Fall Business Update

October 16, 2025

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 “expect,” “will,” “anticipate,” “continue,” “remain,” “committed,” “seek,” “increase,” “further,” “ongoing,” “consistent,” “confident,” “positioned,” “priority,” “approach,” “outlook,” “growth” and other similar expressions.

These forward-looking statements relate to the company’s strategy and focus; value proposition and differentiated client experience; momentum and competitive position; business fundamentals; growing and diverse client base; client relationships and engagement; wealth solutions; growth in client accounts and assets; scale and efficiency; balanced approach to investing; revenue diversification; profitable long-term growth across a range of environments; expense management; non-GAAP adjustments; financial scenarios, assumptions and sensitivities; revenue and earnings expansion; balance sheet management; Bank Supplemental Funding; capital management framework; capital ratios; efficient utilization of capital and liquidity; 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 16, 2025 (or such earlier date as may be specified herein). The company makes no commitment to update any forward-looking statements.

Strategic Update

Rick Wurster

President and Chief Executive Officer

Key Takeaways

3Q25

Sustained momentum powering growth on all fronts

- **Drove robust client growth**
  - **Attracted $137.5B of core NNA** – up 44% versus 3Q24
  - **Opened 1.1M new brokerage accounts**, helping total client accounts reach 45.7M
- **Deepened relationships** with clients
  - **Record Managed Investing Net Flows**, up 40% year-over-year
  - **PAL® originations rose ~77%** vs 3Q24
- **Record results** driven by highly engaged clients, a supportive market, and strong execution
  - **Revenue up 27% year-over-year** and quarterly **GAAP EPS up 77% – 70% adjusted[1]**
  - **Returned excess capital** in multiple forms, including opportunistic common stock buybacks

2025

Continuing to play offense

- **Sustaining key investments** to support client, solutions, and financial growth
- Anticipate **year-over-year revenue and earnings expansion** to finish 2025
- Our strong capital generation enables us to **continue returning excess capital** over the remainder of 2025

Long-term

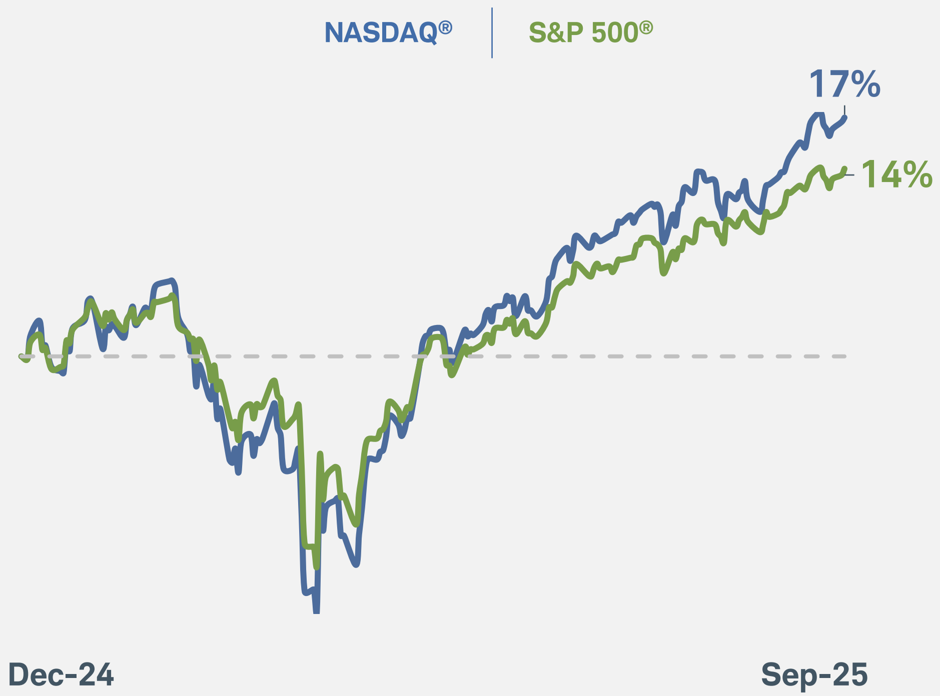
Profitable growth through-the-cycle

- Our future is bright – our **"Through Clients' Eyes" strategy** drives continued **innovation around client solutions, capabilities, and experiences** which support Schwab's **long-term growth trajectory**

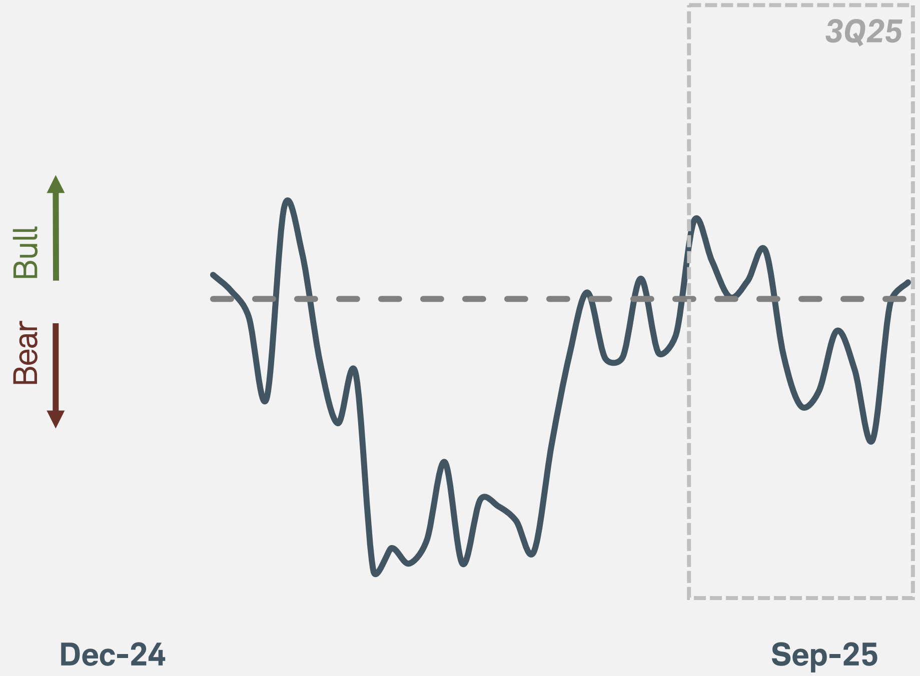
Note: Q = Quarter. M = Million. B = Billion. YTD = Year-to-date. EPS = Earnings per share. PAL = Pledged Asset Line®. GAAP = Generally accepted accounting principles. Core NNA = Net new assets before significant one-time flows, such as acquisitions/divestitures or extraordinary flows (generally greater than $25 billion) relating to a specific client, and activity from off-platform Schwab Bank Certificates of Deposit. These flows may span multiple reporting periods.1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 35-39 of this presentation.

Investor sentiment continued to improve as equity markets reached record levels.

Macroeconomic Environment[1]



AAII® Bull-Bear Spread Sentiment Survey[2]



Note: 1. Metrics are reflected as of September 30, 2025. Index returns sourced via Bloomberg. NASDAQ® = NASDAQ Composite Index. 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. 2. 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).

Our "Through Clients' Eyes" strategy continued to power growth across all fronts in the third quarter.

Client

Solutions

Financial

Schwab's differentiated client experience drove strong organic growth and new account formation.

Client

Solutions

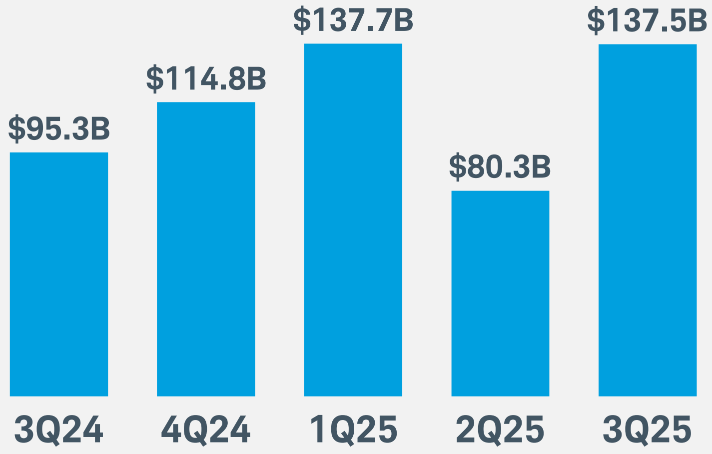
Financial

Core Net New Assets

+44%

~$138B

3Q25 vs. 3Q24

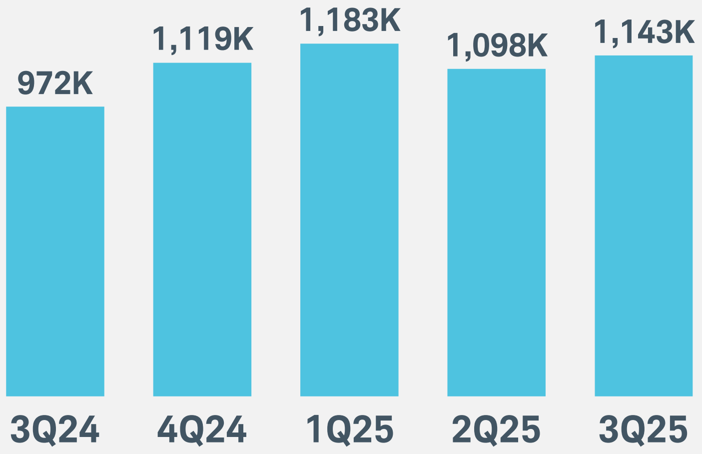


New Brokerage Accounts

+18%

1.1M

3Q25 vs. 3Q24



Note: K = Thousand. M = Million. B = Billion. Q = Quarter. Core NNA = Net new assets before significant one-time inflows or outflows, such as acquisitions/divestitures or extraordinary flows (generally greater than $25 billion beginning in 2025; $10 billion in prior periods) relating to a specific client, and activity from off-platform Schwab Bank Retail CDs. These flows may span multiple reporting periods.

Client utilization of our wealth, lending, and trading solutions further increased,...

Client

Solutions

Financial

Managed Investing Net Flows	Bank Lending (EOP)	Schwab Share of Spot Crypto ETP Assets[1]
+40%	+24%	~20%
3Q25 vs. 3Q24	3Q25 vs. 3Q24	3Q25

Note: Q = Quarter. EOP = End of period. ETP = Exchange traded products. 1. Spot crypto ETP assets include spot BTC and ETH ETPs.

...helping to produce another quarter of record financial results.

Client

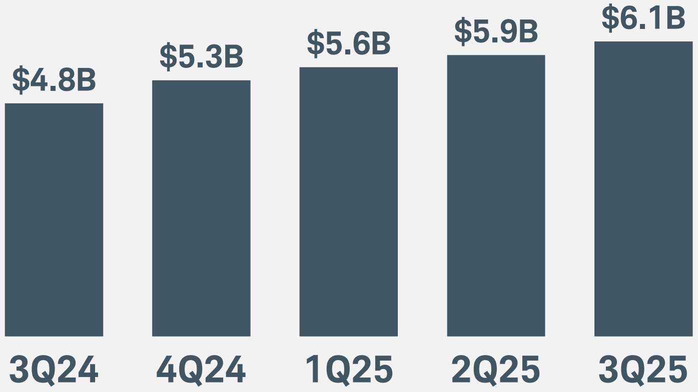
Solutions

Financial

Total Net Revenues

+27% $6.1B

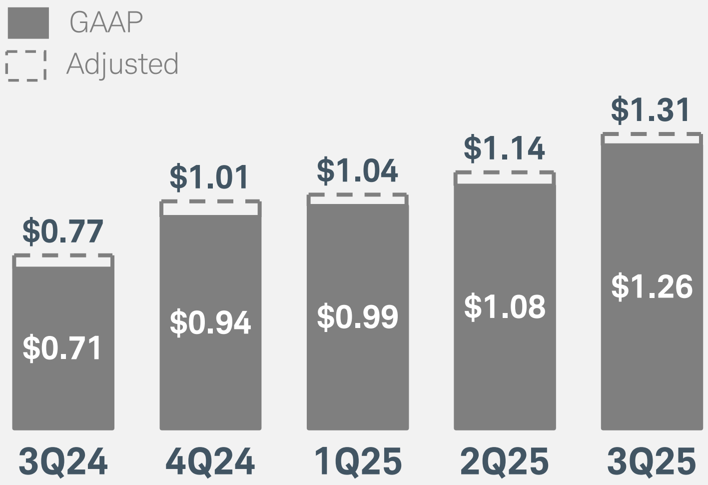
3Q25 vs. 3Q24



Adjusted[1] Earnings per Share

+70% $1.31

3Q25 vs. 3Q24



Note: B = Billion. Q = Quarter. GAAP = Generally accepted accounting principles. 1. Further details on non-GAAP financial measures and a reconciliation of such measures to report results are included on slides 35-39 of this presentation.

We remain confident in our ability to continue driving growth across a range of environments.

1 Strong Competitive Positioning

2 Healthy Business Fundamentals

3 Growing & Diverse Client Base

4 Investments in Strategic Initiatives

Our industry-leading value proposition continues to earn us third-party recognition.

1 Strong Competitive Positioning | 2 Healthy Business Fundamentals | 3 Growing and Diverse Client Base | 4 Investments in Strategic Initiatives

#1 in Total Client Assets for Publicly Reported Peers

#1 in RIA Custodial Assets

#1 in Retail Trading[3]

Charles Schwab recognized by Kiplinger[1] as #1 in education and service for 2025

Charles Schwab named one of the most trusted financial services companies

Awarded by Investor's Business Daily[2]

Note: 1. The Kiplinger Best Online Brokers and Trading Platforms for 2025 survey was published by Kiplinger on September 9, 2025, and is for a 12-month timeframe. The criteria, evaluation, and ranking were determined Kiplinger https://www.kiplinger.com/investing/wealth-management/onlinebrokers/605136/the-best-online-brokers-and-trading-platforms. Schwab paid a licensing fee to Adcetera, for the use of the accolade and corresponding logos through October 15, 2026. 2. The IBD Most Trusted Financial Companies accolade/recognition was published online by IBD on September 12, 2025, 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 2025. https://www.investors.com/news/financial-companies-most-trusted-top-30-list-2025/ Schwab paid a licensing fee to York Graphic Services, LLC. for use of the award and logos through December 12, 2026. 3. Retail trading defined as leader in daily average trades amongst our publicly traded peers as of 2Q25.

Clients are taking advantage of our broad array of capabilities.

1 Strong Competitive Positioning | **2 Healthy Business Fundamentals** | 3 Growing and Diverse Client Base | 4 Investments in Strategic Initiatives

YTD25 vs. YTD24

Total Client Interactions[1]	Margin Loans (EOP)	Daily Average Trades
1.6B	$97.2B	7.5M
↑ 19%	↑ 33%	↑ 31%

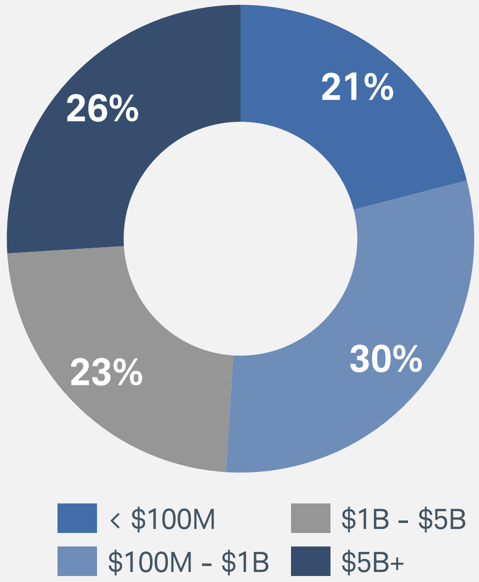
Note: YTD = Year to date. M = Million. B = Billion. EOP = End of period. 1. Total client interactions includes branch conversations, inbound calls, chats, emails, and logins across Schwab web and mobile platforms.

Schwab continues to attract a diverse spectrum of individual investors and RIAs.

1 Strong Competitive Positioning | 2 Healthy Business Fundamentals | **3 Growing and Diverse Client Base** | 4 Investments in Strategic Initiatives

YTD25

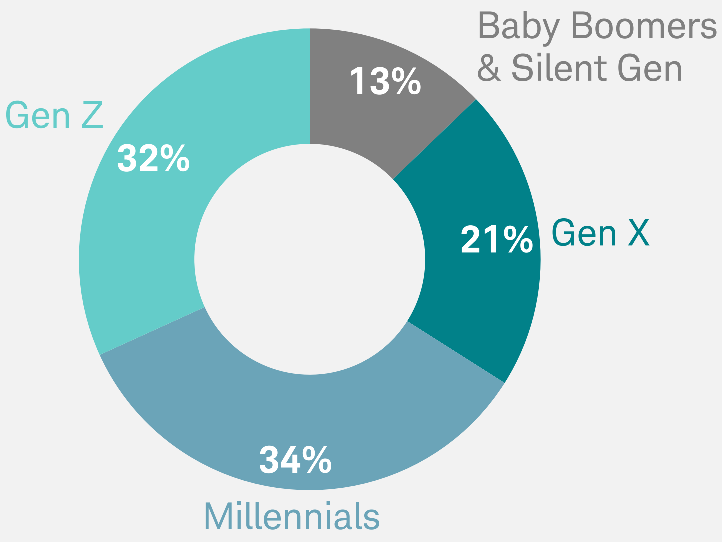
NNA by RIA Size[1]



New-to-Firm Retail Households[2]

+901K

+18% vs. YTD24



Note: K = Thousand. M = Million. B = Billion. YTD = Year to date. RIA = Registered investment advisor. NNA = Net new assets. HH = Households. 1. Represents Advisor Services Institutional net new assets in 2025. Advisors categorized by assets held at Schwab at the beginning of 2025. 2. HH generations categorized by birth year. Gen Z = 1997 – 2012, Millennials = 1981 – 1996, Gen X = 1965 – 1980, and Baby Boomers & Silent Gen = 1928 and 1964. Certain totals may not sum due to rounding.

We remain committed to innovating our solutions, capabilities, and experiences as clients' needs evolve.

1 Strong Competitive Positioning

2 Healthy Business Fundamentals

3 Growing and Diverse Client Base

4 Investments in Strategic Initiatives

Drive **growth**, deepening relationships with investors & RIAs

Create value with **scale & efficiency**

Deliver the **brilliant basics** for dependability & ease

Invest in our **people**

Note: RIA = Registered investment advisor.

Our “Through Clients’ Eyes” strategy helped sustain strong year-to-date momentum, keeping us positioned to drive long-term growth across all fronts.

3Q25

Sustained momentum powering growth on all fronts

2025

Continuing to play offense

Long-term

Profitable growth through-the-cycle

Note: Q = Quarter.

Financial Perspectives

Michael Verdeschi

Managing Director, Chief Financial Officer

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

3Q25

Sustained momentum powering growth on all fronts

- **Delivered strong growth** across client, solutions, and financial measures
- **Grew 3Q25 revenue by 27%** year-over-year
- Expanded 3Q25 **pre-tax profit margin to 49.2% – 51.3% adjusted**[1]
- Increased 3Q25 **GAAP earnings per share by 77%, 70% adjusted**[1], versus 3Q24
- **Reduced Bank Supplemental Funding[2] by ~$13B** from 2Q25 to less than $15B
- **Repurchased 28.9M common shares** for $2.7B

2025

Continuing to play offense

- Strong **financial growth** against a dynamic market back drop
- **Enhancing our balance sheet capabilities** to navigate a range of rate environments
- Maintain a balanced approach to expense management – **supporting growth and efficiency**
- Strong capital generation supports **continued return of excess capital** during 2025

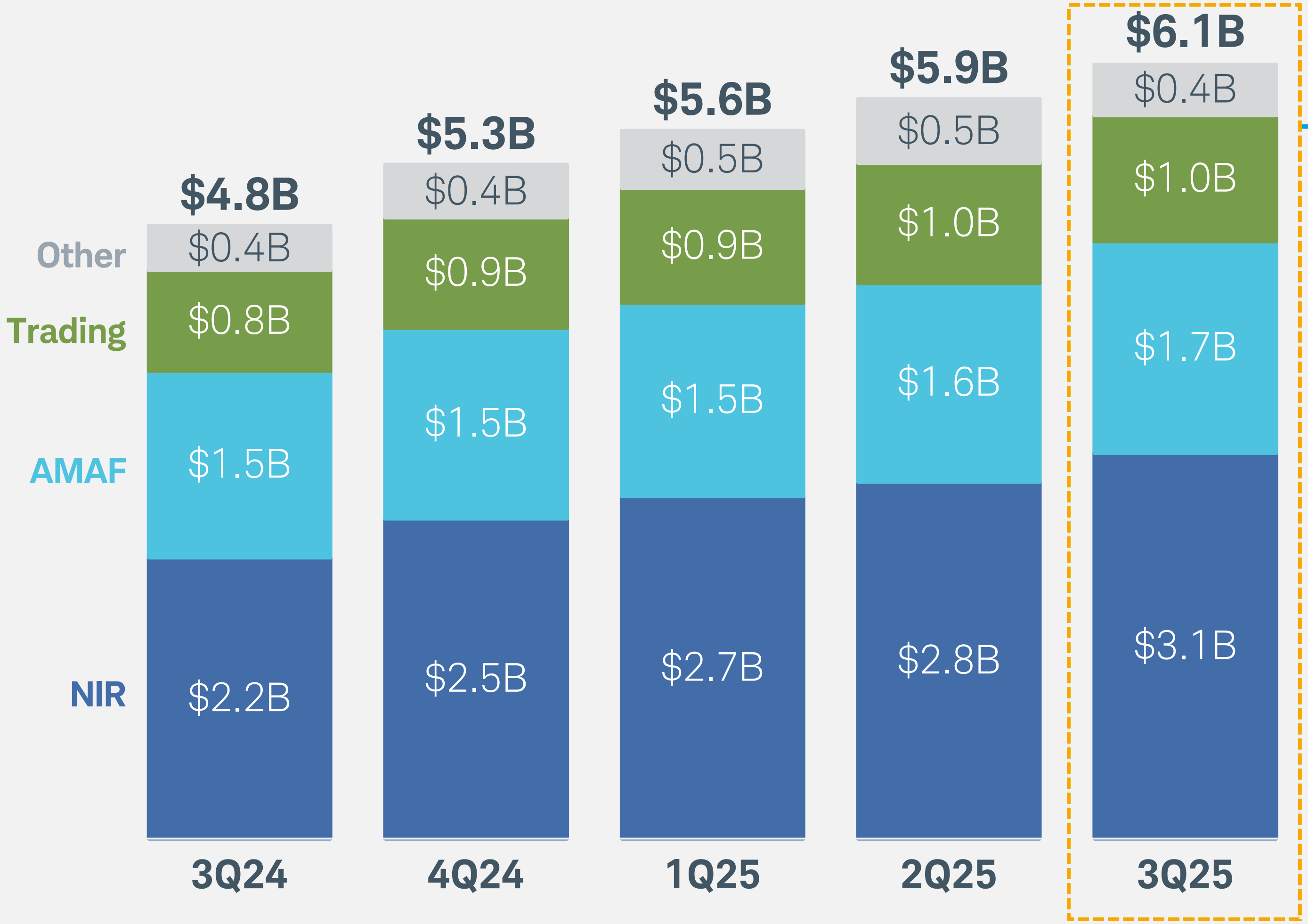
Long-term

Profitable growth through-the-cycle

- Continue to make sustained investments and evolve our offerings to support our clients – **helping to further diversify revenue and bolster the durability of our long-term financial results**

Note: Q = Quarter. M = Million. B = Billion. 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 35-39 of this presentation. 2. Bank Supplemental Funding includes repurchase agreements at the banks, Schwab Bank Certificates of Deposit, and Federal Home Loan Bank balances.

3Q25 revenue grew 27% vs 3Q24 due to strong equity markets, sustained client engagement and the further reduction in high-cost borrowings.

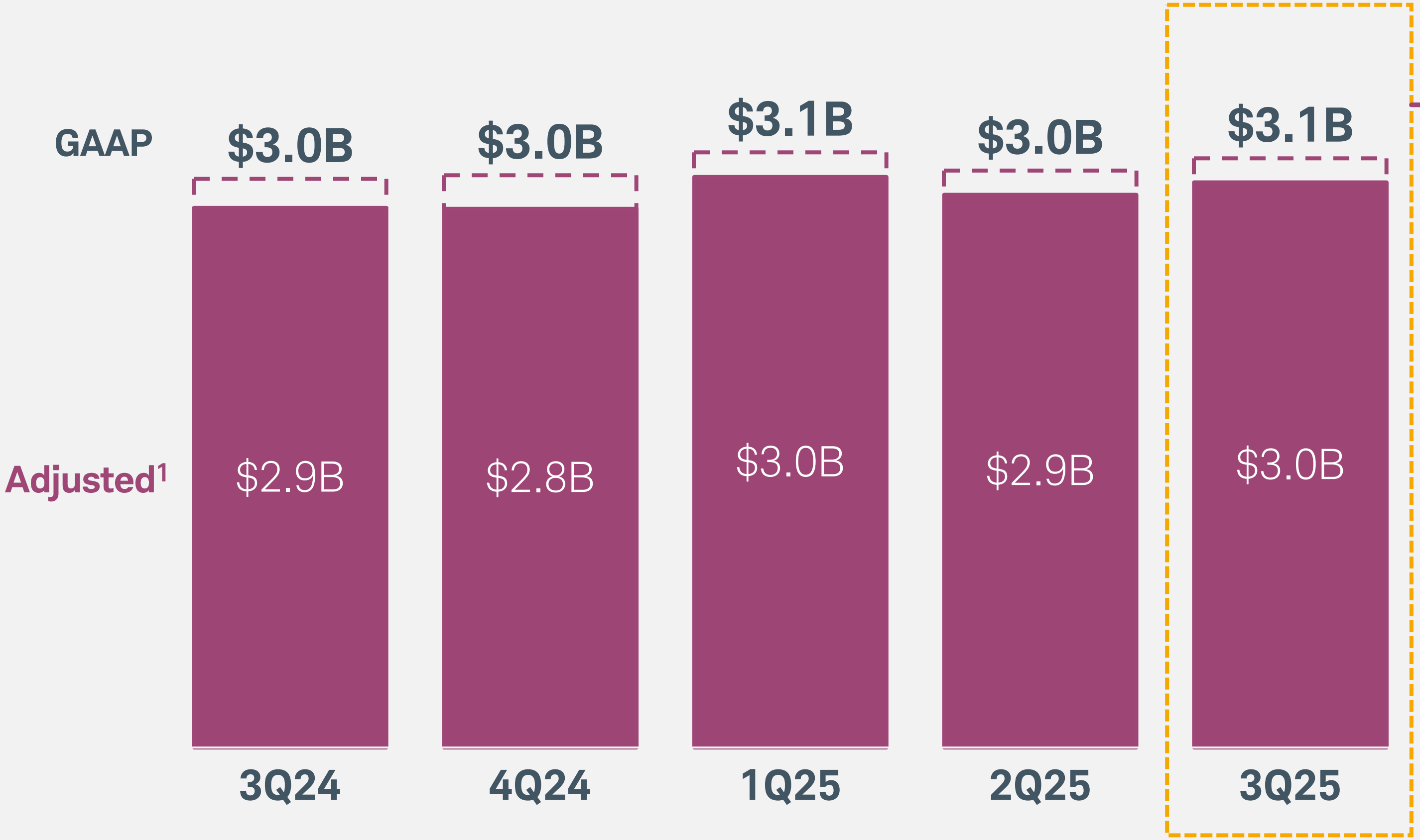


3Q25 vs. 3Q24

- NIR rose 37%, reflecting lower supplemental borrowings at the banks[1], client loan growth, and strength in securities lending
- AMAF rose 13%, fueled by organic growth, favorable equity markets, and record net inflows into Managed Investing solutions
- Trading revenue increased 25% due to robust trading volumes

Note: Certain totals may not sum due to rounding. Q = Quarter. B = Billion. NIR = Net Interest Revenue. AMAF = Asset management and administration fees. Other includes Bank Deposit Account and Other Revenue line items. 1. Bank Supplemental Borrowings include repurchase agreements at the banks, Schwab Bank Certificates of Deposit (CDs), and Federal Home Loan Bank balances.

Quarterly expense trends reflect our balanced approach to investing for growth while driving incremental efficiency.

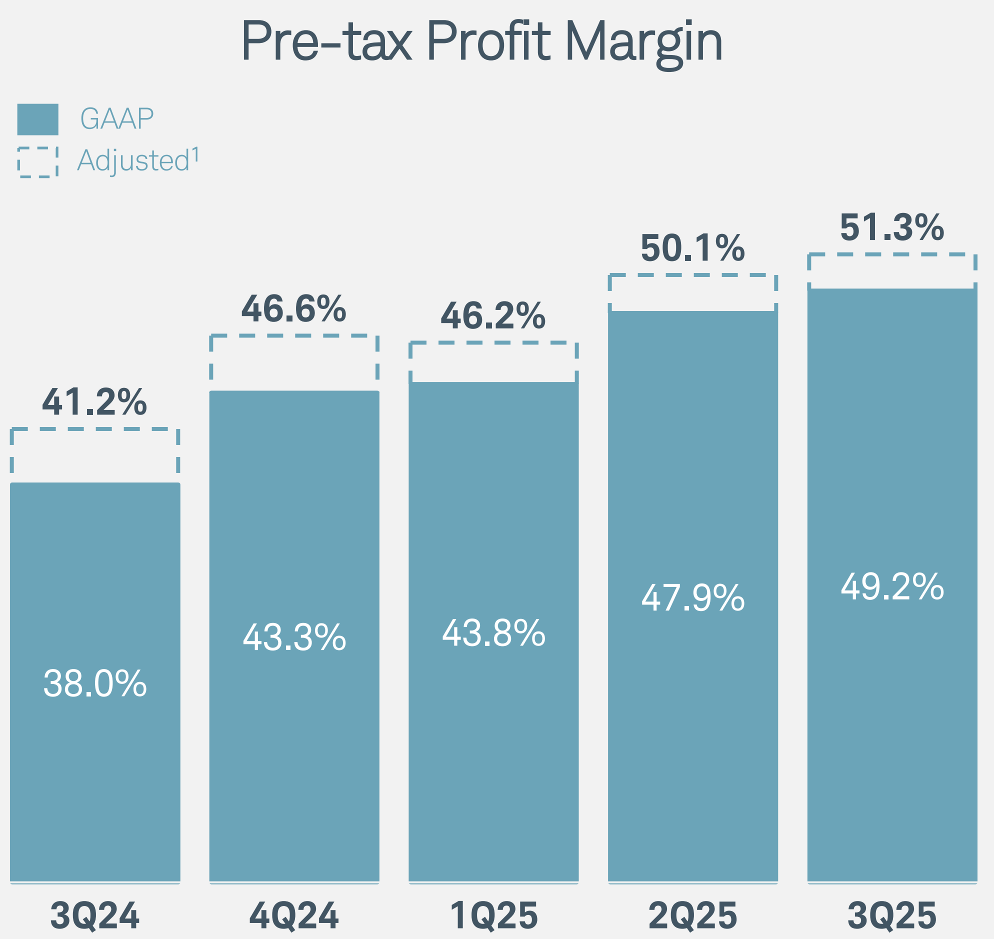


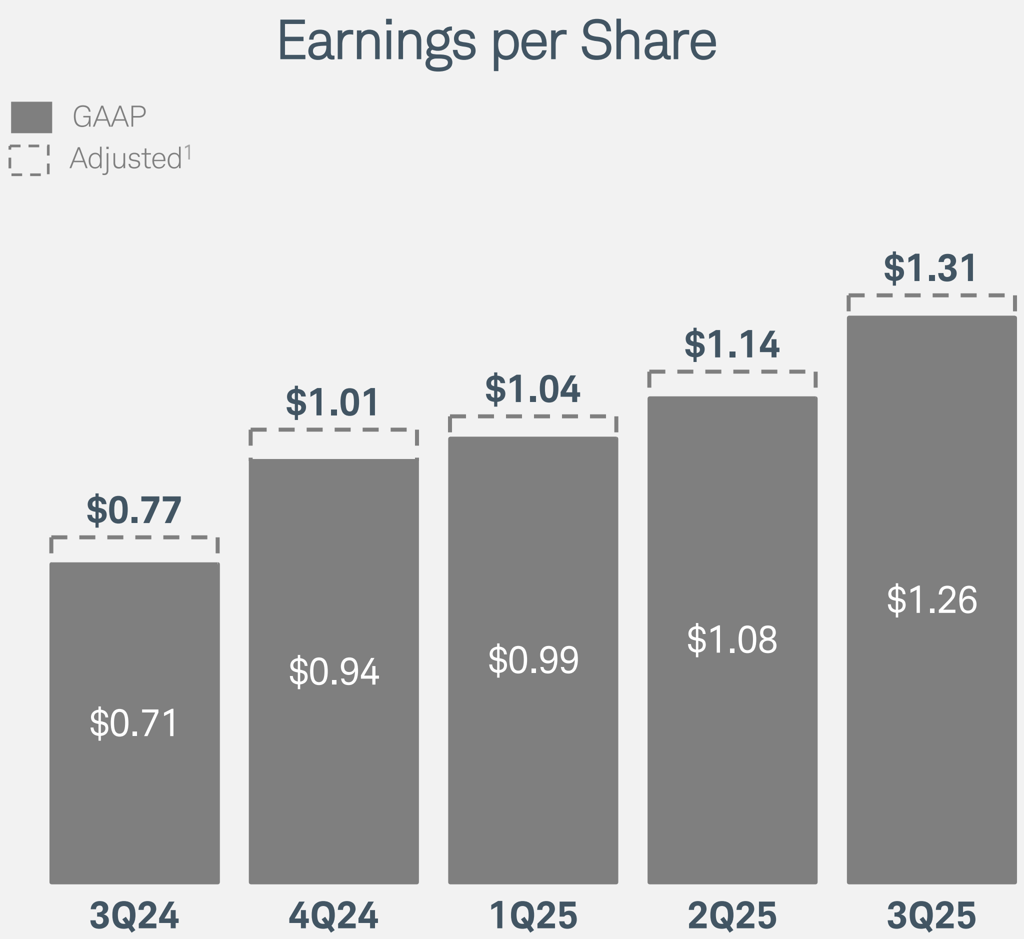
3Q25 vs. 3Q24

- GAAP expenses up 4%
- Adjusted[1] expenses up 5%, reflecting robust client engagement and continued investments in growth and efficiency

Note: Q = Quarter. B = Billion. 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 35-39 of this presentation.

Schwab generated incremental operating leverage in 3Q25, helping adjusted[1] EPS reach a record $1.31.





Note: Q = Quarter. EPS = Earnings per share. GAAP = Generally accepted accounting principles. 1. Further details on non-GAAP financial measures and a reconciliation of such measures to report results are included on slides 35-39 of this presentation.

3Q25 Balance Sheet Highlights

Balance Sheet Principles

Support our clients' evolving needs

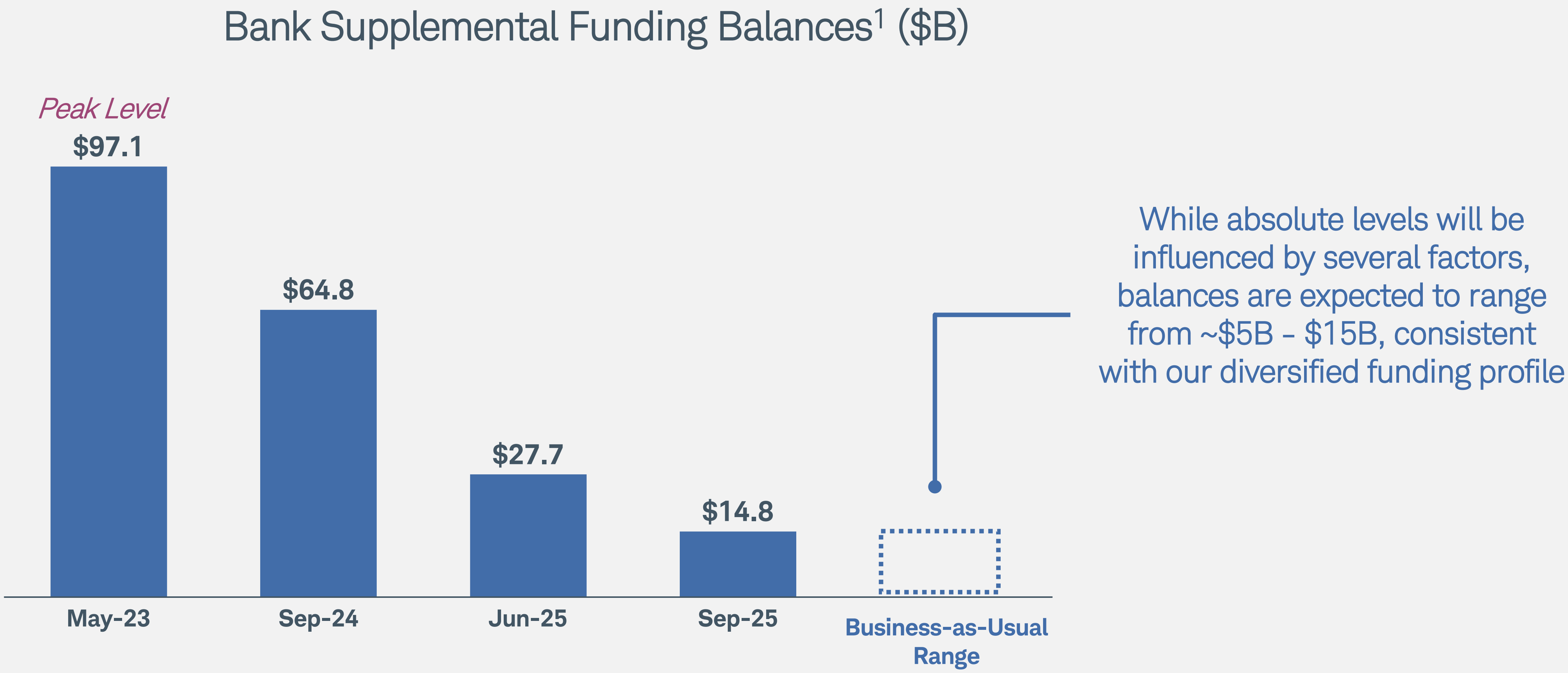
Maintain a foundation of safety and soundness

Drive financial outcomes through-the-cycle

- **Supported Client-Driven Growth**
  - Client margin balances rose to finish the quarter at $97.2 billion, or up ~16% from year-end 2024
  - Bank loans to clients increased ~19% versus year-end 2024 – including $6.4 billion in new PAL® balances
- **Sweep Cash Net Flows**
  - Transactional sweep cash[1] increased by $13.5 billion from June month-end level to finish the quarter at $425.6 billion – inclusive of organic growth, client net buying, and seasonality during the period
- **Reduced Bank Supplemental Funding[2]**
  - Higher-cost funding at the banks declined by $12.9 billion to end the quarter at $14.8 billion
- **Capital Return**
  - Repurchased 28.9 million shares of our common stock for $2.7 billion

Note: Q = Quarter. PAL = Pledged asset line. 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 at the banks, Schwab Bank Certificates of Deposit, and Federal Home Loan Bank balances.

Bank Supplemental Funding[1] is down 47% sequentially and 85% from peak levels.



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 ratios remain robust and we have returned meaningful excess capital in multiple forms to stockholders year-to-date.

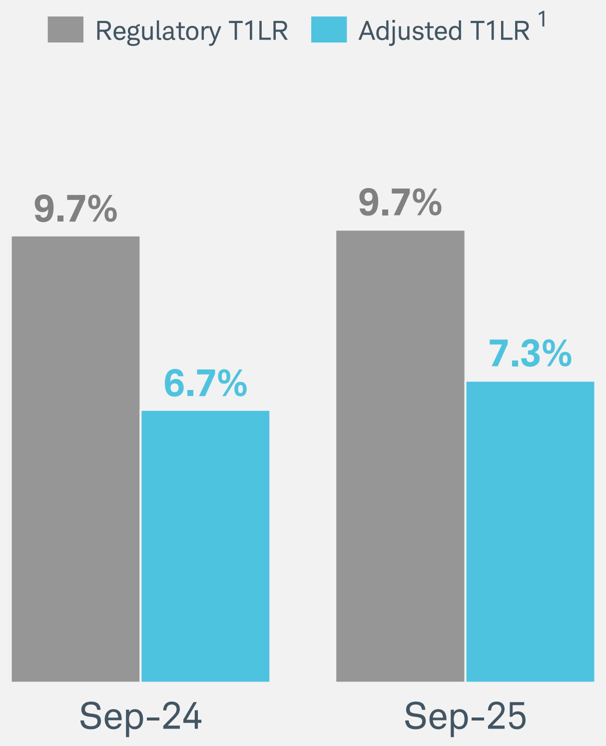
Capital Management Framework

Support ongoing business growth

Common dividend payout range

Seek opportunistic return of excess capital

Consolidated Tier 1 Leverage Ratio



YTD25 Capital Actions

+8% January 2025 common stock dividend increase

~$4.6B Common stock repurchased

$2.5B Preferred redemption[2]

Note: T1LR = Tier 1 Leverage Ratio. B = Billion. YTD = Year to date. 1. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 35-39 of this presentation. September 30, 2025 ratios are preliminary. 2. Series G was redeemed on June 2, 2025.

Sustained business momentum, strong client engagement, and favorable environmental tailwinds have boosted our full-year outlook.

Summer Business Update

Interest Rates	Forward curve as of July 17, 2025 Fed Funds[1] finishes 2025 at 4.00%
Equity Markets	S&P 500 appreciates ~9% from year-end 2024 level
Client Activity	FY25 DATs of ~7.2M Reflects pullback from 1H25 level

Note: FY = Full year. M = Million. DAT = Daily average trades. 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. Upper-bound.

Sustained business momentum, strong client engagement, and favorable environmental tailwinds have boosted our full-year outlook.

	Summer Business Update	Fall Business Update
Interest Rates	Forward curve as of July 17, 2025 Fed Funds[1] finishes 2025 at 4.00%	Forward curve as of September 24, 2025 Fed Funds[1] finishes 2025 at 3.75%
Equity Markets	S&P 500 appreciates ~9% from year-end 2024 level	S&P 500 appreciates ~15% from year-end 2024 level
Client Activity	FY25 DATs of ~7.2M Reflects pullback from 1H25 level	FY25 DATs of ~7.4M In-line with year-to-date volume through September

Note: Q = Quarter. FY = Full year. M = Million. DAT = Daily average trades. 1. Upper-bound. 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.

Heading into 2026, we remain positioned for growth across a range of environments.

- **2026 financial outlook will be shaped by a range factors,** including the macroeconomic environment and client engagement
- **Continue to apply our balanced approach to expense management** – investing to support sustainable long-term growth while still delivering on near-term financial objectives
- **Anticipate revenue and earnings growth** – even in a lower rate environment – informed by the path of rates, market sentiment, and client activity
- We expect to **continue the opportunistic return of excess capital** across multiple forms

Sustainable organic growth plus increasing engagement with our wealth solutions

Further revenue diversification as we deepen client relationships by serving their evolving needs

Balance sustained investment to support growth while enhancing scale

Efficient utilization of capital and liquidity

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

3Q25	2025	Long-term
Sustained momentum powering growth on all fronts	Continuing to play offense	Profitable growth through-the-cycle

Note: Q = Quarter.

Q&A

Fall Business Update

October 16, 2025

charles SCHWAB CORPORATION

Appendix

Select Annualized Revenue Sensitivities

As of September 30, 2025

Net Interest Revenue +/- 25 bps Target Fed Funds Rate[1]	~$250M – $300M
BDA	~$40M +/- $1B of Balances ~$45M +/- 25 bps in Fed Funds
Bank Sweep Balances +/- $1B	~$40M
AMAF S&P 500® +/- 1%	~$30M
Daily Average Trades +/- 100K	~$50M
Margin Balances +/- $1B	~$25M

Note: Bps = Basis points. K = Thousand. B = Billion. M = Million. AMAF = Asset management & administration fees. BDA = Bank deposit account. 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. NIR sensitivities assumes static interest-earning assets as of September 30, 2025; other considerations include mix and duration of the bank investment portfolio, movements across the yield curve, and how quickly the fixed portfolio reprices; the sensitivity also factors in the impact of any active hedging activity and assumes a deposit beta of 0%.

Appendix

Balance Sheet (as of September 30, 2025)

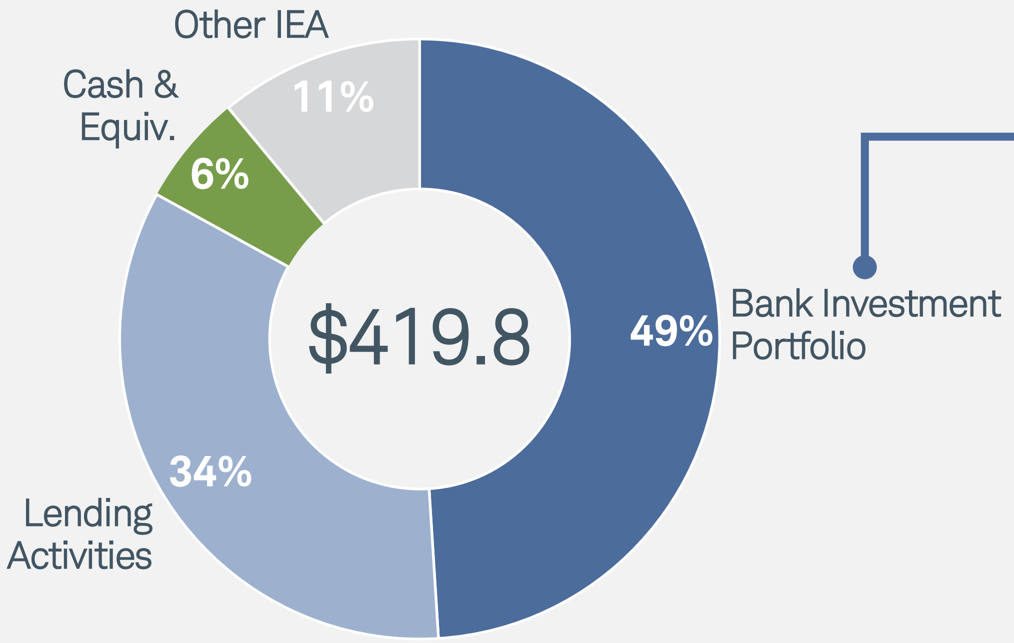
($M, EOP)	3Q24	4Q24	1Q25	2Q25	3Q25
Total Assets	$466,055	$479,843	$462,903	$458,936	$465,255
Bank Deposits	$246,462	$259,121	$246,160	$233,058	$239,057
Payables to Brokerage Clients	$89,164	$101,559	$100,579	$109,355	$115,397
Long-term Debt	$22,442	$22,428	$21,471	$20,208	$20,199
Stockholders' Equity	$47,215	$48,375	$49,511	$49,451	$49,384
Parent Liquidity	$12,655	$12,518	$11,271	$11,581	$10,201
Consolidated Tier 1 Leverage Ratio*	9.7%	9.9%	9.9%	9.8%	9.7%
Consolidated Adj. Tier 1 Leverage Ratio[1]*	6.7%	6.8%	7.1%	7.2%	7.3%

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 35-39 of this presentation.

Appendix

Average Interest-earning Assets & Bank Investment Portfolio (as of September 30, 2025)

3Q25 Avg. Interest-earning Assets ($B,%)[1, 2]

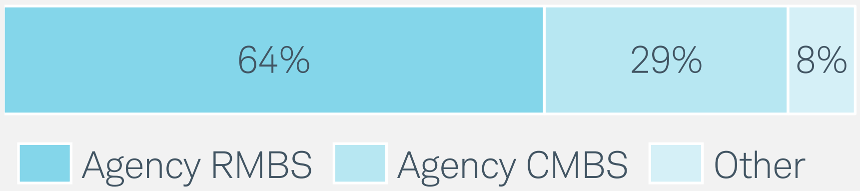


Bank Investment Portfolio Spotlight

Fixed vs. Floating

96% Fixed / 4% Floating

Securities Mix[3]



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

Duration Analysis[4]

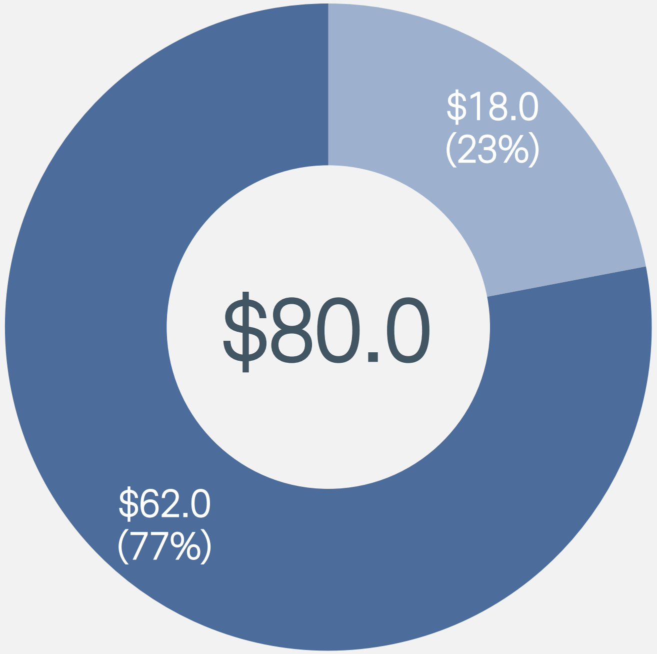
2.0	3.8
Consolidated IEAs Duration (Years) Preliminary	Bank Investment Portfolio Duration (Years)

Note: Q = Quarter. B = Billion. Bps = Basis points. Avg. = Average. 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 is represented on an option-adjusted basis, including the impact of hedging activity, as of September 30, 2025.

Appendix

Bank Deposit Account Summary (as of September 30, 2025)

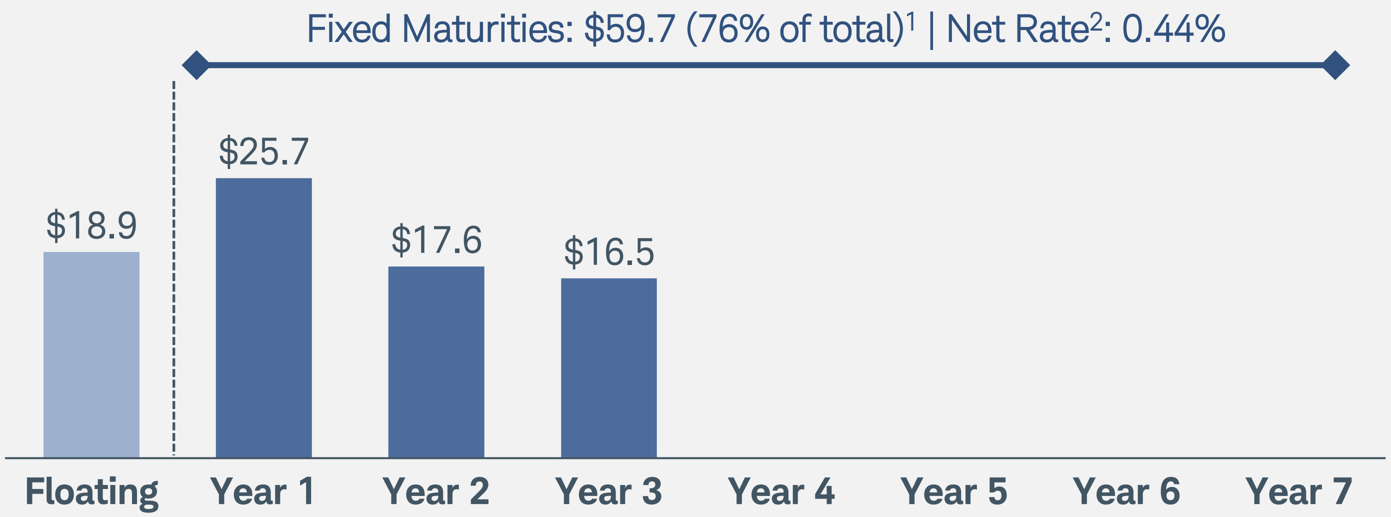
Mix of Average BDA Balances ($B,%)



	Net Rate	3Q25 Revenue
Floating	4.02%	$185M
Fixed	0.43%	$62M

BDA Balances by Maturity, EOP ($B)

Total Balance: $78.5	Net Rate[2]: 1.25%	Annual Revenue[3]: $998.3M



	Floating	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Net Rate[2]	3.81%	0.02%	0.18%	1.38%	--	--	--	--
Annual Revenue[3]	$730.7M	$6.4M	$31.3M	$229.9M	--	--	--	--

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, 2025; includes all related fees and client pay rates as of September 30, 2025. 3. Revenue figures presented on an annualized run-rate basis per the amended 2023 Insured Deposit Agreement (IDA) arrangement and net of breakage fees.

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.

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 (CSB), 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

(In millions, except ratios and per share amounts)	Three Months Ended, September 30, 2025		Three Months Ended, June 30, 2025		Three Months Ended, March 31, 2025		Three Months Ended, December 31, 2024		Three Months Ended, September 30, 2024	
	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)	$ 3,114	$ 2,358	$ 3,048	$ 2,126	$ 3,144	$ 1,909	$ 3,024	$ 1,840	$ 3,005	$ 1,408
Amortization of acquired intangible assets	(127)	127	(128)	128	(130)	130	(130)	130	(130)	130
Acquisition and integration-related costs	–	–	–	–	–	–	(20)	20	(23)	23
Restructuring costs	–	–	-	-	–	–	(27)	27	–	–
Income tax effects [1]	N/A	(29)	N/A	(32)	N/A	(31)	N/A	(43)	N/A	(36)
Adjusted total expenses (Non-GAAP), Adjusted net income (Non-GAAP)	$ 2,987	$ 2,456	$ 2,920	$ 2,222	$ 3,014	$ 2,008	$ 2,847	$ 1,974	$ 2,852	$ 1,525

Note: N/A = Not applicable. 1. 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

(In millions, except ratios and per share amounts)	Three Months Ended, September 30, 2025 Amount	% of Total Net Revenues	Three Months Ended, June 30, 2025 Amount	% of Total Net Revenues	Three Months Ended, March 31, 2025 Amount	% of Total Net Revenues	Three Months Ended, December 31, 2024 Amount	% of Total Net Revenues	Three Months Ended, September 30, 2024 Amount	% of Total Net Revenues
Income before taxes on income (GAAP), Pre-tax profit margin (GAAP)	$ 3,021	49.2%	$ 2,803	47.9%	$ 2,455	43.8%	$ 2,305	43.3%	$ 1,842	38.0%
Amortization of acquired intangible assets	127	2.1%	128	2.2%	130	2.4%	130	2.4%	130	2.7%
Acquisition and integration-related costs	–	–	–	–	–	–	20	0.4%	23	0.5%
Restructuring costs	–	–	–	–	–	–	27	0.5%	–	–
Adjusted income before taxes on income (Non-GAAP), Adjusted pre-tax profit margin (Non-GAAP)	$ 3,148	51.3%	$ 2,931	50.1%	$ 2,585	46.2%	$ 2,482	46.6%	$ 1,995	41.2%

Appendix

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

	Three Months Ended, September 30, 2025		Three Months Ended, June 30, 2025		Three Months Ended, March 31, 2025		Three Months Ended, December 31, 2024		Three Months Ended, September 30, 2024	
(In millions, except ratios and per share amounts)	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS	Amount	Diluted EPS
Net income available to common stockholders (GAAP), Earnings per common share — diluted (GAAP)	$ 2,277	$ 1.26	$ 1,977	$ 1.08	$ 1,796	$ .99	$ 1,717	$ .94	$ 1,299	$ .71
Amortization of acquired intangible assets	127	0.07	128	.07	130	.07	130	.07	130	.07
Acquisition and integration-related costs	–	–	–	–	–	–	20	.01	23	.01
Restructuring costs	–	–	–	–	–	–	27	.01	–	–
Income tax effects	(29)	(.02)	(32)	(.01)	(31)	(.02)	(43)	(.02)	(36)	(.02)
Adjusted net income available to common stockholders (Non-GAAP), Adjusted diluted EPS (Non-GAAP)	$ 2,375	$ 1.31	$ 2,073	$ 1.14	$ 1,895	$ 1.04	$ 1,851	$ 1.01	$ 1,416	$ .77

Note: EPS = Earnings per share.

Appendix

Non-GAAP Reconciliation: Consolidated Adjusted Tier 1 Leverage Ratio

	Three Months Ended,	Three Months Ended,	Three Months Ended,	Three Months Ended,	Three Months Ended,
	Preliminary September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024
(In millions, except ratios and per share amounts)					
Tier 1 Leverage Ratio (GAAP)	9.7%	9.8%	9.9%	9.9%	9.7%
Tier 1 Capital	$ 43,491	$ 44,267	$ 45,213	$ 45,186	$ 43,692
Plus: AOCI adjustment	(11,826)	(12,589)	(13,614)	(14,839)	(14,620)
Adjusted Tier 1 Capital	31,665	31,678	31,599	30,347	29,072
Average assets with regulatory adjustments	447,094	451,314	457,495	458,119	450,752
Plus: AOCI adjustment	(12,176)	(13,231)	(14,165)	(14,831)	(15,353)
Adjusted average assets with regulatory adjustments	$ 434,918	$ 438,083	$ 443,330	$ 443,288	$ 435,399
Adjusted Tier 1 Leverage Ratio (non-GAAP)	7.3%	7.2%	7.1%	6.8%	6.7%

Note: AOCI = Accumulated other comprehensive income.

Fall Business Update

October 16, 2025

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