

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

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

- Core net new assets brought to the company by new and existing clients in October 2018 totaled \$14.9 billion. Net new assets excluding mutual fund clearing totaled \$14.4 billion.
- Total client assets were \$3.39 trillion as of month-end October, up 4% from October 2017 and down 5% compared to September 2018.
- New brokerage accounts were 133,000 in October, up 14% from October 2017 and up 12% compared to September 2018.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 350 offices and 11.5 million active brokerage accounts, 1.6 million corporate retirement plan participants, 1.3 million banking accounts, and \$3.39 trillion in client assets as of October 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.

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The Charles Schwab Corporation Monthly Activity Report For October 2018

	2017			2018									Change		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Mo.	Yr.
Market Indices (at month end)															
Dow Jones Industrial Average	23,377	24,272	24,719	26,149	25,029	24,103	24,163	24,416	24,271	25,415	25,965	26,458	25,116	(5%)	7%
Nasdaq Composite	6,728	6,874	6,903	7,411	7,273	7,063	7,066	7,442	7,510	7,672	8,110	8,046	7,306	(9%)	9%
Standard & Poor's 500	2,575	2,648	2,674	2,824	2,714	2,641	2,648	2,705	2,718	2,816	2,902	2,914	2,712	(7%)	5%
Client Assets (in billions of dollars)															
Beginning Client Assets	3,181.2	3,256.5	3,318.8	3,361.8	3,480.5	3,328.8	3,305.4	3,312.1	3,378.1	3,397.0	3,477.9	3,555.9	3,563.7		
Net New Assets ⁽¹⁾	35.4	15.7	27.0	11.5	(50.5)	20.2	0.4	19.4	24.1	16.3	20.8	16.4	14.9	(9%)	(58%)
Net Market Gains (Losses)	39.9	46.6	16.0	107.2	(101.2)	(43.6)	6.3	46.6	(5.2)	64.6	57.2	(8.6)	(190.5)		
Total Client Assets (at month end)	3,256.5	3,318.8	3,361.8	3,480.5	3,328.8	3,305.4	3,312.1	3,378.1	3,397.0	3,477.9	3,555.9	3,563.7	3,388.1	(5%)	4%
Core Net New Assets ⁽²⁾	19.2	15.7	27.0	18.7	21.3	25.6	9.9	19.4	24.1	16.3	20.8	16.4	14.9	(9%)	(22%)
Receiving Ongoing Advisory Services (at month end)															
Investor Services	259.8	265.1	268.7	278.6	273.0	273.2	274.7	279.1	280.0	287.0	292.0	292.7	280.3	(4%)	8%
Advisor Services ⁽³⁾	1,382.6	1,410.8	1,431.1	1,483.7	1,449.5	1,444.4	1,451.6	1,478.0	1,488.7	1,525.5	1,555.3	1,559.2	1,485.8	(5%)	7%
Client Accounts (at month end, in thousands)															
Active Brokerage Accounts ⁽⁴⁾	10,603	10,671	10,755	10,858	10,936	11,005	11,081	11,145	11,202	11,243	11,310	11,423	11,479	0%	8%
Banking Accounts	1,181	1,192	1,197	1,210	1,218	1,221	1,230	1,240	1,250	1,262	1,274	1,283	1,289	0%	9%
Corporate Retirement Plan Participants	1,556	1,564	1,568	1,580	1,580	1,594	1,599	1,599	1,599	1,611	1,621	1,627	1,634	0%	5%
Client Activity															
New Brokerage Accounts (in thousands)	117	122	147	165	138	140	141	122	121	118	132	119	133	12%	14%
Inbound Calls (in thousands)	1,988	1,804	2,046	2,303	2,005	2,145	2,034	1,852	1,814	1,849	1,964	1,715	1,976	15%	(1%)
Web Logins (in thousands)	51,454	50,583	54,486	64,488	60,830	58,906	55,980	56,234	56,491	57,137	62,797	53,923	59,261	10%	15%
Client Cash as a Percentage of Client Assets ⁽⁵⁾	10.9%	10.8%	10.8%	10.4%	10.9%	11.0%	10.9%	10.6%	10.7%	10.5%	10.4%	10.3%	11.1%	80 bp	20 bp
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells) ^(6,7) (in millions of dollars)															
Large Capitalization Stock	(51)	85	1,023	496	715	(158)	410	953	981	486	918	311	308		
Small / Mid Capitalization Stock	378	(144)	274	(125)	(167)	130	359	753	1,195	768	(186)	151	(1,344)		
International	1,913	2,627	1,852	4,306	2,685	1,546	809	372	(498)	(529)	186	(88)	(109)		
Specialized	655	58	424	1,569	187	326	122	(19)	383	520	(245)	73	(914)		
Hybrid	(118)	(263)	307	978	(88)	529	(541)	(241)	(288)	(548)	(678)	(324)	(1,313)		
Taxable Bond	3,466	2,389	2,561	3,284	155	2,117	1,661	1,002	928	879	965	1,371	(351)		
Tax-Free Bond	452	371	341	1,247	211	247	(113)	449	588	306	559	262	(591)		
Net Buy (Sell) Activity (in millions of dollars)															
Mutual Funds ⁽⁶⁾	2,401	882	775	4,843	(417)	1,976	(36)	(88)	555	(522)	(1,936)	(1,538)	(5,734)		
Exchange-Traded Funds ⁽⁷⁾	4,294	4,241	6,007	6,912	4,115	2,761	2,743	3,357	2,734	2,404	3,455	3,294	1,420		
Money Market Funds	213	1,166	2,968	(5,730)	(4,292)	(9,100)	(4,156)	(2,245)	(4,919)	(4,801)	704	(1,933)	2,546		
Average Interest-Earning Assets ⁽⁸⁾															
(in millions of dollars)	219,658	223,292	228,540	234,619	239,922	241,049	239,833	242,584	249,432	254,211	259,137	261,741	264,156	1%	20%

⁽¹⁾ April, March, February, and January 2018 include outflows of \$9.5 billion, \$5.4 billion, \$71.8 billion, and \$7.2 billion, respectively, from certain mutual fund clearing services clients. October 2017 includes an inflow of \$16.2 billion from a mutual fund clearing services client.

⁽²⁾ Net new assets before significant one-time inflows or outflows, such as acquisitions/divestitures or extraordinary flows (generally greater than \$10 billion) relating to a specific client. These flows may span multiple reporting periods.

⁽³⁾ Excludes Retirement Business Services.

⁽⁴⁾ In September 2018, the definition of active brokerage accounts was standardized across all account types as accounts with activity within the preceding 270 days. This change increased active accounts by approximately 63,000.

⁽⁵⁾ Schwab One[®], certain cash equivalents, bank deposits and money market fund balances as a percentage of total client assets.

⁽⁶⁾ 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.

⁽⁷⁾ Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

⁽⁸⁾ Represents average total interest-earning assets on the company's balance sheet.