

# News Release



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CORPORATION

## SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

**WESTLAKE, Texas, August 14, 2024** – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of July 2024 include:

- Core net new assets brought to the company by new and existing clients totaled \$29.0 billion – more than double July 2023 asset gathering levels.
- Total client assets were \$9.57 trillion as of month-end July, up 16% from July 2023 and up 2% compared to June 2024.
- New brokerage accounts totaled 327 thousand in July, an increase of 8% and 5% versus July 2023 and June 2024, respectively.
- Transactional sweep cash finished July 2024 at \$371.8 billion, down approximately 1% versus June 2024. While client engagement in the markets remained strong through July, the combined month-over-month decline in bank sweep deposits and broker-dealer cash balances was less than \$1 billion.

### About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with 35.7 million active brokerage accounts, 5.4 million workplace plan participant accounts, 1.9 million banking accounts, and \$9.57 trillion in client assets as of July 31, 2024. 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 its 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>.

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## The Charles Schwab Corporation Monthly Activity Report For July 2024

	2023						2024						Change		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Mo.	Yr.
<b>Market Indices</b> (at month end)															
Dow Jones Industrial Average <sup>®</sup>	35,560	34,722	33,508	33,053	35,951	37,690	38,150	38,996	39,807	37,816	38,686	39,119	40,843	4%	15%
Nasdaq Composite <sup>®</sup>	14,346	14,035	13,219	12,851	14,226	15,011	15,164	16,092	16,379	15,658	16,735	17,733	17,599	(1%)	23%
Standard & Poor's <sup>®</sup> 500	4,589	4,508	4,288	4,194	4,568	4,770	4,846	5,096	5,254	5,036	5,278	5,460	5,522	1%	20%
<b>Client Assets</b> (in billions of dollars)															
Beginning Client Assets	8,015.8	8,241.0	8,094.7	7,824.5	7,653.4	8,180.6	8,516.6	8,558.1	8,879.5	9,118.4	8,847.5	9,206.3	9,407.5		
Net New Assets <sup>(1)</sup>	12.9	8.1	27.2	5.0	19.2	42.1	14.8	31.7	41.7	10.0	31.0	33.2	29.0	(13%)	125%
Net Market Gains (Losses)	212.3	(154.4)	(297.4)	(176.1)	508.0	293.9	26.7	289.7	197.2	(280.9)	327.8	168.0	135.6		
Total Client Assets (at month end)	8,241.0	8,094.7	7,824.5	7,653.4	8,180.6	8,516.6	8,558.1	8,879.5	9,118.4	8,847.5	9,206.3	9,407.5	9,572.1	2%	16%
<i>Core Net New Assets<sup>(1,2)</sup></i>	<i>13.7</i>	<i>4.9</i>	<i>27.1</i>	<i>11.3</i>	<i>21.7</i>	<i>43.1</i>	<i>17.2</i>	<i>33.4</i>	<i>45.0</i>	<i>1.0</i>	<i>31.1</i>	<i>29.1</i>	<i>29.0</i>	-	112%
<b>Receiving Ongoing Advisory Services</b> (at month end)															
Investor Services	560.6	552.2	533.0	522.2	557.0	581.4	584.1	601.8	618.5	602.2	624.0	632.9	649.1	3%	16%
Advisor Services <sup>(3)</sup>	3,619.8	3,554.2	3,448.0	3,380.3	3,604.4	3,757.4	3,780.4	3,902.5	4,009.5	3,893.9	4,027.3	4,090.0	4,185.4	2%	16%
<b>Client Accounts</b> (at month end, in thousands)															
Active Brokerage Accounts	34,434	34,440	34,540	34,571	34,672	34,838	35,017	35,127	35,301	35,426	35,524	35,612	35,743	-	4%
Banking Accounts	1,792	1,798	1,799	1,812	1,825	1,838	1,856	1,871	1,885	1,901	1,916	1,931	1,937	-	8%
Workplace Plan Participant Accounts <sup>(4)</sup>	5,030	5,037	5,141	5,212	5,212	5,221	5,226	5,268	5,277	5,282	5,345	5,363	5,382	-	7%
<b>Client Activity</b>															
New Brokerage Accounts (in thousands)	303	311	280	284	286	340	366	345	383	361	314	310	327	5%	8%
Client Cash as a Percentage of Client Assets <sup>(5)</sup>	10.2%	10.4%	10.8%	11.2%	10.7%	10.5%	10.5%	10.2%	10.0%	10.2%	9.9%	9.7%	9.6%	(10) bp	(60) bp
Derivative Trades as a Percentage of Total Trades	23.0%	24.4%	24.2%	23.2%	23.1%	21.8%	21.8%	22.2%	21.9%	22.1%	21.9%	21.3%	21.2%	(10) bp	(180) bp
<b>Selected Average Balances</b> (in millions of dollars)															
Average Interest-Earning Assets <sup>(6)</sup>	466,659	449,483	444,864	438,522	439,118	446,305	443,694	434,822	431,456	423,532	415,950	417,150	417,379	-	(11%)
Average Margin Balances	63,040	64,226	64,014	63,946	61,502	62,309	61,368	63,600	66,425	68,827	67,614	69,730	73,206	5%	16%
Average Bank Deposit Account Balances <sup>(7)</sup>	102,566	101,928	100,404	97,893	94,991	95,518	95,553	92,075	90,774	88,819	86,844	85,195	83,979	(1%)	(18%)
<b>Mutual Fund and Exchange-Traded Fund</b>															
<b>Net Buys (Sells)<sup>(8,9)</sup></b> (in millions of dollars)															
Equities	7,423	(278)	675	(3,039)	6,099	7,903	8,182	7,624	10,379	3,472	5,734	3,379	10,908		
Hybrid	(407)	(1,037)	(828)	(1,457)	(1,466)	(1,596)	(501)	(1,330)	(439)	(703)	(558)	(843)	(1,155)		
Bonds	2,515	4,696	2,723	1,094	255	6,104	7,510	9,883	7,561	5,949	5,854	6,346	8,651		
<b>Net Buy (Sell) Activity</b> (in millions of dollars)															
Mutual Funds <sup>(8)</sup>	(3,333)	(6,476)	(5,853)	(12,245)	(9,267)	(7,406)	(966)	(1,348)	(1,607)	(4,818)	(5,544)	(4,254)	(4,679)		
Exchange-Traded Funds <sup>(9)</sup>	12,864	9,857	8,423	8,843	14,155	19,817	16,157	17,525	19,108	13,536	16,574	13,136	23,083		
Money Market Funds	7,911	16,869	13,388	16,976	11,670	7,745	11,717	10,129	9,085	(2,357)	9,790	3,858	9,110		

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

<sup>(1)</sup> Unless otherwise noted, differences between net new assets and core net new assets are net flows from off-platform Schwab Bank Retail CDs. Additionally, 2024 includes an inflow of \$10.3 billion from a mutual fund clearing services client in April, and 2023 includes outflows from a large international relationship of \$0.8 billion in September, \$6.2 billion in October, \$5.4 billion in November, and \$0.6 billion in December.

<sup>(2)</sup> 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.

<sup>(3)</sup> Excludes Retirement Business Services.

<sup>(4)</sup> Beginning October 2023, Retirement Plan Participants was expanded to include accounts in Stock Plan Services, Designated Brokerage Services, and Retirement Business Services. Participants may be enrolled in services in more than one Workplace business. Prior periods have been recast to reflect this change.

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

<sup>(6)</sup> Represents average total interest-earning assets on the Company's balance sheet.

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

<sup>(8)</sup> 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.

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