%	10.8%	10.8%	10.4%	(40) bp	(230) bp	
Mutual Fund and Exchange-Traded Fund																
Net Buys (Sells) ^(5, 6)																
(in millions of dollars)																
Large Capitalization Stock	265	580	(125)	346	134	(63)	(95)	(1,683)	(138)	(51)	85	1,023	496			
Small / Mid Capitalization Stock	1,364	673	(409)	(797)	(285)	(322)	(139)	(293)	45	378	(144)	274	(125)			
International	1,296	1,633	1,703	2,410	3,610	3,631	2,675	1,705	1,549	1,913	2,627	1,852	4,306			
Specialized	411	1,007	273	570	529	647	236	279	465	655	58	424	1,569			
Hybrid	(53)	258	563	92	65	(340)	142	(272)	460	(118)	(263)	307	978			
Taxable Bond	3,144	3,535	3,876	2,060	3,618	3,499	3,064	3,481	3,809	3,466	2,389	2,561	3,284			
Tax-Free Bond	864	472	300	155	290	507	453	715	494	452	371	341	1,247			
Net Buy (Sell) Activity																
(in millions of dollars)																
Mutual Funds ⁽⁵⁾	2,522	4,005	2,368	1,116	3,837	2,980	3,201	1,048	3,002	2,401	882	775	4,843			
Exchange-Traded Funds ⁽⁶⁾	4,769	4,153	3,813	3,720	4,124	4,579	3,135	2,884	3,682	4,294	4,241	6,007	6,912			
Money Market Funds	(1,761)	(181)	1,218	(4,434)	(1,167)	(1,260)	1,022	2,105	(374)	213	1,166	2,968	(5,730)			
Average Interest-Earning Assets ⁽⁷⁾																
(in millions of dollars)																
	216,001	216,112	218,554	217,407	215,252	214,709	212,108	214,458	216,472	219,658	223,292	228,540	234,619	3%	9%	

⁽¹⁾ January 2018 includes an outflow of \$7.2 billion from a mutual fund clearing services client. 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.