

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

SAN FRANCISCO, February 14, 2019 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of January 2019 include:

- Core net new assets brought to the company by new and existing clients in January 2019 totaled \$15.1 billion. Net new assets excluding mutual fund clearing totaled \$13.5 billion.
- Total client assets were \$3.45 trillion as of month-end January, down 1% from January 2018 and up 6% compared to December 2018.
- Client assets receiving ongoing advisory services were \$1.80 trillion as of month-end January, up 2% from January 2018 and up 5% compared to December 2018.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 355 offices and 11.7 million active brokerage accounts, 1.7 million corporate retirement plan participants, 1.3 million banking accounts, and \$3.45 trillion in client assets as of January 31, 2019. 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 January 2019

	2018												2019	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	26,149	25,029	24,103	24,163	24,416	24,271	25,415	25,965	26,458	25,116	25,538	23,327	25,000	7%	(4%)
Nasdaq Composite	7,411	7,273	7,063	7,066	7,442	7,510	7,672	8,110	8,046	7,306	7,331	6,635	7,282	10%	(2%)
Standard & Poor's 500	2,824	2,714	2,641	2,648	2,705	2,718	2,816	2,902	2,914	2,712	2,760	2,507	2,704	8%	(4%)
Client Assets (in billions of dollars)															
Beginning Client Assets	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	3,431.9	3,252.2		
Net New Assets ⁽¹⁾	11.5	(50.5)	20.2	0.4	19.4	24.1	16.3	20.8	16.4	14.9	15.6	24.8	15.1	(39%)	31%
Net Market Gains (Losses)	107.2	(101.2)	(43.6)	6.3	46.6	(5.2)	64.6	57.2	(8.6)	(190.5)	28.2	(204.5)	180.4		
Total Client Assets (at month end)	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	3,431.9	3,252.2	3,447.7	6%	(1%)
Core Net New Assets ⁽²⁾	18.7	21.3	25.6	9.9	19.4	24.1	16.3	20.8	16.4	14.9	15.6	24.8	15.1	(39%)	(19%)
Receiving Ongoing Advisory Services (at month end)															
Investor Services	278.6	273.0	273.2	274.7	279.1	280.0	287.0	292.0	292.7	280.3	284.7	272.4	286.9	5%	3%
Advisor Services ⁽³⁾	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	1,510.1	1,436.1	1,514.2	5%	2%
Client Accounts (at month end, in thousands)															
Active Brokerage Accounts ⁽⁴⁾	10,858	10,936	11,005	11,081	11,145	11,202	11,243	11,310	11,423	11,479	11,529	11,593	11,653	1%	7%
Banking Accounts	1,210	1,218	1,221	1,230	1,240	1,250	1,262	1,274	1,283	1,289	1,297	1,302	1,312	1%	8%
Corporate Retirement Plan Participants	1,580	1,580	1,594	1,599	1,599	1,599	1,611	1,621	1,627	1,634	1,639	1,655	1,679	1%	6%
Client Activity															
New Brokerage Accounts (in thousands)	165	138	140	141	122	121	118	132	119	133	115	132	131	(1%)	(21%)
Inbound Calls (in thousands)	2,303	2,005	2,145	2,034	1,852	1,814	1,849	1,964	1,715	1,976	1,681	1,839	1,924	5%	(16%)
Web Logins (in thousands)	64,488	60,830	58,906	55,980	56,234	56,491	57,137	62,797	53,923	59,261	54,654	53,920	64,563	20%	-
Client Cash as a Percentage of Client Assets ⁽⁵⁾	10.4%	10.9%	11.0%	10.9%	10.6%	10.7%	10.5%	10.4%	10.3%	11.1%	11.2%	12.8%	11.7%	(110) bp	130 bp
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells)^(6,7) (in millions of dollars)															
Large Capitalization Stock	496	715	(158)	410	953	981	486	918	311	308	331	717	1,343		
Small / Mid Capitalization Stock	(125)	(167)	130	359	753	1,195	768	(186)	151	(1,344)	(456)	(1,414)	1,329		
International	4,306	2,685	1,546	809	372	(498)	(529)	186	(88)	(109)	(418)	(2,163)	2,212		
Specialized	1,569	187	326	122	(19)	383	520	(245)	73	(914)	(397)	(2,105)	124		
Hybrid	978	(88)	529	(541)	(241)	(288)	(548)	(678)	(324)	(1,313)	(1,248)	(2,985)	(321)		
Taxable Bond	3,284	155	2,117	1,661	1,002	928	879	965	1,371	(351)	(836)	(4,342)	3,956		
Tax-Free Bond	1,247	211	247	(113)	449	588	306	559	262	(591)	(407)	(409)	1,184		
Net Buy (Sell) Activity (in millions of dollars)															
Mutual Funds ⁽⁶⁾	4,843	(417)	1,976	(36)	(88)	555	(522)	(1,936)	(1,538)	(5,734)	(7,955)	(21,372)	6,740		
Exchange-Traded Funds ⁽⁷⁾	6,912	4,115	2,761	2,743	3,357	2,734	2,404	3,455	3,294	1,420	4,524	8,671	3,087		
Money Market Funds	(5,730)	(4,292)	(9,100)	(4,156)	(2,245)	(4,919)	(4,801)	704	(1,933)	2,546	8,515	13,548	4,944		
Average Interest-Earning Assets⁽⁸⁾ (in millions of dollars)															
	234,619	239,922	241,049	239,833	242,584	249,432	254,211	259,137	261,741	264,156	265,648	274,913	277,068	1%	18%

⁽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.

⁽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.