Fall Business Update

October 15, 2024

charles SCHWAB

CORPORATION

Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements include statements that refer to expectations, projections or other characterizations of future events or circumstances and are identified by words such as “believe,” “expect,” “will,” “may,” “should,” “could,” “estimate,” “anticipate,” “continue,” “remain,” “support,” “sustain,” “enhance,” “grow,” “build,” “lead,” “advance,” “diminish,” “bolster,” “improve,” “increase,” “expand,” “ongoing,” “focus,” “priority,” “confidence,” progress,” “on track,” “consistent,” and other similar expressions.

These forward-looking statements relate to the company’s strategy; business momentum and positioning; diversified business model; virtuous cycle; growth in client accounts and assets; competitive advantage, scale and efficiency and expense on client assets (EOCA); success with clients; Ameritrade client engagement and integration related attrition; demand for the company’s advice solutions; key strategic initiatives; serving clients more efficiently; client experience; meeting client needs; investments in client support and trading platforms; technology enhancements, process transformation and Artificial Intelligence; expense discipline, adjusted expense, revenue growth and earnings; net interest margin; client transactional sweep cash and realignment activity; Bank Supplemental Funding; liability funding costs; interest earning assets; balance sheet management; investment portfolio, reinvestment criteria, duration and yields; capital position and efficiency; target operating objective; adjusted and unadjusted Tier 1 Leverage Ratio; success through the cycle; financial outlook; macro-economic trends, trading volume; long term growth trajectory and earnings potential; and capital return.

These forward-looking statements reflect management’s beliefs, expectations and objectives as of today and are subject to risks and uncertainties that could cause actual results to differ materially. Important factors that may cause such differences are discussed in the company’s Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, which have been filed with the Securities and Exchange Commission and are available on the company’s website (https://www.aboutschwab.com/financial-reports) and on the Securities and Exchange Commission’s website (www.sec.gov). These include: the company’s ability to attract and retain clients and RIAs and grow those relationships and associated client assets; investor engagement and interest in the company’s products and services; the company’s ability to monetize client assets; competitive pressures on pricing; the company’s ability to support client activity levels; the level and mix of client trading activity; general economic and market conditions, including interest rates, equity valuations and volatility; client asset levels and cash balances; client sensitivity to interest rates; funding costs; balance sheet positioning relative to changes in interest rates; interest earning asset mix and growth; margin balances; loan growth; capital and liquidity needs and management; the migration of bank deposit account balances; the company’s ability to manage expenses; capital expenditures; adverse developments in litigation or regulatory matters and any charges associated with such matters; and any developments in legislation, regulation or regulatory guidance.

The information in this presentation speaks only as of October 15, 2024 (or such earlier date as may be specified herein). The company makes no commitment to update any forward-looking statements.

Strategic Update

Walt Bettinger

Co-Chairman of the Board and Chief Executive Officer

Rick Wurster

President

Schwab's "Through Clients' Eyes" strategy supports our continued momentum and keeps us positioned for long-term growth.

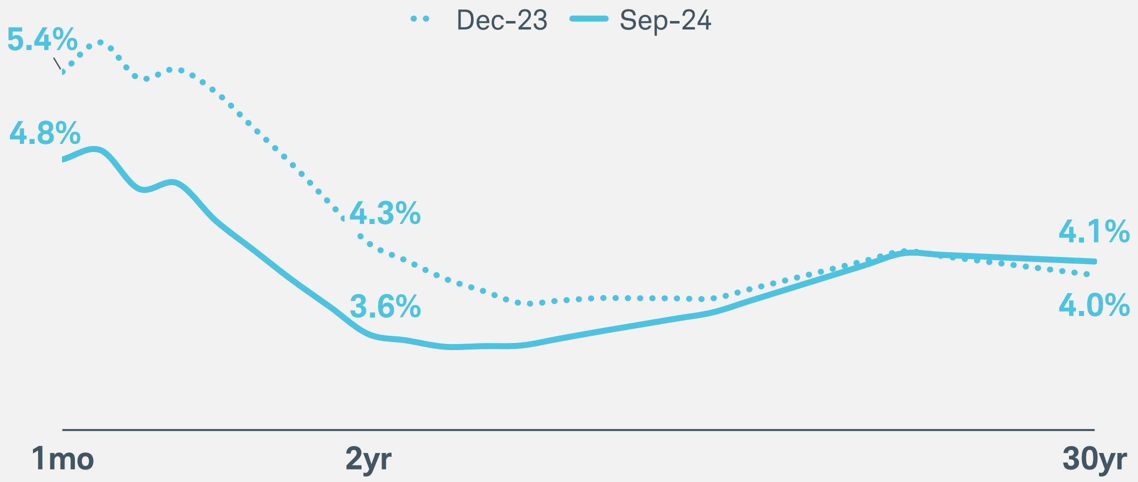
- While the third quarter introduced changes to the macroeconomic landscape, investor sentiment and engagement remained strong
- Organic growth trends have further improved since the final Ameritrade client conversion in May and are progressing towards historical levels
- We are continuing to enhance our leading modern wealth management offering by advancing our key strategic initiatives - enabling us to meet the evolving needs of a growing number of clients
- Our relentless focus on serving the needs of individual investors and the advisors who serve them fuels our Virtuous Cycle – creating a clear path to continued long-term growth

Amidst easing inflation and a cooling labor market, the Federal Reserve cut interest rates for the first time in over four years.

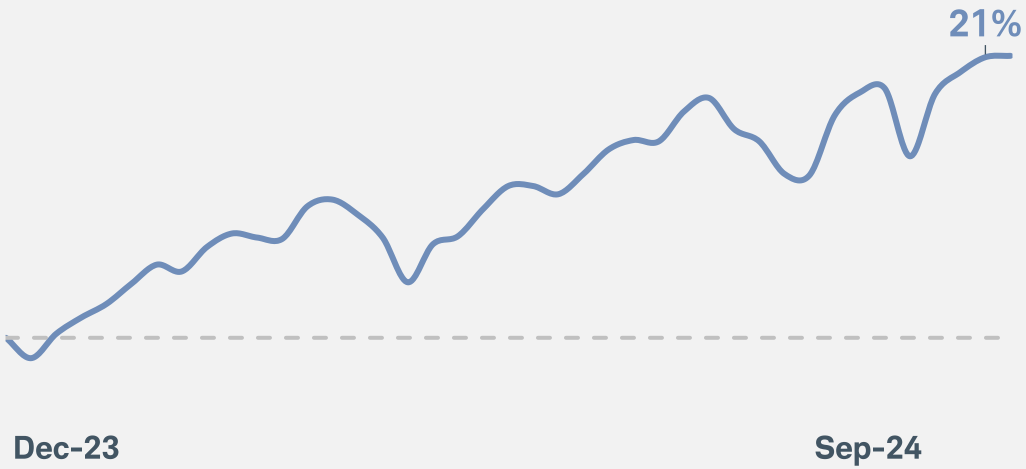
The easing cycle was kicked-off with a 50 bp rate cut and rates dropped sharply across the curve,...

...pushing equity markets to near all-time highs to close out a dynamic quarter.

U.S. Treasury Yield Curve[1]



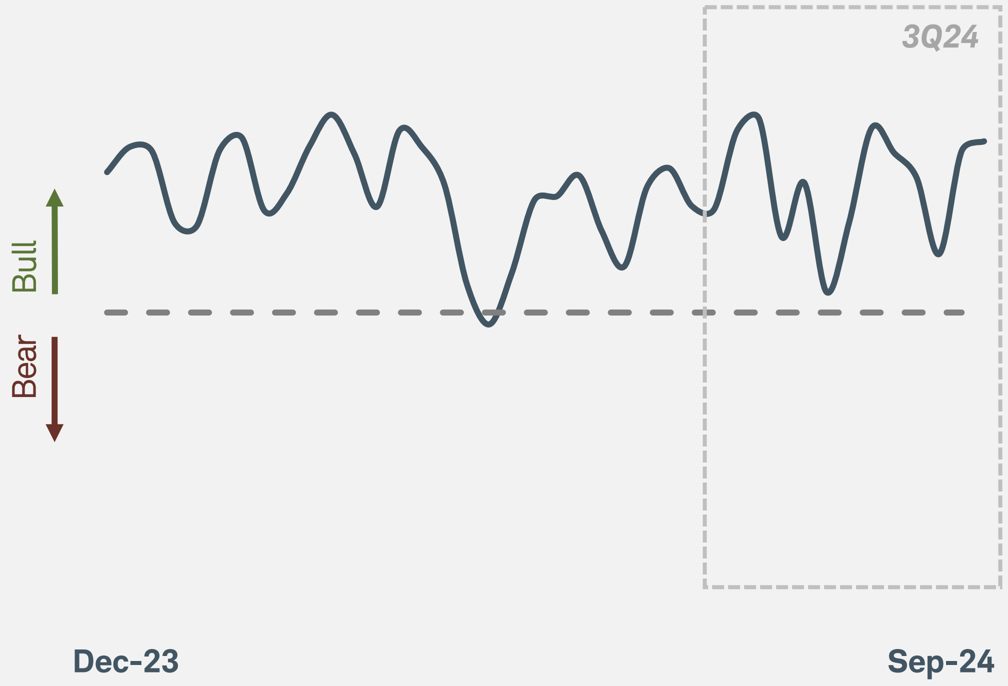
YTD 2024 S&P 500® Returns (%)[1]



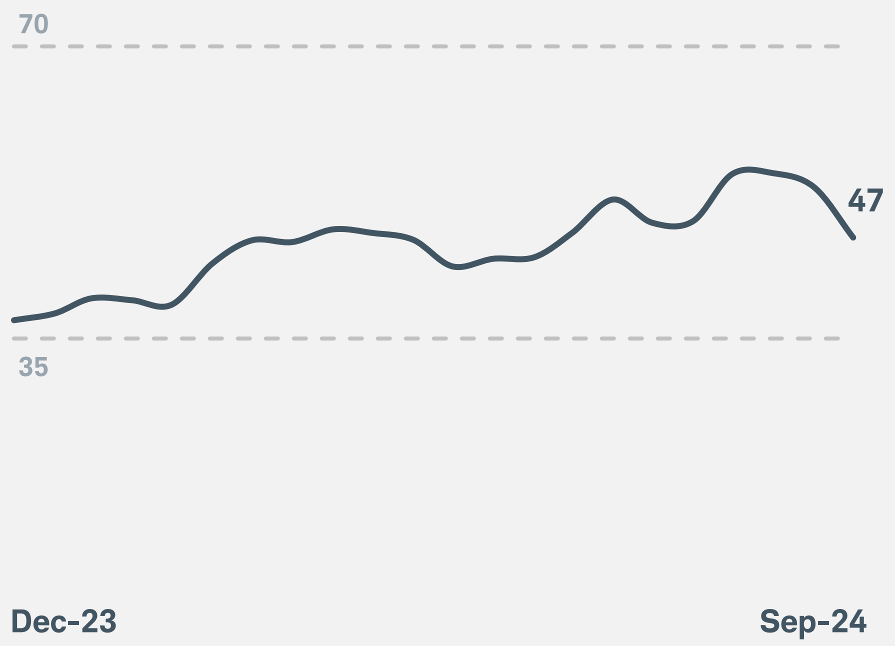
Note: U.S. = United States. Yr. = Year. Mo = Month. YTD = Year-to-date. Bp = Basis points. The "S&P 500® Index" is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI"), and has been licensed for use by Charles Schwab & Co., Inc. 1. Sourced via FactSet.

While investor sentiment remained bullish for the quarter, pockets of volatility led to some softening during September.

AAII® Bull-Bear Spread Sentiment Survey[1]



Schwab Trading Activity Index™ (STAX)[2]



Note: Q = Quarter. 1. AAII® Bull-Bear Spread Sentiment Survey represents American Association of Individual Investors; Bull-Bear Spread is calculated as % of surveyed investors with a positive outlook on the stock market over the next six months versus % of surveyed investors with a more negative outlook (excludes investors with a neutral outlook). 2. The STAX serves as a proxy to gauge Schwab clients' exposure to equity markets, generally ranging from 35 to 70. Over time, changes in this score serve as an indirect measure of sentiment, with a higher score indicating greater market exposure and a correlation to bullishness, and a lower score indicating lower market exposure associated with potential bearishness.

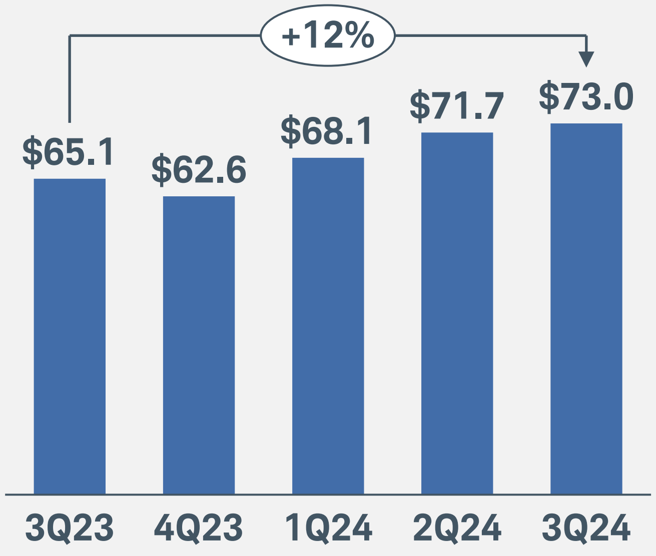
Engagement continued at healthy levels across our platform,...

Daily Average Trades (M)

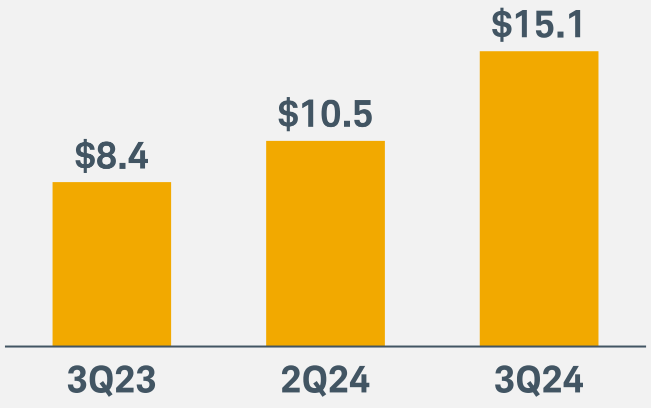
5.7M

+4% vs. 2Q24

Margin Balances ($B)



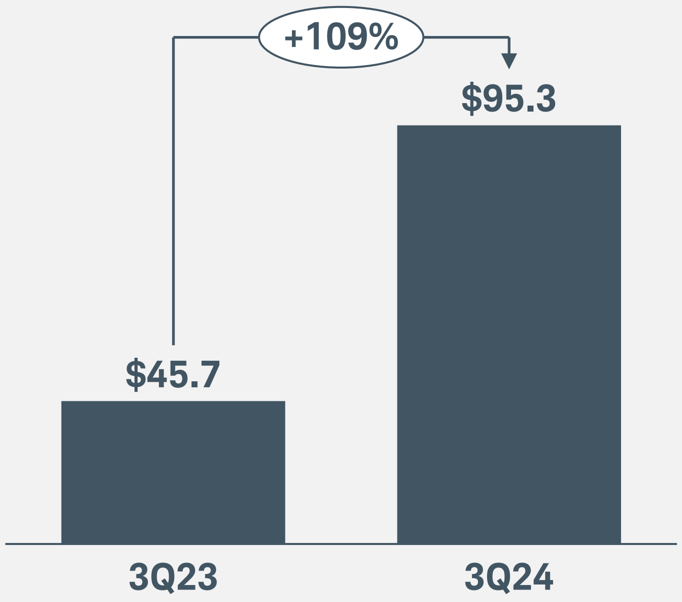
Managed Investing Net Flows ($B)[1]



Note: Q = Quarter. M = Million. B = Billion. 1. Managed investing net flows includes Schwab Wealth Advisory, ThomasPartners, Windhaven, Schwab Managed Products, Managed Account Select, USAA Managed Portfolios, Wasmer Schroeder Retail, Wasmer Schroeder Off Platform & Advisor Services, Schwab Advisor Network, Schwab Intelligent Portfolios, Schwab Personalized Indexing, and Ameritrade. May include flows into more than one product.

...as current and prospective clients entrusted Schwab with their financial futures.

Core Net New Assets ($B)

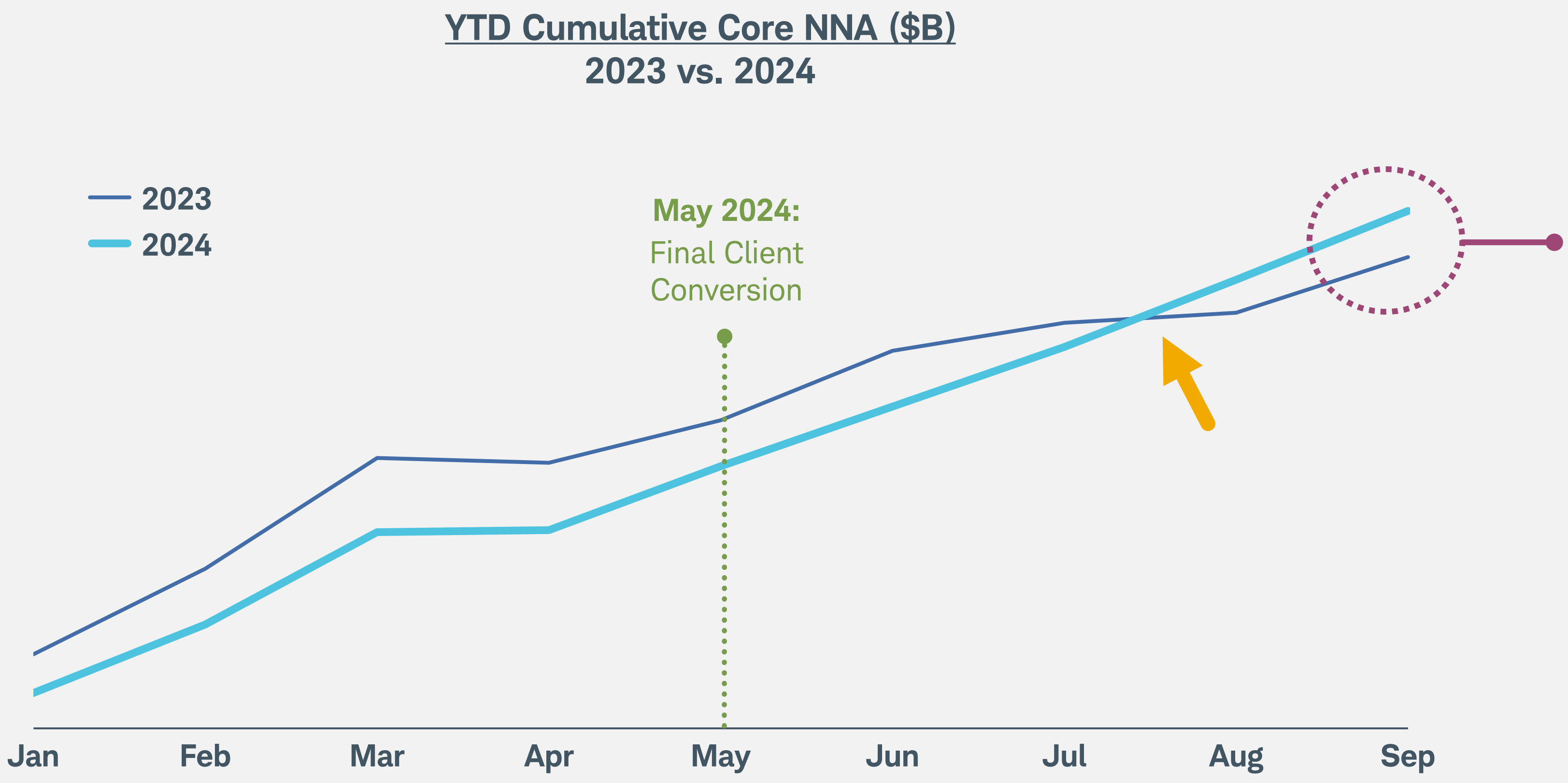


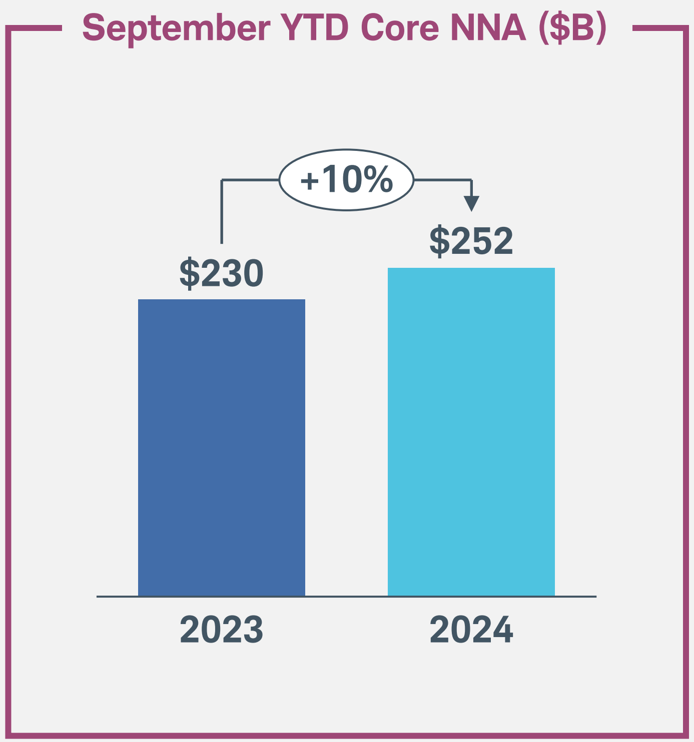
3Q24 New Brokerage Accounts

+972K

Note: Certain totals may not sum due to rounding. K = Thousand. Q = Quarter. B = Billion. Core NNA = Net new assets before significant one-time flows, such as acquisitions/divestitures or extraordinary flows (generally greater than $10 billion) relating to a specific client, and activity from off-platform Schwab Bank Certificates of Deposit. These flows may span multiple reporting periods.

We have seen a positive inflection in organic growth following the final client conversion in May,...





Note: YTD = Year to date. B = Billion. Core NNA = Net new assets before significant one-time flows, such as acquisitions/divestitures or extraordinary flows (generally greater than $10 billion) relating to a specific client, and activity from off-platform Schwab Bank Certificates of Deposit. These flows may span multiple reporting periods.

...and increased engagement from former Ameritrade clients supports our path back to our long-term growth trajectory.

Client Promoter Scores for Ameritrade clients continue to steadily build following conversion,...

Retail	**Improved ~11 points quarter-over-quarter**[1]
Advisor Services	**Returned to near pre-conversion and pre-regional banking crisis levels**

...and clients continue to utilize capabilities of the combined platform.

\$4.6B	**~35%**	**~35%**
YTD NNA from Retail Ameritrade Clients[2]	% of YTD Managed Investing[3] Net Flows from Retail Ameritrade Clients	Q/Q Increase in Legacy Schwab thinkorswim® Adopters[4]

Total asset attrition is on track to finish favorable to our initial expectations of approximately 5% to 6% of Ameritrade client assets.

Note: B = Billion. YTD = Year-to-date. Q/Q = Quarter-over-quarter. NNA = Net new assets. 1. Includes all converted retail Ameritrade clients and compares September 2024 to June 2024. 2. Retail NNA from Ameritrade accounts converted in 2023 and excludes May 2024 Transition Group. 3. Includes Retail Managed Investing net flows from Schwab Wealth Advisory™, ThomasPartners®, Windhaven®, Schwab Managed Products, Managed Account Select®, USAA Managed Portfolios, Wasmer Schroeder™ Retail, Schwab Advisor Network®, AdvisorDirect®, Schwab Intelligent Portfolios®, Schwab Personalized Indexing™ and Schwab Selective. 4. Households that have recorded 4+ logins to thinkorswim®.

Numerous third-parties recognized us for our industry-leading service and solutions.

2024 Most Trusted Bank
Investor's Business Daily[1]

2024 Best Customer Service
Forbes[2]

2024 Best Online Brokers
Investor's Business Daily[3]

Note: 1. The IBD Most Trusted Bank accolade/recognition was published online by IBD on September 20, 2024, and is licensed for a 15-month timeframe. The criteria, evaluation, and ranking were determined by Investor's Business Daily in conjunction with its research partner, TechnoMetrica Market Intelligence, and were based on consumer surveys conducted May-July 2024. https://www.investors.com/news/most-trusted-financial-companies-top-30-list-2024/ Schwab paid a licensing fee to York Graphic Services, LLC. for uses of the award and logos through January 4, 2026. 2. Forbes Best Customer Service 2024 was given on November 16, 2023, and expires January 2, 2025, The criteria, evaluation, and ranking were determined by Forbes partnered with HundredX. See here for more information. Schwab paid a licensing fee to Forbes for use of the award and logos. 3. The IBD Best Online Brokers accolade was published by IBD on January 25, 2024, and is for a 15-month timeframe. The criteria, evaluation, and ranking were determined by Investor's Business Daily in conjunction with its research partner, TechnoMetrica Market Intelligence. https://www.investors.com/best-online-brokers-2024/ Schwab paid a licensing fee to York Graphic Services, LLC. for the use of the accolade and corresponding logos through May 2, 2025.

During the quarter, we advanced our strategic initiatives, further enhancing our ability to meet investors' evolving needs.

Scale & Efficiency

Further enhance our operations and infrastructure in order to bolster our ability to attract more assets and serve them more efficiently

Win-Win Monetization

Attract and retain client assets while diversifying our revenue streams by delivering industry-leading value to our clients

Client Segmentation

Serve the specific needs of our clients by designing tailored solutions for distinct client groups

Brilliant Basics

Drive client loyalty and willingness to refer others to Schwab by making it easy for our clients to do business with us

Scale & Efficiency

Our commitment to expense discipline and continuous process improvements,...

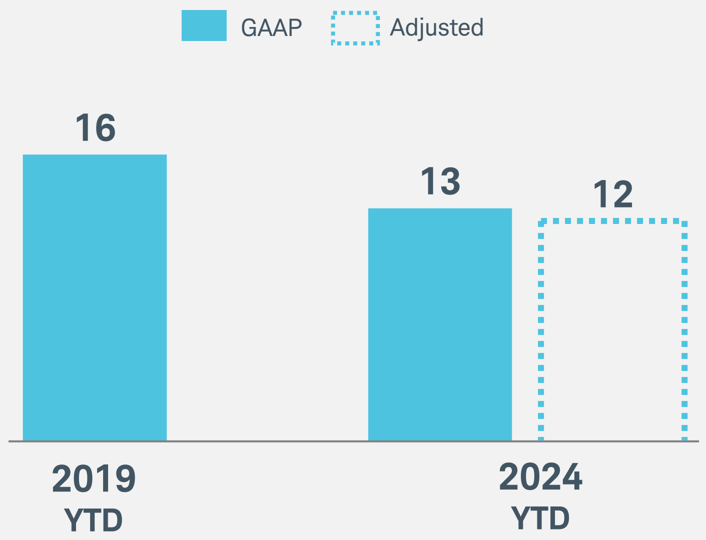
~95%

Captured Ameritrade Run-Rate Expense Synergies[1]

- Artificial Intelligence
- Process Transformation
- Technology Enhancements

... is further expanding our low cost to serve advantage.

Schwab Expense on Client Assets (bp)[2]



Note: YTD = Year-to-date. Bp = Basis point. GAAP = Generally accepted accounting principles. 1. As of September 30, 2024. 2. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation.

Win-Win Monetization

We have seen strong momentum across our **wide array of advice solutions**,...

$40B

YTD Managed Investing Net Flows[1]

+ 65% vs. 2023 YTD

...and increasingly, investors are looking to Schwab for **holistic wealth management**.

+75%

Y/Y Quarterly Net Flows into Full-Service Advice Offers[2]

*Including **record** quarterly net flows into Schwab Wealth Advisory™*

Note: B = Billion. Y/Y = Year over year. YTD = Year–to-date. 1. Managed Investing net flows includes Schwab Wealth Advisory™, ThomasPartners®, Windhaven®, Schwab Managed Products, Managed Account Select®, USAA Managed Portfolios, Wasmer Schroeder™ Retail, Wasmer Schroeder™ Off Platform & Advisor Services, Schwab Advisor Network®, AdvisorDirect®, Schwab Intelligent Portfolios®, Schwab Personalized Indexing™ and Schwab Selective. May include flows into more than one product. 2. Includes Schwab Wealth Advisory™, Schwab Advisor Network® and AdvisorDirect®.

Win-Win Monetization

Pledged Asset Line®

Adoption of our Pledged Asset Line® continues to grow,...

$15.7B

Record PAL® Balances[1]

+16% Y/Y

Ameritrade clients account for ***44% of PAL® balance growth*** *YTD*

...and our enhanced digital process...

	2021[2]	2024[1]
Digitally Originated	27%	89%
PAL® Cycle Time	30+ business days	1.5 business days
FC Initiated Retail Applications	0%	44%

...is delighting clients.

~30pts

Improvement in Client Promoter Scores

Sep-24 vs. Dec-21

Note: B = Billion. YTD = Year to date. Y/Y = Year over year. PAL = Pledged asset line. FC = Financial Consultant. Q = Quarter. 1. As of September 30, 2024. 2. As of June 30, 2021.

Client Segmentation

We continue to invest in our relationship models – the foundation of our leading client service model.

RIAs	Retail UHNW	Traders
SOLUTIONS® 2024	**90%**	thinkorswim®
Digital Experience Forum	Financial Consultant Assignment Rate for Retail Ultra High Net Worth Clients[1]	Schwab Coaching™
THE FAMILY WEALTH ALLIANCE WE CONNECT YOU℠		Schwab.com and Mobile App

Note: RIA = Registered investment advisor. UHNW = Ultra high net worth 1. Reflects Retail households with $10M+ in assets as of September 30, 2024.

Brilliant Basics

We are continuing to deliver exceptional and easy client experiences across all channels.

<40 secs

Avg. Speed to Answer
3Q24

89

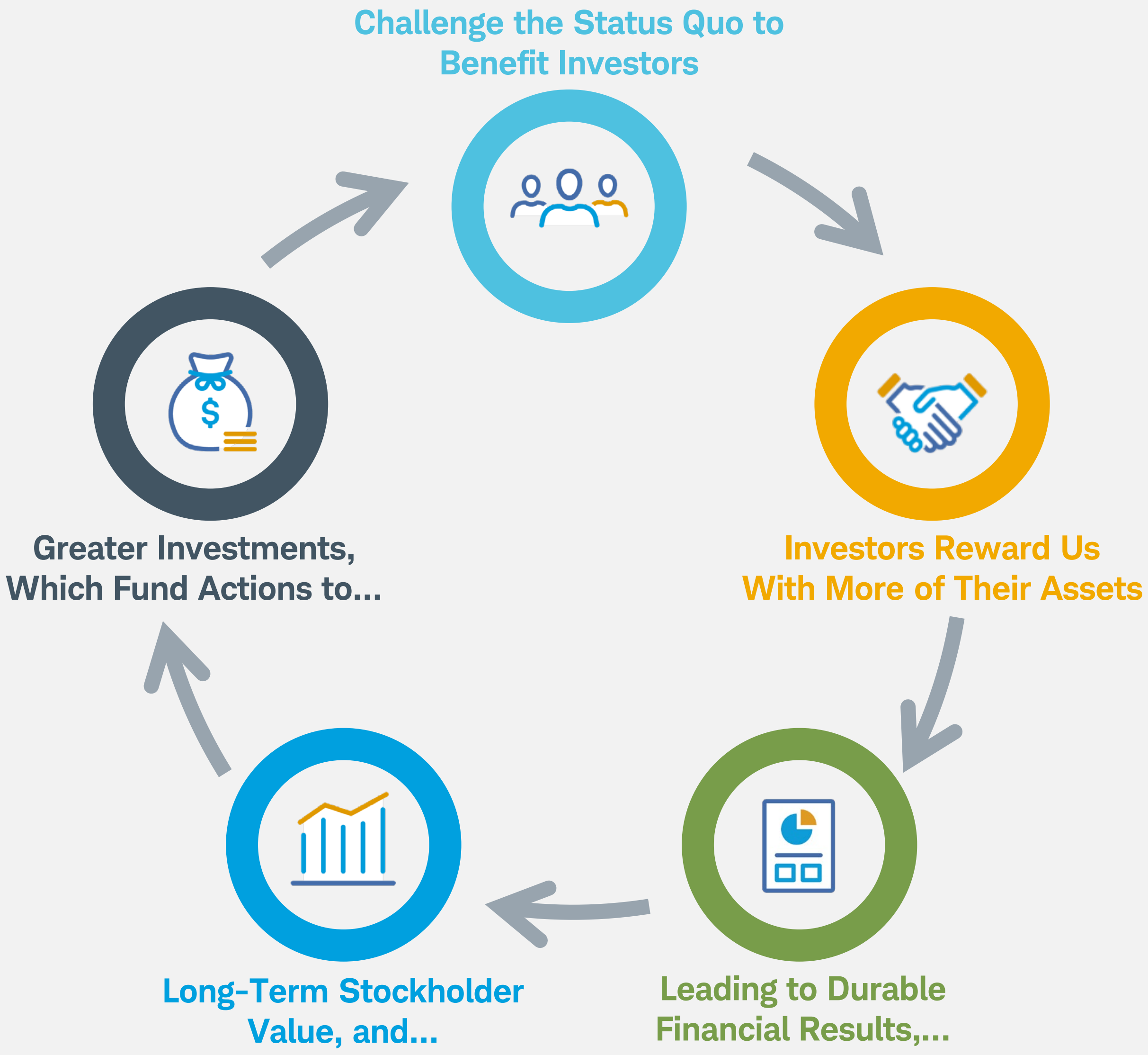
Easy Score[1]
Advisor Services

Ranked #1 in Participant Satisfaction with Retirement Plan Digital Experiences

Awarded by J.D. Power[2]

Note: Q = Quarter. Avg = Average. Secs = seconds 1. As of September 30, 2024. Easy Score represents a client's real-time rating of how easy it was to complete a specific task or transaction with the firm. 2. For J.D. Power 2024 award information, visit jdpower.com/awards. Use of study results in promotional materials is subject to a license fee.

Our **leading modern wealth offering** plus **strong competitive positioning** power the **Virtuous Cycle**, bolstering our **long-term growth** trajectory



Financial Perspectives

Mike Verdeschi

Managing Director, Chief Financial Officer

Peter Crawford

Managing Director

Our consistent focus on clients and disciplined approach are yielding success through the cycle.

- Healthy investor engagement, coupled with the strength of our diversified model, enabled sequential **earnings growth and strong profitability** during the third quarter
- We are entering the fourth quarter of this transitional year with **building momentum**:
  - Further progress back towards our **long-term organic growth trajectory**
  - Modest build in transactional sweep cash as rate-sensitive client cash **realignment activity further decelerated**
  - **Strong capital levels** continue to build towards our target operating objective
- As we near the end of 2024, we remain on a path back towards **further earnings power expansion – positioning us for further growth in 2025**

Financial Priorities	Continued business growth through our client-first strategy	Long-term revenue growth through multiple sources	Expense discipline enabling sustainable performance

Our ability to serve evolving client needs and support sustained levels of engagement…

Equity Markets

- Despite pockets of volatility, broadening sector performance pushed **key market indices higher throughout the quarter**
- Relative to year-end 2023, the **NASDAQ Composite® and S&P 500® are up 21%** year-to-date in 2024

Investor Engagement

- **Margin balances are up 17%** vs. December 2023 to end September at $73.0 billion
- 3Q24 **daily average trades equaled 5.7 million**, an increase of 4% vs. prior quarter
- 3Q24 **managed investing net flows[1] grew by 80%** vs. the prior year period

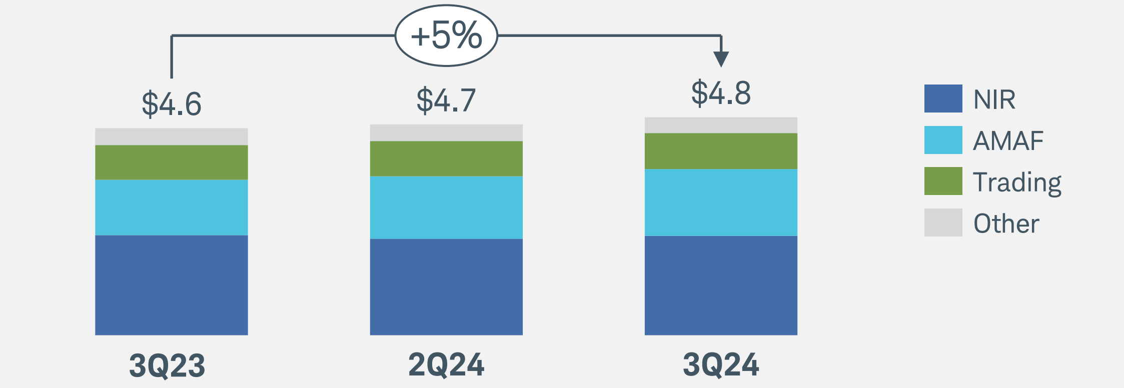
Client Cash Trends

- Total **client cash increased** vs. prior quarter, driven by higher levels of on- and off-balance sheet cash
- Client **transactional sweep cash[2] levels improved** sequentially as rate-sensitive realignment activity continued to moderate

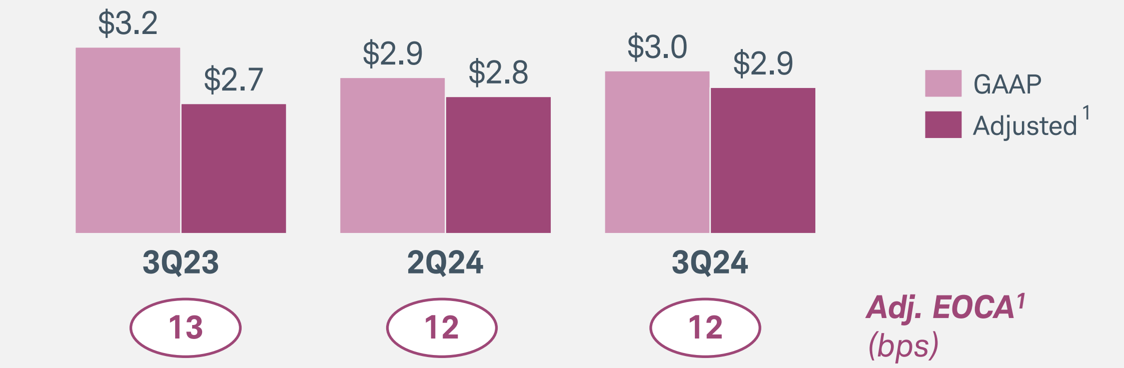
Note: Q = Quarter. The "S&P 500® Index" is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI"), and has been licensed for use by Charles Schwab & Co., Inc. 1. Managed investing net flows includes Schwab Wealth Advisory, ThomasPartners, Windhaven, Schwab Managed Products, Managed Account Select, USAA Managed Portfolios, Wasmer Schroeder Retail, Wasmer Schroeder Off Platform & Advisor Services, Schwab Advisor Network, Schwab Intelligent Portfolios, Schwab Personalized Indexing, and Ameritrade. May include flows into more than one product. 2. Transactional Sweep Cash includes bank sweep deposits and broker-dealer cash balances, other client cash held on the balance sheet (bank checking and savings deposits as well as broker-dealer non-interest-bearing credits) and Bank Deposit Account balances; excludes proprietary and third-party CDs.

...helped drive sequential earnings growth in the third quarter.

Net Revenues ($B)



Expenses ($B)



Pre-tax Profit Margin

38.0% GAAP

41.2% *Adjusted*[1]

Earnings Per Share

$0.71 GAAP

$0.77 *Adjusted*[1]

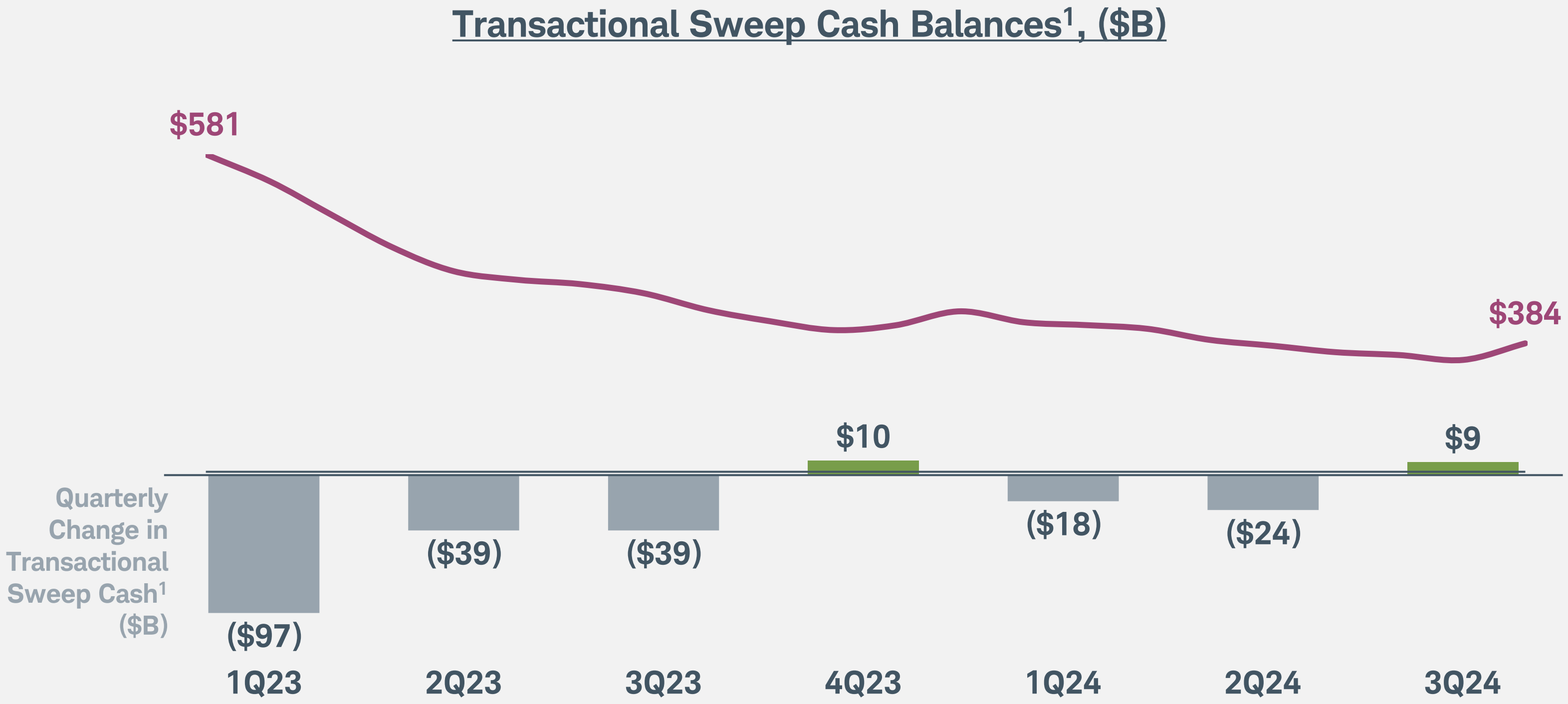
Note: Q = Quarter. B = Billion. Adj. = Adjusted. EOCA = Expense on client assets. Bp. = Basis point. NIR = Net interest revenue. AMAF = Asset management and administration fees. GAAP = Generally accepted accounting principles. 1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation. GAAP EOCA for 3Q23, 2Q24, and 3Q24 was 16 bps, 13 bps, and 12 bps, respectively.

3Q24 Balance Sheet Highlights

- **Supported Client-Driven Growth**
  - Client margin loans reached $73 billion, up 2% sequentially and 17% since year-end 2023
  - Bank loans to clients increased 3% sequentially – including ~$1 billion in new PAL® balances
- **Sweep Cash Net Inflows**
  - Driven by a very strong September (+$17 billion), total transactional sweep cash[1] increased by $9 billion in 3Q
- **Reduced Bank Supplemental Funding[2]**
  - Outstanding higher-cost funding at the banks declined by $9 billion sequentially to end 3Q at $64.8 billion
- **Enhanced Flexibility**
  - Moved $4 billion from bank sweep to the broker-dealer to support margin loan growth
  - Further diversified our broker-dealer funding sources to support margin loan growth and evolving client needs
- **Expanded Capital Ratios**
  - Combination of earnings, ongoing accretion, and lower interest rates drove Adjusted Tier 1 Leverage Ratio[3,4] up to 6.7%
  - Adjusted Tier 1 Leverage Ratio includes the impact of fair value marks on investment securities that flow through AOCI

Note: Q = Quarter. PAL = Pledged asset line. AOCI = Accumulated other comprehensive income. 1. Transactional Sweep Cash includes bank sweep deposits and broker-dealer cash balances, other client cash held on the balance sheet (bank checking and savings deposits as well as broker-dealer non-interest-bearing credits) and Bank Deposit Account balances; excludes proprietary and third-party CDs. 2. Bank Supplemental Funding includes repurchase agreements, Schwab Bank Certificates of Deposit, and Federal Home Loan Bank balances. 3. September 30, 2024 ratio is preliminary. 4. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation.

The further abatement of rate-sensitive realignment activity in 3Q helped support a modest build in transactional sweep cash…



Factors Influencing Client Cash

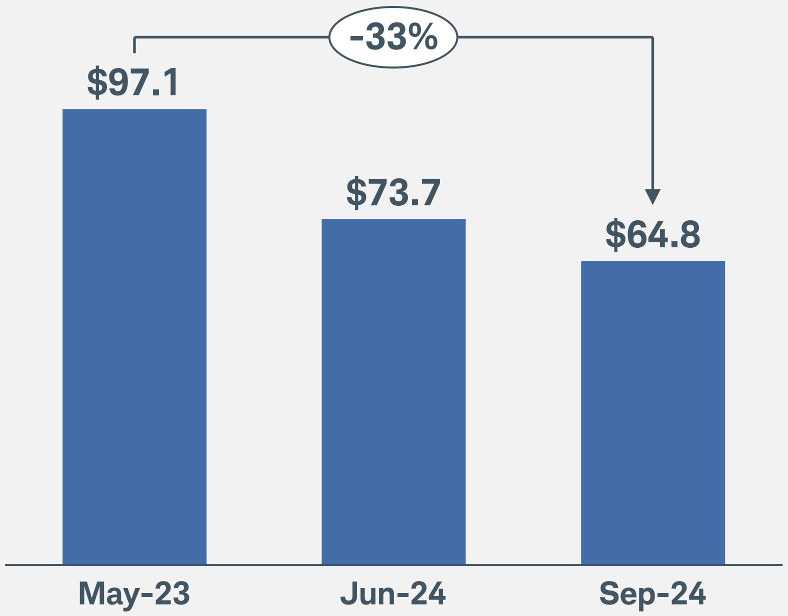
- Client Engagement
- Investor Sentiment
- Organic Growth (Volume & Mix)
- Interest Rates
- Seasonality

As we continue to monitor factors influencing client cash, we remain confident in the path back toward cash growth over time.

Note: B = Billion. Q = Quarter. 1. Transactional Sweep Cash includes bank sweep deposits and broker-dealer cash balances, other client cash held on the balance sheet (bank checking and savings deposits as well as broker-dealer non-interest-bearing credits) and Bank Deposit Account balances; excludes proprietary and third-party CDs.

...and enabled us to further reduce higher cost Bank Supplemental Funding.

Bank Supplemental Funding Balances[1] ($B)



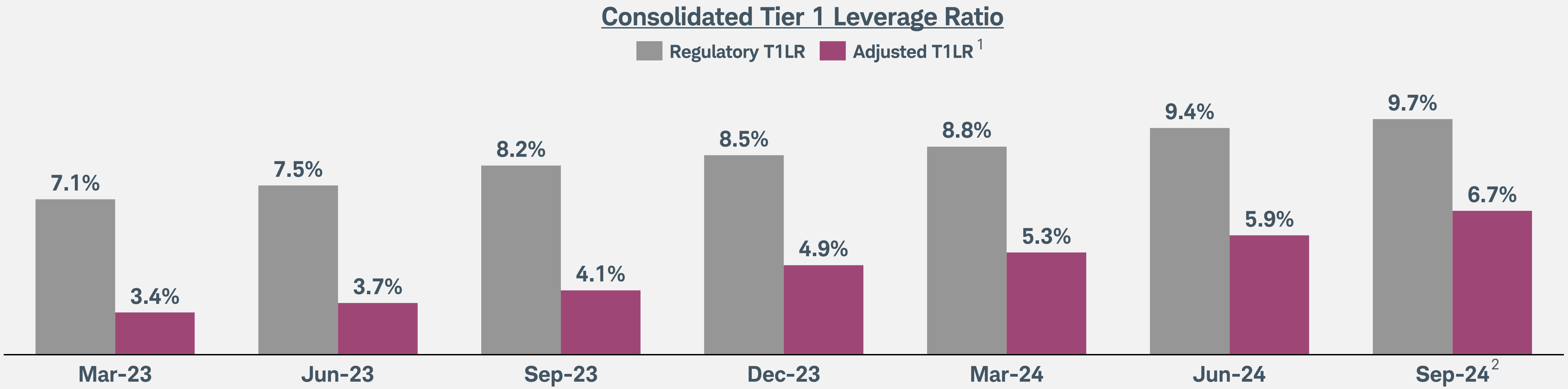
Factors Influencing Paydown

1. Securities Portfolio Cash Flows (Principal & Interest)
2. Macroeconomic Environment
3. Seasonality
4. Client Engagement
5. Client Asset Allocation Decisions
6. Net Asset Gathering Levels

While exact pace of pay down will be influenced by a range of factors, reducing Bank Supplemental Funding remains a priority.

Note: B = Billion. 1. Bank Supplemental Funding includes repurchase agreements at the banks, Schwab Bank Certificates of Deposit (CDs), and Federal Home Loan Bank balances.

Our capital position continues to build as we approach our operating objective of 6.75% – 7.00%, inclusive of unrealized losses in our available for sale portfolio.



Near-term Capital Return Considerations

- Business Growth
- Equity Capital Mix & Cost (Preferred + Common)
- Bank Supplemental Funding Balances[3]

We expect to deliver a combination of growth plus opportunistic capital return through-the-cycle.

Note: T1LR = Tier 1 Leverage Ratio. 1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation. 2. September 30, 2024 ratios are preliminary. 3. Bank Supplemental Funding includes repurchase agreements at the banks, Schwab Bank Certificates of Deposit (CDs), and Federal Home Loan Bank balances.

Schwab's building momentum supports sequential earnings expansion as we exit 2024,...

- Utilizing the recent September Federal Reserve Dot Plot, we anticipate **full-year 2024 revenue to grow by 2% to 3%** versus the prior year
  - **NIM expands sequentially well into the 220s basis points** for 4Q, driven primarily by lower liability funding costs
  - 4Q24 **average interest-earning assets contract by 3% – 6%** from 4Q23 level
  - **Trading volume and mix remain generally consistent relative to 3Q24** to close out the year
- Full-year **adjusted expenses[1] are still expected to grow by ~2% year-over-year**, reflecting certain aforementioned items such as the increase in the exchange processing fee rate, incremental FDIC special assessment, and other one-time accruals
- Expect **adjusted[1] earnings power to track towards the upper $0.80s range for 4Q24**

Note: Q = Quarter. FDIC = Federal Deposit Insurance Corporation. Fed Dot Plot data sourced via Federal Research Economic Data as of September 2024. 1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation. Quarterly non-GAAP adjustments estimated to range between approximately $150 – $200 million pre-tax during 2024.

…keeping us well-positioned for continued growth in 2025.

- **2025 financial outlook will be shaped by a range factors**, including the macroeconomic environment, interest rates, market sentiment, and client engagement
- **NIM should continue to expand** – even in a lower rate environment – influenced by the path of rates and interest-earning asset and liability mix
- **Balance sheet size** will be influenced by trajectory of client cash as well as the pace of pay down of Bank Supplemental Funding[1]
- **Balanced approach to expense management** – investing to support long-term growth while still delivering on near-term financial objectives

Note: NIM = Net interest margin. 1. Bank Supplemental Funding includes repurchase agreements at the banks, Schwab Bank Certificates of Deposit (CDs), and Federal Home Loan Bank balances.

Our consistent focus on clients and disciplined approach enables Schwab to deliver profitable growth through-the-cycle.

Continued business growth through our client-first strategy

Long-term revenue growth through multiple sources

Targeted growth investments plus expense discipline support sustainable performance

Efficient utilization of capital

Q&A

Fall Business Update

October 15, 2024

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Appendix

Appendix

Select Annualized Sensitivities (as of September 30, 2024)

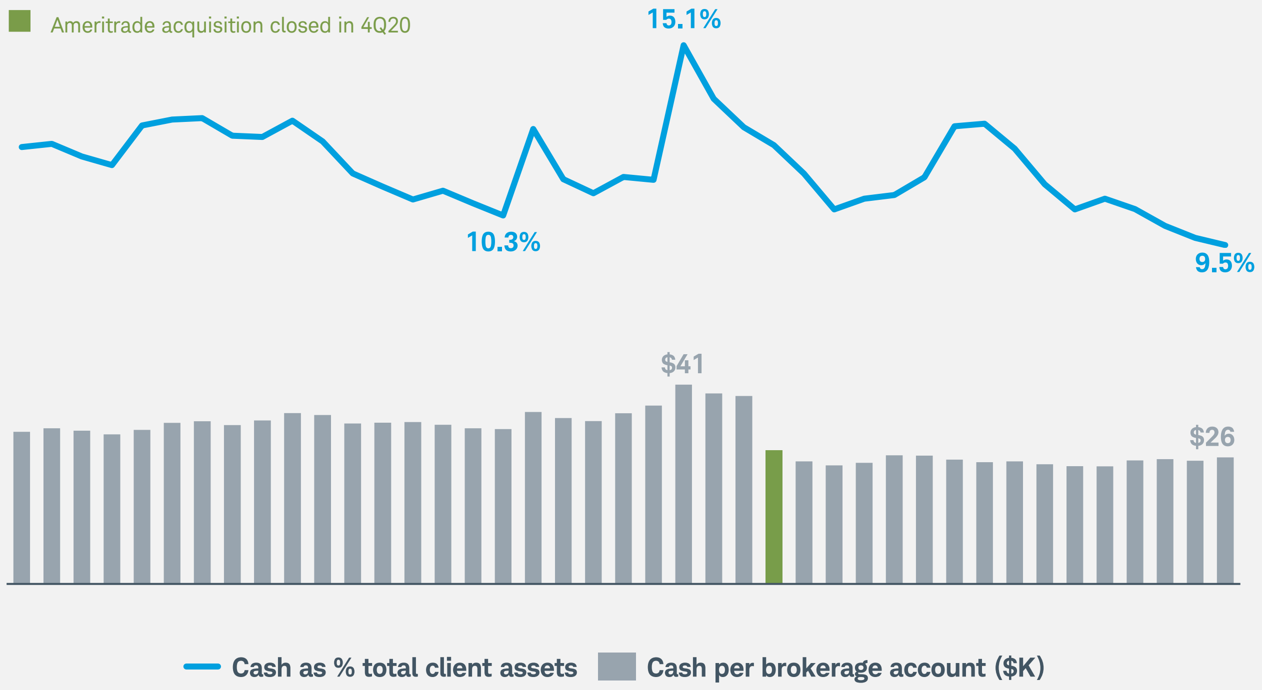
Target Fed Funds Rate +/- 25 bps	~$175M – $375M
Bank Supplemental Funding Balances[1] +/- $5B	~6 bps NIM
Bank Sweep Balances +/- $1B	~$50M
BDA Balances +/- $1B	~$45M
S&P 500® +/- 1%	~$30M
Daily Average Trades +/- 100K	~$55M
Margin Balances +/- $1B	~$75M
5-Year Treasury +/- 10 bps	~$70M

Note: Bps = Basis points. B = Billion. M = Million. K = Thousand. NIM = Net interest margin. BDA = Bank deposit account. For the Fed Funds and Treasury sensitivities, assumes static interest-earning asset balances as of September 30, 2024 and depends on the mix and duration of the bank investment portfolio, to the extent there is a parallel shift in the yield curve, how quickly the fixed portfolio reprices; for purposes of the analysis, the deposit beta is assumed to be 25%. The "S&P 500® Index" is a product of S&P Dow Jones Indices LLC or its affiliates ("SPDJI"), and has been licensed for use by Charles Schwab & Co., Inc. 1. Bank Supplemental Funding includes repurchase agreements at the banks, Schwab Bank Certificates of Deposit (CDs), and Federal Home Loan Bank balances.

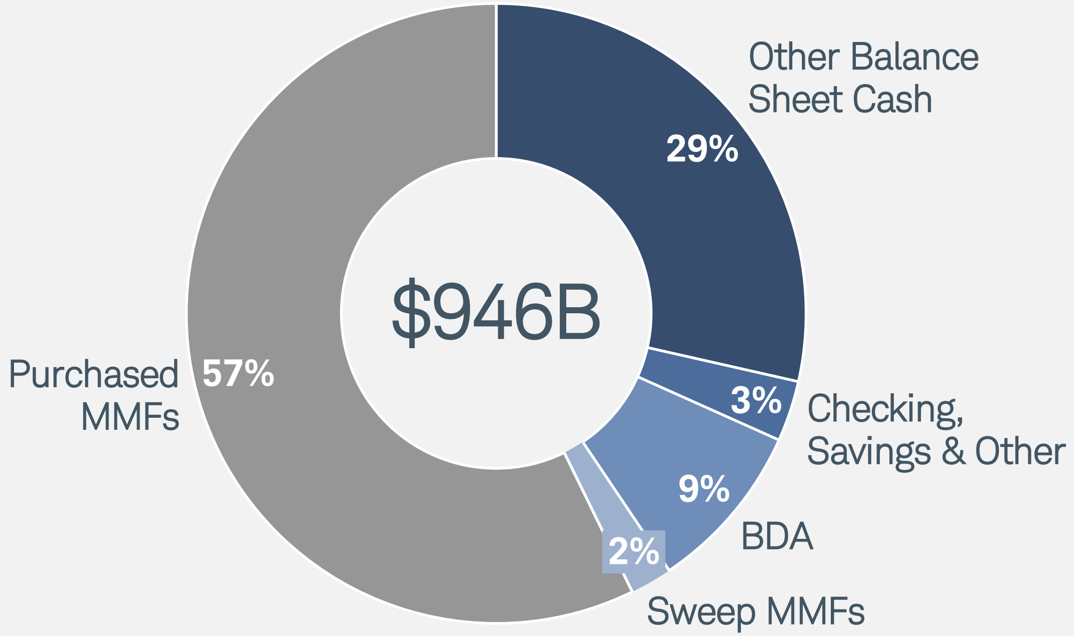
Appendix

Historical Client Cash Trends (as of September 30, 2024)

Select Client Cash Metrics, 3Q14 – 3Q24 ($K, %)[1]



Total Client Cash Mix, 3Q24 (%)[1, 2, 3]

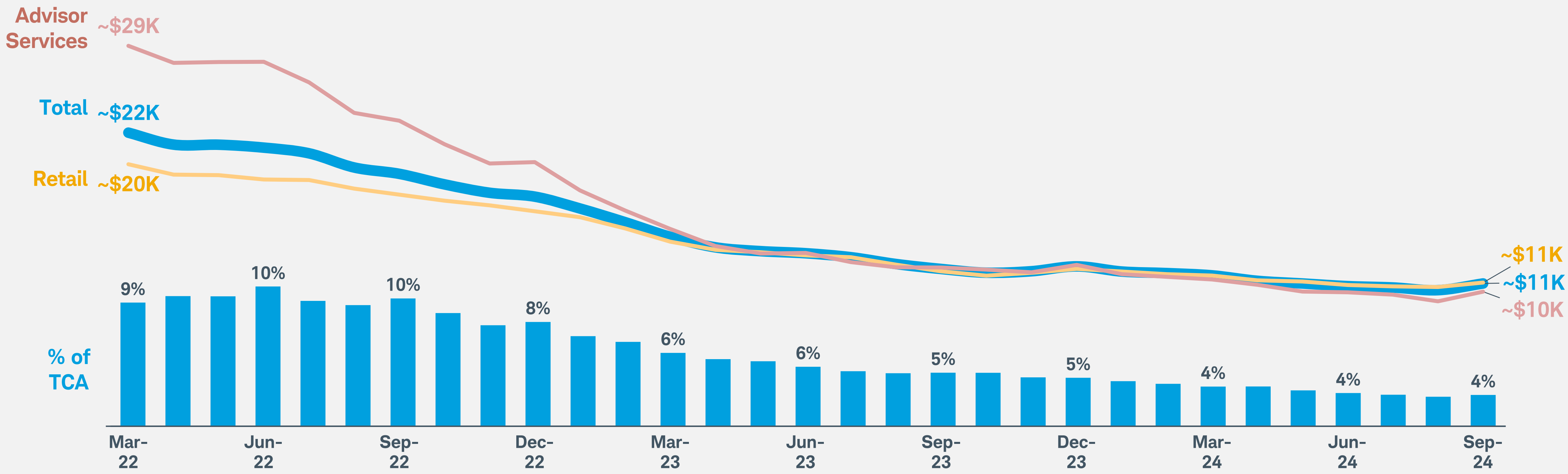


Note: K = Thousand. B = Billion. Q = Quarter. MMF = Money market fund. BDA = Bank deposit account. 1. Beginning July 2023, client cash metrics exclude brokered CDs issued by Charles Schwab Bank. Prior periods have been recast to reflect this change. 2. Other Balance Sheet Cash includes bank sweep deposits and Schwab One® balances. 3. Total may not sum to 100% due to rounding.

Appendix

Historical Transactional Sweep Cash Trends (as of September 30, 2024)

Transactional Sweep Cash[1] per Account ($K) and as a % Total Client Assets



Note: K = Thousand. TCA = Total client assets. 1. Transactional Sweep Cash includes bank sweep deposits and broker-dealer cash balances, other client cash held on the balance sheet (bank checking and savings deposits as well as broker-dealer non-interest-bearing credits) and Bank Deposit Account balances; excludes proprietary and third-party CDs.

Appendix

Balance Sheet (as of September 30, 2024)

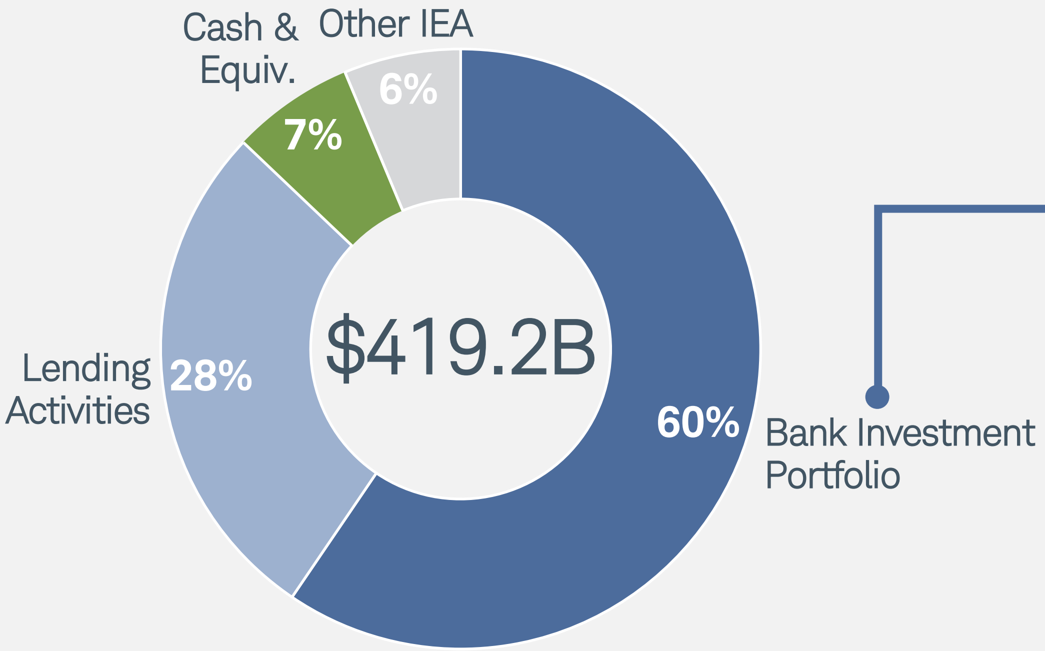
($M, EOP)	3Q23	4Q23	1Q24	2Q24	3Q24
Total Assets	$475,204	$493,178	$468,784	$449,675	$466,055
Bank Deposits	$284,408	$289,953	$269,460	$252,420	$246,462
Payables to Brokerage Clients	$72,818	$84,786	$84,005	$79,966	$89,164
Long-term Debt	$24,803	$26,128	$22,865	$22,449	$22,442
Stockholders' Equity	$37,784	$40,958	$42,412	$43,953	$47,215
Parent Liquidity	$11,654	$13,305	$10,708	$12,877	$12,655
Consolidated Tier 1 Leverage Ratio*	8.2%	8.5%	8.8%	9.4%	9.7%
Consolidated Adj. Tier 1 Leverage Ratio[1*]	4.1%	4.9%	5.3%	5.9%	6.7%

Note: M = Million. EOP = End of period. Q = Quarter. Adj = Adjusted. *Preliminary. 1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 42-46 of this presentation.

Appendix

Average Interest-earning Assets & Bank Investment Portfolio (as of September 30, 2024)

3Q24 Avg. Interest-earning Assets (%)[1, 2]



Bank Investment Portfolio Spotlight

Fixed vs. Floating

96% Fixed / 4% Floating

Securities Mix[3]

Agency RMBS	Agency CMBS	Other
60%	27%	13%

90%+ backed by U.S. government or agency

Duration Analysis[4]

~3.8 Portfolio Duration (Years)

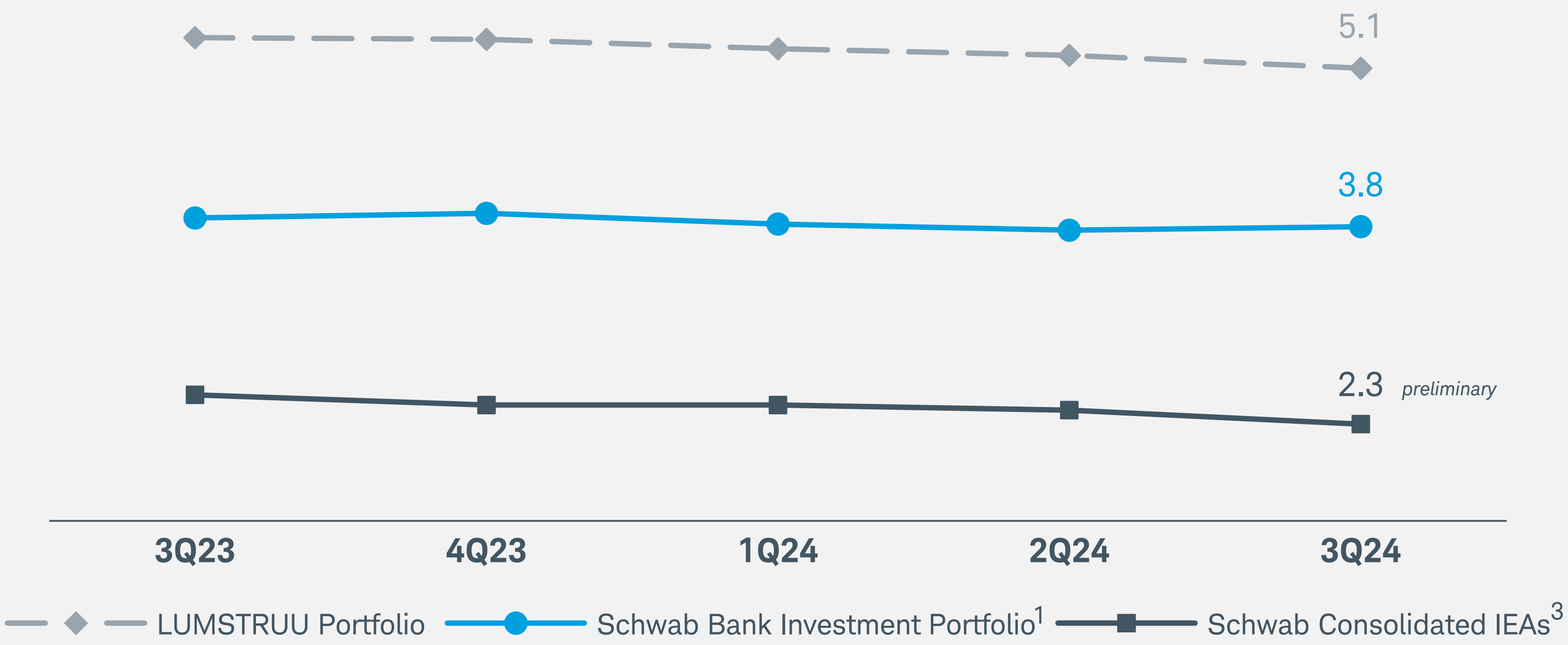
Rate Shock (bps)	SCHW	LUMSTRUU[5]
+100	-0.11 yrs.	0.07 yrs.
-100	0.09 yrs.	-0.14 yrs.

Note: Q = Quarter. B = Billion. Bps = Basis points. Avg. = Average. Yrs. = Years. IEA = Interest-earning assets. Cash & Equiv. = Cash and Equivalents. RMBS = Residential Mortgage-backed Security. CMBS = Commercial Mortgage-backed Security. U.S. = United States. 1. Bank Investment Portfolio includes available-for-sale and held-to-maturity securities within the consolidated bank investment portfolio but excludes cash investments; please note percentage may be rounded and therefore may not round to 100%. 2. Lending Activities is comprised of client margin debits and bank loans. 3. Total may not sum to 100% due to rounding. "Other" includes U.S. Treasuries, corporate debt, asset-backed securities, and other investment securities as appropriate. 4. Duration and rate shock analysis are presented on an option-adjusted basis, including the impact of hedging activity, as of September 30, 2024. 5. LUMSTRUU is a Bloomberg Barclays index composed of investment grade pass-through MBS issued and/or guaranteed by a U.S. government agency.

Appendix

Duration Profiles

Option-adjusted Duration, Schwab vs. LUMSTRUU[1,2]
(Years)



Note: Q = Quarter. IEA = Interest earning assets. 1. Schwab Securities Portfolio duration represents hedged duration beginning March 31, 2023. 2. LUMSTRUU is a Bloomberg Barclays index composed of investment grade pass-through MBS issued and/or guaranteed by a U.S. government agency. 2. The preliminary quarter-end consolidated asset duration is calculated using end of period figures as of September 30, 2024 and includes any impact from hedging activity.

Appendix

Reinvestment Opportunities (as of September 30, 2024)

Illustrative

Potential Reinvestment Opportunities

		Cash & Equivalents	U.S. Treasuries	MBS Securities	Other IG Securities
Security					
Yield	Current	~4.90%	~4.24%	~4.68%	~4.65%
Yield	1-yr Fwd[1]	~3.65%	~3.72%	~4.58%	~4.13%
Duration[2]		< 1 month	~ 1-1.5 years	~ 4-5 years	~ 1-1.5 years

Selection Criteria

- Shorter duration
- Front-loaded cash flows
- Lower convexity
- Risk appropriate credit exposure
- Investment grade

Potential Blended Reinvestment Yield

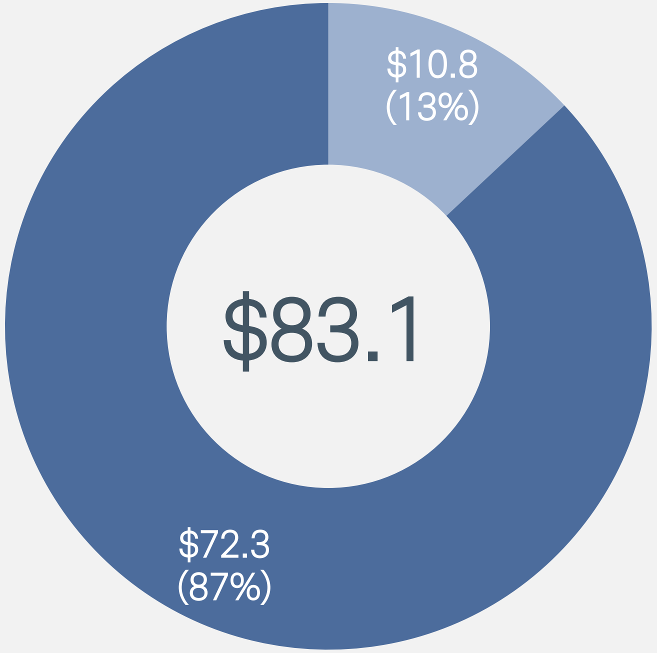
Floating:	SOFR +60
Fixed:	4.25%–4.70%

Note: Fwd = Forward. U.S. = United States. Yr = Year. MBS = Mortgage-backed security. IG = Investment grade. SOFR = Secured Overnight Financing Rate. 1. Illustrative future yields based on current market expectations as of October 7, 2024. 2. Illustrative durations shown on an option-adjusted basis.

Appendix

Bank Deposit Account Summary (as of September 30, 2024)

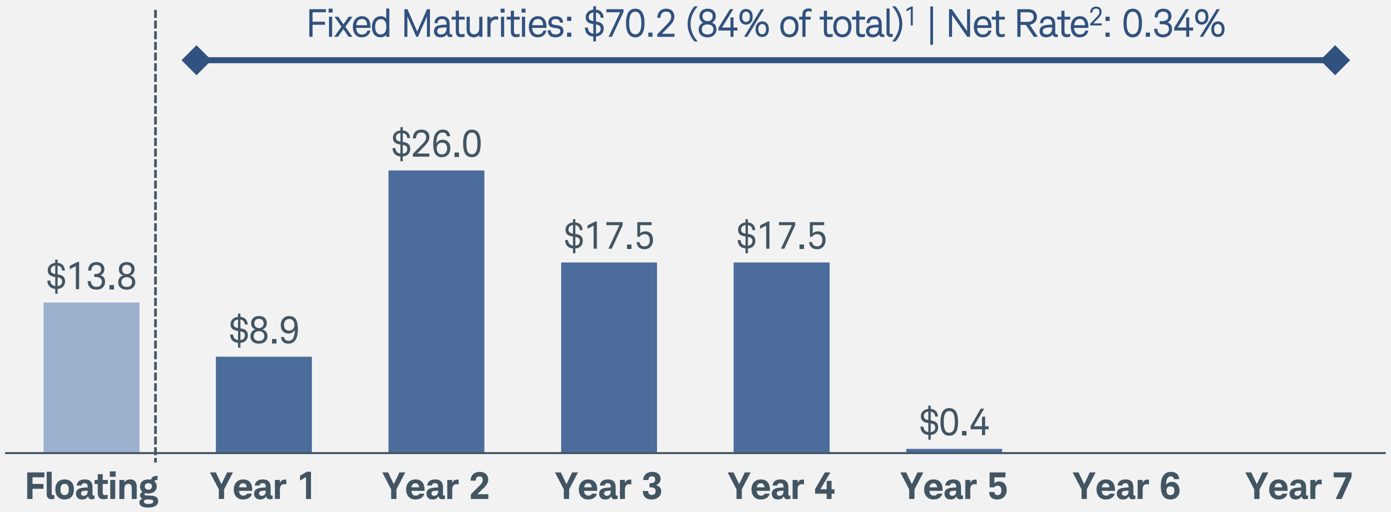
Mix of Average BDA Balances ($B,%)



	Net Rate	3Q24 Revenue
Floating	4.62%	$128M
Fixed	0.16%	$24M

BDA Balances by Maturity, EOP ($B)

Total Balance: $84.0	Net Rate[2]: 1.01%	Annual Revenue[3]: $859.6M



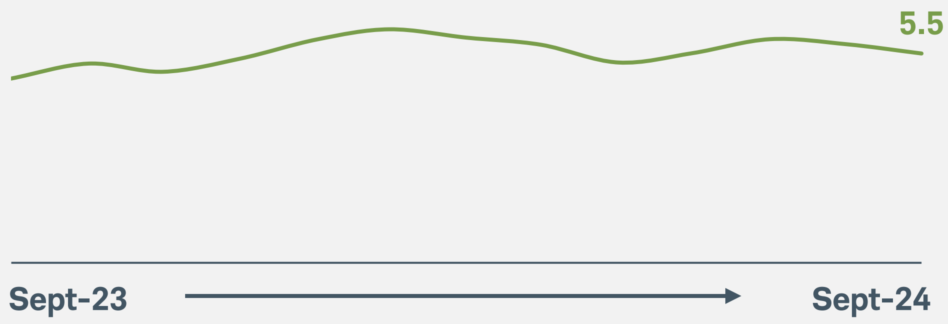
	Floating	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Net Rate[2]	4.40%	0.81%	(0.14%)	0.03%	1.09%	1.86%	--	--
Annual Revenue[3]	$616M	$73M	($36M)	$5M	$194M	$8M	--	--

Note: Certain totals may not sum due to rounding. M = Million. B = Billion. Q = Quarter. BDA = Bank Deposit Account. EOP = End-of-period. Net yields calculated on an actual/360 basis. 1. Balances maturing by remaining duration term (e.g., Year 1 maturities are balances rolling off the fixed-rate ladder over the next 12 months). 2. EOP net rate of maturities as of September 30, 2024; includes all related fees and client pay rates as of September 30, 2024. 3. Revenue figures presented on an annualized run-rate basis per the amended 2023 Insured Deposit Agreement (IDA) arrangement.

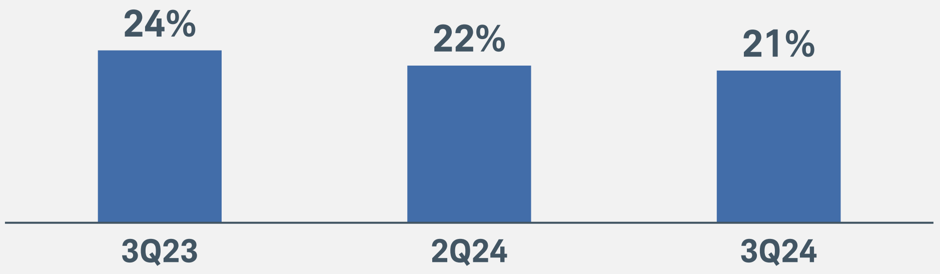
Appendix

Select Trading Information (as of September 30, 2024)

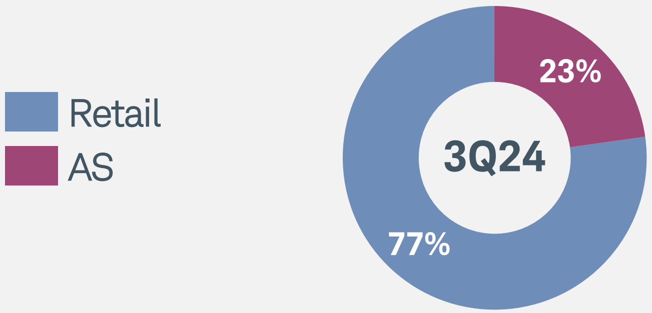
Monthly DATs (M)



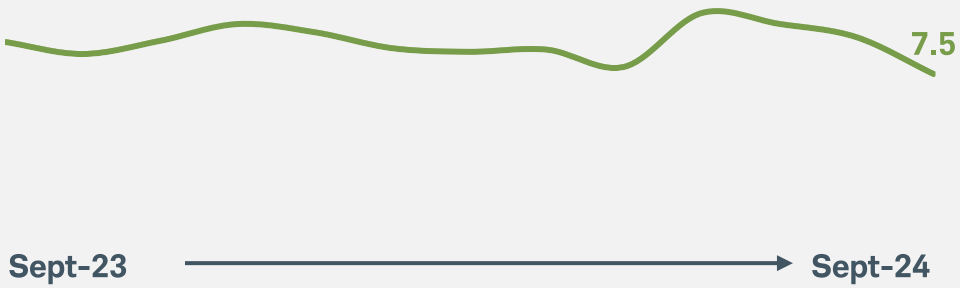
Derivatives as % of Trades



Quarterly DAT Mix (%)



Monthly Average Contracts per Option Trade



Note: Q = Quarter. M = Million. AS = Advisor Services. DATs = Daily average trades.

Appendix

Non-GAAP Introduction

In addition to disclosing financial results in accordance with generally accepted accounting principles in the U.S. (GAAP), this presentation contains references to the non-GAAP financial measures described below. We believe these non-GAAP financial measures provide useful supplemental information about the financial performance of the Company, and facilitate meaningful comparison of Schwab's results in the current period to both historic and future results. These non-GAAP measures should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may not be comparable to non-GAAP financial measures presented by other companies.

Schwab's use of non-GAAP measures is reflective of certain adjustments made to GAAP financial measures as described below. Beginning in the third quarter of 2023, these adjustments also include restructuring costs, which the Company began incurring in connection with its previously announced plans to streamline its operations to prepare for post-integration of Ameritrade. See Part I – Item 1 – Note 10 of our Quarterly Report on Form 10-Q for the quarter ended June 30, 2024 for additional information.

Non-GAAP Adjustment or Measure	Definition	Usefulness to Investors and Uses by Management
Acquisition and integration-related costs, amortization of acquired intangible assets, and restructuring costs	Schwab adjusts certain GAAP financial measures to exclude the impact of acquisition and integration-related costs incurred as a result of the Company's acquisitions, amortization of acquired intangible assets, restructuring costs, and, where applicable, the income tax effect of these expenses. Adjustments made to exclude amortization of acquired intangible assets are reflective of all acquired intangible assets, which were recorded as part of purchase accounting. These acquired intangible assets contribute to the Company's revenue generation. Amortization of acquired intangible assets will continue in future periods over their remaining useful lives.	We exclude acquisition and integration-related costs, amortization of acquired intangible assets, and restructuring costs for the purpose of calculating certain non-GAAP measures because we believe doing so provides additional transparency of Schwab's ongoing operations, and is useful in both evaluating the operating performance of the business and facilitating comparison of results with prior and future periods. Costs related to acquisition and integration or restructuring fluctuate based on the timing of acquisitions, integration and restructuring activities, thereby limiting comparability of results among periods, and are not representative of the costs of running the Company's ongoing business. Amortization of acquired intangible assets is excluded because management does not believe it is indicative of the Company's underlying operating performance.
Return on tangible common equity	Return on tangible common equity represents annualized adjusted net income available to common stockholders as a percentage of average tangible common equity. Tangible common equity represents common equity less goodwill, acquired intangible assets — net, and related deferred tax liabilities.	Acquisitions typically result in the recognition of significant amounts of goodwill and acquired intangible assets. We believe return on tangible common equity may be useful to investors as a supplemental measure to facilitate assessing capital efficiency and returns relative to the composition of Schwab's balance sheet.
Adjusted Tier 1 Leverage Ratio	Adjusted Tier 1 Leverage Ratio represents the Tier 1 Leverage Ratio as prescribed by bank regulatory guidance for the consolidated company and for Charles Schwab Bank, SSB, adjusted to reflect the inclusion of accumulated other comprehensive income (AOCI) in the ratio.	Inclusion of the impacts of AOCI in the Company's Tier 1 Leverage Ratio provides additional information regarding the Company's current capital position. We believe Adjusted Tier 1 Leverage Ratio may be useful to investors as a supplemental measure of the Company's capital levels.

The Company also uses adjusted diluted EPS and return on tangible common equity as components of performance criteria for employee bonus and certain executive management incentive compensation arrangements. The Compensation Committee of CSC's Board of Directors maintains discretion in evaluating performance against these criteria. Additionally, the Company uses adjusted Tier 1 Leverage Ratio in managing capital, including its use of the measure as its long-term operating objective.

Appendix

Non-GAAP Reconciliation: Adjusted total expenses and Adjusted net income

	Three Months Ended, September 30, 2024		Three Months Ended, June 30, 2024		Three Months Ended, September 30, 2023		Nine Months Ended, September 30, 2024		Nine Months Ended, September 30, 2023		Twelve Months Ended, December 31, 2023	
(In millions, except ratios and per share amounts)	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income
Total expenses excluding interest (GAAP), Net income (GAAP)	$ 3,005	$ 1,408	$ 2,943	$ 1,332	$ 3,223	$ 1,125	$ 8,890	$ 4,102	$ 9,194	$ 4,022	$ 12,459	$ 5,067
Acquisition and integration-related costs (1)	(23)	23	(36)	36	(106)	106	(97)	97	(334)	334	(401)	401
Amortization of acquired intangible assets	(130)	130	(129)	129	(135)	135	(389)	389	(404)	404	(534)	534
Restructuring costs (2)	(1)	1	(10)	10	(279)	279	17	(17)	(279)	279	(495)	495
Income tax effects (3)	N/A	(36)	N/A	(42)	N/A	(127)	N/A	(111)	N/A	(247)	N/A	(338)
Adjusted total expenses (Non-GAAP), Adjusted net income (Non-GAAP)	$ 2,851	$ 1,526	$ 2,768	$ 1,465	$ 2,703	$ 1,518	$ 8,412	$ 4,460	$ 8,177	$ 4,792	$ 11,029	$ 6,159

Note: N/A = Not applicable. 1. Acquisition and integration-related costs for the three and nine months ended September 30, 2024 primarily consist of $9 million and $44 million of compensation and benefits, $3 million and $32 million of professional services, and $8 million and $13 million of depreciation and amortization. Acquisition and integration related costs for the three and nine months ended September 30, 2023 primarily consist of $52 million and $158 million of compensation and benefits, $37 million and $111 million of professional services, $7 million and $21 million of occupancy and equipment, and $4 million and $26 million of other. 2. Restructuring costs for the nine months ended September 30, 2024 reflect a change in estimate of $34 million in compensation and benefits, offset by $3 million of occupancy and equipment and $13 million of other. Restructuring costs for the three and nine months ended September 30, 2023 primarily consist of $276 million of compensation and benefits. 3. The income tax effects of the non-GAAP adjustments are determined using an effective tax rate reflecting the exclusion of non-deductible acquisition costs and are used to present the acquisition and integration-related costs, amortization of acquired intangible assets, and restructuring costs on an after-tax basis.

Appendix

Non-GAAP Reconciliation: Adjusted income before taxes on income and Adjusted pre-tax profit margin

	Three Months Ended, September 30, 2024	
(In millions, except ratios and per share amounts)	Amount	% of Total Net Revenues
Income before taxes on income (GAAP), Pre-tax profit margin (GAAP)	$ 1,842	38.0%
Acquisition and integration-related costs	23	0.5%
Amortization of acquired intangible assets	130	2.7%
Restructuring costs	-	-
Adjusted income before taxes on income (Non-GAAP), Adjusted pre-tax profit margin (Non-GAAP)	$ 1,995	41.2%

Appendix

Non-GAAP Reconciliation: Adjusted net income to common stockholders and Adjusted diluted EPS

	Three Months Ended, September 30, 2024	
(In millions, except ratios and per share amounts)	Amount	Diluted EPS
Net income available to common stockholders (GAAP), Earnings per common share — diluted (GAAP)	$ 1,299	$ .71
Acquisition and integration-related costs	23	.01
Amortization of acquired intangible assets	130	.07
Restructuring costs	–	–
Income tax effects	(36)	(.02)
Adjusted net income available to common stockholders (Non-GAAP), Adjusted diluted EPS (Non-GAAP)	$ 1,416	$ .77

Note: EPS = Earnings per share.

Appendix

Non-GAAP Reconciliation: Consolidated Adjusted Tier 1 Leverage Ratio

(In millions, except ratios and per share amounts)	Three Months Ended, Preliminary September 30, 2024	Three Months Ended, June 30, 2024	Three Months Ended, March 31, 2024	Three Months Ended, December 31, 2023	Three Months Ended, September 30, 2023	Three Months Ended, June 30, 2023	Three Months Ended, March 31, 2023
Tier 1 Leverage Ratio (GAAP)	9.7%	9.4%	8.8%	8.5%	8.2%	7.5%	7.1%
Tier 1 Capital	$ 43,692	$ 42,624	$ 41,598	$ 40,602	$ 39,972	$ 39,190	$ 38,217
Plus: AOCI adjustment	(14,620)	(16,926)	(17,568)	(18,131)	(20,752)	(20,729)	(20,690)
Adjusted Tier 1 Capital	29,072	25,698	24,030	22,471	19,220	18,461	17,527
Average assets with regulatory adjustments	450,752	451,304	471,116	476,069	488,627	520,602	540,157
Plus: AOCI adjustment	(15,353)	(17,301)	(17,817)	(19,514)	(20,033)	(20,397)	(21,480)
Adjusted average assets with regulatory adjustments	$ 435,399	$ 434,003	$ 453,299	$ 456,555	$ 468,594	$ 500,205	$ 518,677
Adjusted Tier 1 Leverage Ratio (non-GAAP)	6.7%	5.9%	5.3%	4.9%	4.1%	3.7%	3.4%

Note: CSC = Charles Schwab Corporation. AOCI = Accumulated other comprehensive income. (1024-Z7M5)

Fall Business Update

October 15, 2024

charles SCHWAB CORPORATION