

# The Charles Schwab Corporation

Charles Schwab serves millions of individual investors who invest on their own, through a workplace retirement or equity plan, or with the help of an independent financial advisor.

## Corporate Facts

Charles Schwab provides investment-related products, services and sophisticated financial planning – all delivered by people with a passion for helping clients achieve their goals.

### Locations

- Headquartered in San Francisco
- More than 350 branches in 45 U.S. states plus a branch each in London and Puerto Rico. Hong Kong is served through a subsidiary.

### People

- Chairman Chuck Schwab
- President and CEO Walt Bettinger
- Approximately 19,500 full-time employees

## Financial Results

Charles Schwab is traded publicly on the New York Stock Exchange under the ticker symbol SCHW.

### Client Assets & Accounts

(As of 12/31/18)

- \$3.25 trillion in total client assets
- 11.6 million active brokerage accounts
- 1.7 million retirement plan participants
- 1.3 million banking accounts

### Quarterly Financials

(For 3 months ending 12/31/18)

- \$2.66 billion in quarterly net revenues
- \$935 million in quarterly net income

### Year-End Financials

(For 12 months ending 12/31/18)

- \$10.1 billion in annual net revenues
- \$3.50 billion in annual net income

Additional information on Schwab's financial strength is included in company earnings releases and SEC filings.

## Our Businesses

Schwab provides financial services to our clients through two segments – Investor Services and Advisor Services:

**Investor Services** provides a modern, full-service brokerage platform that serves millions of individual investors who invest on their own or through a workplace-sponsored retirement or equity plan, as well as banking through Schwab Bank.

**Advisor Services** provides trading, custody, technology, practice management, and other support services to more than 7,500 independent investment advisors.

Both of these segments offer Schwab's wide range of financial products and services, as well as an extensive selection of third party products. Both segments also offer advice solutions, including separately managed accounts, customized personal advice for tailored portfolios, specialized planning, and full-time portfolio management.

All of our business enterprises contribute to the work of Schwab Community Services and the Charles Schwab Foundation, through which we give time, talents and funding to help strengthen individuals' financial skills.



*Own your tomorrow.*

## DISCLOSURES:

**Brokerage Products: Not FDIC Insured | No Bank Guarantee | May Lose Value**

**Investors should carefully consider information contained in the prospectus, including investment objectives, risks, charges and expenses. You can request a prospectus by calling Schwab at 800-435-4000. Please read the prospectus carefully before investing.**

**Investment value will fluctuate, and shares, when redeemed, may be worth more or less than their original cost.**

Schwab's short-term redemption fee of \$49.95 will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource service (and certain other funds with no transaction fees) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds, which may charge a separate redemption fee, and funds that accommodate short-term trading.

Charles Schwab & Co., Inc., member SIPC, receives remuneration from fund companies participating in the Mutual Fund OneSource service for recordkeeping and shareholder services and other administrative services. Schwab also may receive remuneration from transaction fee fund companies for certain administrative services.

Please read the Disclosure Brochure for important information and disclosures relating to Schwab's advice solutions.

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