

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

SAN FRANCISCO, August 14, 2020 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of July 2020 include:

- Core net new assets brought to the company by new and existing clients totaled \$2.7 billion. Core net new assets excluding mutual fund clearing totaled \$2.4 billion. These flows reflect the extension of the federal income tax filing due date from April 15 to July 15.
- Total client assets were \$4.28 trillion as of month-end July, up 14% from July 2019 and up 4% compared to June 2020.
- New brokerage accounts were 206,000 in July, up 60% from July 2019 and up 2% compared to June 2020.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with more than 360 offices and 14.2 million active brokerage accounts, 1.7 million corporate retirement plan participants, 1.5 million banking accounts, and \$4.3 trillion in client assets as of July 31, 2020. Through its operating subsidiaries, the company provides a full range of wealth management, securities brokerage, banking, asset management, custody, and financial advisory services to individual investors and independent investment advisors. Its broker-dealer subsidiary, Charles Schwab & Co., Inc. (member SIPC, <https://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 <https://www.schwab.com> and <https://www.aboutschwab.com>.

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The Charles Schwab Corporation Monthly Activity Report For July 2020

	2019						2020						Change		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Mo.	Yr.
Market Indices (at month end)															
Dow Jones Industrial Average	26,864	26,403	26,917	27,046	28,051	28,538	28,256	25,409	21,917	24,346	25,383	25,813	26,428	2%	(2%)
Nasdaq Composite	8,175	7,963	7,999	8,292	8,665	8,973	9,151	8,567	7,700	8,890	9,490	10,059	10,745	7%	31%
Standard & Poor's 500	2,980	2,926	2,977	3,038	3,141	3,231	3,226	2,954	2,585	2,912	3,044	3,100	3,271	6%	10%
Client Assets (in billions of dollars)															
Beginning Client Assets	3,702.4	3,746.7	3,716.5	3,768.4	3,854.6	3,942.2	4,038.8	4,051.6	3,862.8	3,496.9	3,778.3	4,009.0	4,110.1		
Net New Assets ⁽¹⁾	19.3	19.9	17.4	35.2	12.0	30.1	20.9	24.4	27.9	15.3	97.5	24.6	11.2	(54%)	(42%)
Net Market Gains (Losses)	25.0	(50.1)	34.5	51.0	75.6	66.5	(8.1)	(213.2)	(393.8)	266.1	133.2	76.5	156.7		
Total Client Assets (at month end)	3,746.7	3,716.5	3,768.4	3,854.6	3,942.2	4,038.8	4,051.6	3,862.8	3,496.9	3,778.3	4,009.0	4,110.1	4,278.0	4%	14%
<i>Core Net New Assets</i> ⁽²⁾	19.3	19.9	17.4	24.1	12.0	30.1	20.9	24.4	27.9	15.3	17.6	13.7	2.7	(80%)	(86%)
Receiving Ongoing Advisory Services (at month end)															
Investor Services	314.8	314.2	318.5	324.6	330.8	337.1	336.8	323.2	291.5	309.9	339.8	345.2	355.6	3%	13%
Advisor Services ⁽³⁾	1,646.1	1,635.7	1,659.4	1,691.6	1,728.2	1,769.7	1,773.2	1,694.0	1,531.3	1,647.9	1,711.7	1,747.5	1,818.5	4%	10%
Client Accounts (at month end, in thousands)															
Active Brokerage Accounts	12,026	12,085	12,118	12,189	12,247	12,333	12,431	12,521	12,736	12,866	14,007	14,107	14,220	1%	18%
Banking Accounts	1,352	1,361	1,361	1,374	1,384	1,390	1,403	1,411	1,426	1,439	1,448	1,463	1,480	1%	9%
Corporate Retirement Plan Participants	1,701	1,711	1,718	1,735	1,743	1,748	1,732	1,726	1,721	1,696	1,714	1,716	1,712	-	1%
Client Activity															
New Brokerage Accounts (in thousands) ⁽⁴⁾	129	126	108	142	127	164	167	159	283	201	1,250	201	206	2%	60%
Inbound Calls (in thousands)	1,773	1,759	1,570	1,771	1,605	1,884	1,947	1,831	2,366	1,824	1,736	2,128	2,105	(1%)	19%
Web Logins (in thousands)	65,809	63,928	63,530	72,547	66,394	69,733	77,716	76,941	97,523	92,491	93,803	106,720	103,474	(3%)	57%
Client Cash as a Percentage of Client Assets ⁽⁵⁾	11.0%	11.3%	11.4%	11.3%	11.3%	11.3%	11.3%	12.0%	15.1%	14.3%	14.0%	13.6%	13.0%	(60) bp	200 bp
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells) ^(6,7) (in millions of dollars)															
Large Capitalization Stock	717	328	23	900	1,406	991	845	(178)	984	(693)	(768)	(1,254)	(2,536)		
Small / Mid Capitalization Stock	10	(374)	(212)	(458)	73	201	(314)	(531)	(954)	151	(401)	(1,063)	(1,476)		
International	744	(1,390)	(355)	340	735	993	1,360	132	(2,116)	(2,207)	(1,953)	(1,580)	(773)		
Specialized	418	353	583	618	484	455	762	397	333	2,059	1,512	1,020	1,505		
Hybrid	(366)	(569)	(372)	(202)	(290)	(96)	615	(257)	(4,790)	(860)	(518)	(97)	(769)		
Taxable Bond	3,806	2,725	2,935	2,813	2,274	4,710	5,714	3,830	(23,142)	1,642	5,469	9,215	7,314		
Tax-Free Bond	960	760	593	809	860	1,255	1,481	1,066	(5,229)	(242)	805	1,710	1,297		
Net Buy (Sell) Activity (in millions of dollars)															
Mutual Funds ⁽⁶⁾	2,151	(1,281)	(573)	(473)	(761)	1,097	2,684	(565)	(34,382)	(3,863)	(564)	1,768	(147)		
Exchange-Traded Funds ⁽⁷⁾	4,138	3,114	3,768	5,293	6,303	7,412	7,779	5,024	(532)	3,713	4,710	6,183	4,709		
Money Market Funds	6,143	6,068	5,833	7,059	4,768	1,515	1,911	1,312	(1,233)	8,465	4,833	(5,673)	(9,039)		
Average Interest-Earning Assets ⁽⁸⁾															
(in millions of dollars)	263,993	265,005	266,430	266,089	268,254	274,911	279,437	278,966	317,850	353,018	361,814	373,986	379,521	1%	44%

⁽¹⁾ July 2020 includes an inflow of \$8.5 billion related to the acquisition of Wasmer, Schroeder & Company, LLC. June 2020 includes an inflow of \$10.9 billion from a mutual fund clearing services client. May 2020 includes an inflow of \$79.9 billion related to the acquisition of the assets of USAA's Investment Management Company. October 2019 includes an inflow of \$11.1 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⁾ May 2020 includes 1.1 million new brokerage accounts related to the acquisition of the assets of USAA's Investment Management Company.

⁽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.