

## The Charles Schwab Corporation Monthly Activity Report For April 2018

	2017												2018			Change	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Mo.	Yr.		
<b>Market Indices</b> (at month end)																	
Dow Jones Industrial Average	20,941	21,009	21,350	21,891	21,948	22,405	23,377	24,272	24,719	26,149	25,029	24,103	24,163	-	15%		
Nasdaq Composite	6,048	6,199	6,140	6,348	6,429	6,496	6,728	6,874	6,903	7,411	7,273	7,063	7,066	-	17%		
Standard & Poor's 500	2,384	2,412	2,423	2,470	2,472	2,519	2,575	2,648	2,674	2,824	2,714	2,641	2,648	-	11%		
<b>Client Assets</b> (in billions of dollars)																	
Beginning Client Assets	2,922.5	2,948.8	2,995.8	3,040.6	3,099.9	3,122.3	3,181.2	3,256.5	3,318.8	3,361.8	3,480.5	3,328.8	3,305.4				
Net New Assets <sup>(1)</sup>	2.8	24.0	37.7	15.8	18.0	17.8	35.4	15.7	27.0	11.5	(50.5)	20.2	0.4	(98%)	(86%)		
Net Market Gains (Losses)	23.5	23.0	7.1	43.5	4.4	41.1	39.9	46.6	16.0	107.2	(101.2)	(43.6)	6.3				
Total Client Assets (at month end)	2,948.8	2,995.8	3,040.6	3,099.9	3,122.3	3,181.2	3,256.5	3,318.8	3,361.8	3,480.5	3,328.8	3,305.4	3,312.1	-	12%		
Core Net New Assets <sup>(2)</sup>	2.8	21.3	22.1	15.8	18.0	17.8	19.2	15.7	27.0	18.7	21.3	25.6	9.9	(61%)	N/M		
<b>Receiving Ongoing Advisory Services</b> (at month end)																	
Investor Services	234.4	239.1	242.2	247.2	249.9	255.0	259.8	265.1	268.7	278.6	273.0	273.2	274.7	1%	17%		
Advisor Services <sup>(3)</sup>	1,262.7	1,283.4	1,297.6	1,323.8	1,333.1	1,358.6	1,382.6	1,410.8	1,431.1	1,483.7	1,449.5	1,444.4	1,451.6	-	15%		
<b>Client Accounts</b> (at month end, in thousands)																	
Active Brokerage Accounts <sup>(4)</sup>	10,386	10,439	10,487	10,477	10,525	10,565	10,603	10,671	10,755	10,858	10,936	11,005	11,081	1%	7%		
Banking Accounts	1,128	1,138	1,143	1,154	1,167	1,176	1,181	1,192	1,197	1,210	1,218	1,221	1,230	1%	9%		
Corporate Retirement Plan Participants	1,543	1,541	1,540	1,540	1,550	1,552	1,556	1,564	1,568	1,580	1,580	1,594	1,599	-	4%		
<b>Client Activity</b>																	
New Brokerage Accounts (in thousands)	125	115	117	107	123	106	117	122	147	165	138	140	141	1%	13%		
Inbound Calls (in thousands)	1,788	1,727	1,736	1,683	1,823	1,709	1,988	1,804	2,046	2,303	2,005	2,145	2,034	(5%)	14%		
Web Logins (in thousands)	39,750	44,024	43,790	42,236	47,290	39,639	51,454	50,583	54,486	64,488	60,830	58,906	55,980	(5%)	41%		
Client Cash as a Percentage of Client Assets <sup>(5)</sup>	12.1%	11.8%	11.5%	11.3%	11.4%	11.1%	10.9%	10.8%	10.8%	10.4%	10.9%	11.0%	10.9%	(10) bp	(120) bp		
<b>Mutual Fund and Exchange-Traded Fund</b>																	
<b>Net Buys (Sells) <sup>(6,7)</sup></b> (in millions of dollars)																	
Large Capitalization Stock	346	134	(63)	(95)	(1,683)	(138)	(51)	85	1,023	496	715	(158)	410				
Small / Mid Capitalization Stock	(797)	(285)	(322)	(139)	(293)	45	378	(144)	274	(125)	(167)	130	359				
International	2,410	3,610	3,631	2,675	1,705	1,549	1,913	2,627	1,852	4,306	2,685	1,546	809				
Specialized	570	529	647	236	279	465	655	58	424	1,569	187	326	122				
Hybrid	92	65	(340)	142	(272)	460	(118)	(263)	307	978	(88)	529	(541)				
Taxable Bond	2,060	3,618	3,499	3,064	3,481	3,809	3,466	2,389	2,561	3,284	155	2,117	1,661				
Tax-Free Bond	155	290	507	453	715	494	452	371	341	1,247	211	247	(113)				
<b>Net Buy (Sell) Activity</b> (in millions of dollars)																	
Mutual Funds <sup>(6)</sup>	1,116	3,837	2,980	3,201	1,048	3,002	2,401	882	775	4,843	(417)	1,976	(36)				
Exchange-Traded Funds <sup>(7)</sup>	3,720	4,124	4,579	3,135	2,884	3,682	4,294	4,241	6,007	6,912	4,115	2,761	2,743				
Money Market Funds	(4,434)	(1,167)	(1,260)	1,022	2,105	(374)	213	1,166	2,968	(5,730)	(4,292)	(9,100)	(4,156)				
<b>Average Interest-Earning Assets <sup>(8)</sup></b>																	
(in millions of dollars)	217,407	215,252	214,709	212,108	214,458	216,472	219,658	223,292	228,540	234,619	239,922	241,049	239,833	(1%)	10%		

<sup>(1)</sup> 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. October and June 2017 include inflows of \$16.2 billion and \$15.6 billion, respectively, from certain mutual fund clearing services clients.

<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.

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

<sup>(4)</sup> Periodically, the Company reviews its active account base. In July 2017, active brokerage accounts were reduced by approximately 48,000 as a result of low-balance closures.

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

<sup>(6)</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>(7)</sup> Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.

<sup>(8)</sup> Represents average total interest-earning assets on the Company's balance sheet.

N/M Not meaningful.