

News Release



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CORPORATION

SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

WESTLAKE, Texas, June 14, 2023 – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of May 2023 include:

- Core net new assets brought to the company by new and existing clients totaled \$20.7 billion. Net new assets excluding mutual fund clearing totaled \$24.5 billion.
- Total client assets were \$7.65 trillion as of month-end May, up 5% from May 2022 and flat compared to April 2023.
- Client cash as a percentage of assets was 11.5% as of month-end May, compared with 12.0% in May 2022 and 11.3% in April 2023.

Commentary from the CFO

Peter Crawford, Managing Director and Chief Financial Officer, provides additional perspective on client cash realignment trends and second quarter revenue expectations: <https://www.aboutschwab.com/cfo-commentary>.

About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with 34.3 million active brokerage accounts, 2.4 million corporate retirement plan participants, 1.8 million banking accounts, and \$7.65 trillion in client assets as of May 31, 2023. 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 subsidiaries, Charles Schwab & Co., Inc., TD Ameritrade, Inc., and TD Ameritrade Clearing, Inc., (members SIPC, <https://www.sipc.org>), and their 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 primary banking subsidiary, Charles Schwab Bank, SSB (member FDIC and an Equal Housing Lender), provides banking and lending services and products. More information is available at <https://www.aboutschwab.com>.

TD Ameritrade, Inc. and TD Ameritrade Clearing, Inc. are separate but affiliated companies and subsidiaries of TD Ameritrade Holding Corporation. TD Ameritrade Holding Corporation is a wholly owned subsidiary of The Charles Schwab Corporation. TD Ameritrade is a trademark jointly owned by TD Ameritrade IP Company, Inc. and The Toronto-Dominion Bank.

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The Charles Schwab Corporation Monthly Activity Report For May 2023

	2022					2023							Change		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Mo.	Yr.
Market Indices (at month end)															
Dow Jones Industrial Average [®]	32,990	30,775	32,845	31,510	28,726	32,733	34,590	33,147	34,086	32,657	33,274	34,098	32,908	(3%)	-
Nasdaq Composite [®]	12,081	11,029	12,391	11,816	10,576	10,988	11,468	10,466	11,585	11,456	12,222	12,227	12,935	6%	7%
Standard & Poor's [®] 500	4,132	3,785	4,130	3,955	3,586	3,872	4,080	3,840	4,077	3,970	4,109	4,169	4,180	-	1%
Client Assets (in billions of dollars)															
Beginning Client Assets	7,284.4	7,301.7	6,832.5	7,304.8	7,127.6	6,644.2	7,004.6	7,320.6	7,049.8	7,480.6	7,380.2	7,580.0	7,631.5		
Net New Assets ⁽¹⁾	32.8	19.8	31.5	43.3	39.8	42.0	33.1	53.3	36.1	41.7	72.9	13.6	24.6	81%	(25%)
Net Market (Losses) Gains	(15.5)	(489.0)	440.8	(220.5)	(523.2)	318.4	282.9	(324.1)	394.7	(142.1)	126.9	37.9	(5.9)		
Total Client Assets (at month end)	7,301.7	6,832.5	7,304.8	7,127.6	6,644.2	7,004.6	7,320.6	7,049.8	7,480.6	7,380.2	7,580.0	7,631.5	7,650.2	-	5%
Core Net New Assets ⁽²⁾	32.8	40.6	31.5	43.3	39.8	42.0	33.1	53.3	36.1	41.7	53.9	(2.3)	20.7	N/M	(37%)
Receiving Ongoing Advisory Services (at month end)															
Investor Services	513.0	483.8	514.8	499.2	466.6	487.3	514.0	499.8	524.6	515.5	526.2	530.7	526.3	(1%)	3%
Advisor Services ⁽³⁾	3,213.8	3,040.4	3,222.5	3,150.5	2,950.9	3,106.0	3,270.5	3,173.4	3,345.4	3,289.6	3,369.3	3,394.9	3,377.8	(1%)	5%
Client Accounts (at month end, in thousands)															
Active Brokerage Accounts ⁽⁴⁾	33,822	33,896	33,934	33,984	33,875	33,896	33,636	33,758	33,878	34,010	34,120	34,248	34,311	-	1%
Banking Accounts	1,658	1,669	1,680	1,690	1,696	1,706	1,705	1,716	1,729	1,733	1,746	1,757	1,768	1%	7%
Corporate Retirement Plan Participants	2,275	2,275	2,267	2,285	2,305	2,322	2,336	2,351	2,369	2,384	2,379	2,391	2,401	-	6%
Client Activity															
New Brokerage Accounts (in thousands)	323	305	278	332	287	298	303	330	344	320	378	331	314	(5%)	(3%)
Client Cash as a Percentage of Client Assets ⁽⁵⁾	12.0%	12.8%	12.0%	12.1%	12.9%	12.2%	11.5%	12.3%	11.6%	11.7%	11.6%	11.3%	11.5%	20 bp	(50) bp
Derivative Trades as a Percentage of Total Trades	22.6%	22.3%	24.2%	23.3%	23.6%	24.1%	24.6%	23.2%	23.0%	23.5%	22.8%	23.4%	23.5%	10 bp	90 bp
Selected Average Balances (in millions of dollars)															
Average Interest-Earning Assets ⁽⁶⁾	620,157	614,100	605,751	586,154	568,351	552,631	527,019	520,100	512,893	503,122	497,627	493,215	483,438	(2%)	(22%)
Average Margin Balances	78,841	74,577	72,177	72,855	73,224	69,188	66,011	64,759	60,211	60,575	60,848	60,338	60,250	-	(24%)
Average Bank Deposit Account Balances ⁽⁷⁾	154,669	155,306	154,542	148,427	141,198	136,036	130,479	126,953	122,387	115,816	109,392	104,775	103,149	(2%)	(33%)
Mutual Fund and Exchange-Traded Fund															
Net Buys (Sells)^(8,9) (in millions of dollars)															
Equities	1,889	(1,586)	5,589	10,465	(2,662)	3,984	3,777	(1,837)	7,236	5,850	(3,234)	1,126	(1,366)		
Hybrid	(1,718)	(1,054)	(2,041)	(783)	(938)	(1,380)	(2,052)	(1,595)	(433)	47	(1,641)	(462)	(889)		
Bonds	(6,121)	(5,631)	729	(141)	(5,801)	(7,218)	(3,721)	(3,260)	5,646	4,281	6,158	2,575	2,029		
Net Buy (Sell) Activity (in millions of dollars)															
Mutual Funds ⁽⁶⁾	(20,761)	(16,258)	(8,674)	(7,117)	(15,200)	(18,473)	(17,143)	(21,851)	552	(2,338)	(7,423)	(4,904)	(7,157)		
Exchange-Traded Funds ⁽⁹⁾	14,811	7,987	12,951	16,658	5,799	13,859	15,147	15,159	11,897	12,516	8,706	8,143	6,931		
Money Market Funds	7,106	11,544	13,711	19,702	17,018	21,542	16,929	27,778	24,285	23,347	27,106	6,291	15,256		

Note: Certain supplemental details related to the information above can be found at: <https://www.aboutschwab.com/financial-reports>.

⁽¹⁾ Unless otherwise noted, differences between net new assets and core net new assets are net flows from off-platform Schwab Bank Retail Certificates of Deposit (CDs) - including March 2023 which reflects inflows of \$19.0 billion from off-platform Schwab Bank Retail CDs issued year-to-date through March 31, 2023. April 2023 also includes an inflow of \$12.0 billion from a mutual fund clearing services client. June 2022 includes an outflow of \$20.8 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, and activity from off-platform Schwab Bank Retail CDs. These flows may span multiple reporting periods.

⁽³⁾ Excludes Retirement Business Services.

⁽⁴⁾ November 2022 includes the company-initiated closure of approximately 350 thousand low-balance accounts. September 2022 includes the company-initiated closure of approximately 152 thousand low-balance accounts.

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

⁽⁶⁾ Represents average total interest-earning assets on the company's balance sheet. November 2022 includes the impact of transferring certain investment securities from the available for sale category to the held-to-maturity category.

⁽⁷⁾ Represents average clients' uninvested cash sweep account balances held in deposit accounts at third-party financial institutions.

⁽⁸⁾ 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.

⁽⁹⁾ Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

N/M - Not meaningful. Percentage changes greater than 200% are presented as not meaningful.