

# News Release



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CORPORATION

## SCHWAB REPORTS MONTHLY ACTIVITY HIGHLIGHTS

**WESTLAKE, Texas, August 12, 2022** – The Charles Schwab Corporation released its Monthly Activity Report today. Company highlights for the month of July 2022 include:

- Core net new assets brought to the company by new and existing clients totaled \$31.5 billion. Net new assets excluding mutual fund clearing totaled \$31.2 billion.
- Total client assets were \$7.30 trillion as of month-end July, down 4% from July 2021 and up 7% compared to June 2022.
- Average interest-earning assets were \$605.8 billion in July, up 11% from July 2021 and down 1% compared to June 2022.

### About Charles Schwab

The Charles Schwab Corporation (NYSE: SCHW) is a leading provider of financial services, with 33.9 million active brokerage accounts, 2.3 million corporate retirement plan participants, 1.7 million banking accounts, and \$7.30 trillion in client assets as of July 31, 2022. Through its operating subsidiaries, the company provides a full range of wealth management, securities brokerage, banking, asset management, custody, and financial advisory services to individual investors and independent investment advisors. Its broker-dealer subsidiaries, Charles Schwab & Co., Inc., TD Ameritrade, Inc., and TD Ameritrade Clearing, Inc., (members SIPC, <https://www.sipc.org>), and their affiliates offer a complete range of investment services and products including an extensive selection of mutual funds; financial planning and investment advice; retirement plan and equity compensation plan services; referrals to independent, fee-based investment advisors; and custodial, operational and trading support for independent, fee-based investment advisors through Schwab Advisor Services. Its primary banking subsidiary, Charles Schwab Bank, SSB (member FDIC and an Equal Housing Lender), provides banking and lending services and products. More information is available at <https://www.aboutschwab.com>.

TD Ameritrade, Inc. and TD Ameritrade Clearing, Inc. are separate but affiliated companies and subsidiaries of TD Ameritrade Holding Corporation. TD Ameritrade Holding Corporation is a wholly owned subsidiary of The Charles Schwab Corporation. TD Ameritrade is a trademark jointly owned by TD Ameritrade IP Company, Inc. and The Toronto-Dominion Bank.

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## The Charles Schwab Corporation Monthly Activity Report For July 2022

	2021						2022						Change		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Mo.	Yr.
<b>Market Indices</b> (at month end)															
Dow Jones Industrial Average®	34,935	35,361	33,844	35,820	34,484	36,338	35,132	33,893	34,678	32,977	32,990	30,775	32,845	7%	(6%)
Nasdaq Composite®	14,673	15,259	14,449	15,498	15,538	15,645	14,240	13,751	14,221	12,335	12,081	11,029	12,391	12%	(16%)
Standard & Poor's® 500	4,395	4,523	4,308	4,605	4,567	4,766	4,516	4,374	4,530	4,132	4,132	3,785	4,130	9%	(6%)
<b>Client Assets</b> (in billions of dollars)															
Beginning Client Assets	7,574.8	7,642.7	7,838.2	7,614.0	7,982.3	7,918.3	8,138.0	7,803.8	7,686.6	7,862.1	7,284.4	7,301.7	6,832.5		
Net New Assets <sup>(1)</sup>	44.3	51.8	42.9	22.9	31.4	80.3	33.6	40.6	46.3	(9.2)	32.8	19.8	31.5	59%	(29%)
Net Market Gains (Losses)	23.6	143.7	(267.1)	345.4	(95.4)	139.4	(367.8)	(157.8)	129.2	(568.5)	(15.5)	(489.0)	440.8		
Total Client Assets (at month end)	7,642.7	7,838.2	7,614.0	7,982.3	7,918.3	8,138.0	7,803.8	7,686.6	7,862.1	7,284.4	7,301.7	6,832.5	7,304.8	7%	(4%)
Core Net New Assets <sup>(2)</sup>	44.3	51.8	42.9	36.8	45.1	80.3	33.6	40.6	46.3	(9.2)	32.8	40.6	31.5	(22%)	(29%)
<b>Receiving Ongoing Advisory Services</b> (at month end)															
Investor Services	531.9	542.5	530.1	548.3	543.1	559.2	541.9	533.7	538.9	509.3	513.0	483.8	514.8	6%	(3%)
Advisor Services <sup>(3)</sup>	3,256.5	3,333.4	3,253.2	3,399.8	3,374.3	3,505.2	3,382.4	3,342.5	3,404.6	3,190.5	3,213.8	3,040.4	3,222.5	6%	(1%)
<b>Client Accounts</b> (at month end, in thousands)															
Active Brokerage Accounts	32,386	32,513	32,675	32,796	32,942	33,165	33,308	33,421	33,577	33,759	33,822	33,896	33,934	-	5%
Banking Accounts	1,578	1,594	1,580	1,593	1,608	1,614	1,628	1,641	1,641	1,652	1,658	1,669	1,680	1%	6%
Corporate Retirement Plan Participants	2,159	2,188	2,207	2,213	2,198	2,200	2,216	2,235	2,246	2,261	2,275	2,275	2,267	-	5%
<b>Client Activity</b>															
New Brokerage Accounts (in thousands)	402	402	374	397	448	473	426	356	420	386	323	305	278	(9%)	(31%)
Client Cash as a Percentage of Client Assets <sup>(4)</sup>	10.4%	10.3%	10.8%	10.4%	10.5%	10.9%	11.3%	11.5%	11.4%	11.9%	12.0%	12.8%	12.0%	(80) bp	160 bp
Derivative Trades as a Percentage of Total Trades	22.2%	23.1%	23.1%	22.5%	23.4%	23.0%	22.4%	24.0%	22.4%	21.9%	22.6%	22.3%	24.2%	190 bp	200 bp
<b>Selected Average Balances</b> (in millions of dollars)															
Average Interest-Earning Assets <sup>(5)</sup>	546,579	552,372	565,379	574,181	584,362	605,709	622,997	629,042	644,768	636,668	620,157	614,100	605,751	(1%)	11%
Average Margin Balances	79,910	81,021	81,705	83,835	87,311	88,328	86,737	84,354	81,526	83,762	78,841	74,577	72,177	(3%)	(10%)
Average Bank Deposit Account Balances <sup>(6)</sup>	151,275	150,896	152,330	154,040	153,877	154,918	157,706	153,824	155,657	152,653	154,669	155,306	154,542	-	2%
<b>Mutual Fund and Exchange-Traded Fund</b>															
<b>Net Buys (Sells) <sup>(7,8)</sup></b> (in millions of dollars)															
Equities	7,418	8,808	7,596	8,840	13,099	11,519	7,384	9,371	14,177	(786)	1,889	(1,586)	5,589		
Hybrid	666	569	335	81	308	(1,207)	(367)	(478)	(497)	(529)	(1,718)	(1,054)	(2,041)		
Bonds	6,917	8,044	6,232	4,425	4,097	5,600	1,804	(1,973)	(7,851)	(6,933)	(6,121)	(5,631)	729		
<b>Net Buy (Sell) Activity</b> (in millions of dollars)															
Mutual Funds <sup>(7)</sup>	2,644	3,876	(308)	302	189	(2,859)	(4,961)	(6,318)	(11,888)	(16,657)	(20,761)	(16,258)	(8,674)		
Exchange-Traded Funds <sup>(8)</sup>	12,357	13,545	14,471	13,044	17,315	18,771	13,782	13,238	17,717	8,409	14,811	7,987	12,951		
Money Market Funds	(2,501)	(1,372)	(1,512)	(451)	(1,725)	(144)	(1,984)	(1,086)	(1,344)	(3,430)	7,106	11,544	13,711		

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

<sup>(1)</sup> June 2022 includes an outflow of \$20.8 billion from a mutual fund clearing services client. November 2021 includes an outflow of \$13.7 billion from a mutual fund clearing services client. October 2021 includes an outflow of \$13.9 billion from a mutual fund clearing services client.

<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. These flows may span multiple reporting periods.

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

<sup>(4)</sup> Schwab One®, certain cash equivalents, bank deposits, third-party bank deposit accounts, and money market fund balances as a percentage of total client assets.

<sup>(5)</sup> Represents average total interest-earning assets on the company's balance sheet.

<sup>(6)</sup> Represents average TD Ameritrade clients' uninvested cash sweep account balances held in deposit accounts at third-party financial institutions.

<sup>(7)</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>(8)</sup> Represents the principal value of client ETF transactions handled by Schwab, including transactions in proprietary ETFs.