Spring Business Update

April 17, 2023

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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,” “continue,” “growth,” “remain,” “sustain,” “enhance,” “estimate,” “potential,” “build,” “anticipate,” “lead,” “advance,” “ongoing,” “illustrative,” “opportunity,” “formula,” “expand,” “drive,” “deliver,” “on track,” “achieve,” “bolster,” “consistent,” “position,” “gain,” “plan,” “intent,” “ability,” “diminish,” “improve,” “increase,” and other similar expressions.

These forward-looking statements relate to: the company’s strategy and approach; business momentum; positioning; the integration of Ameritrade, including current expectations regarding the timing of client transitions, and the amount and timing of expense and revenue synergies; key strategic initiatives to add scale and efficiency, win-win monetization, and client segmentation; expense growth; market share; stockholder returns; liquidity, including organic sources, and access to, utilization of, and impact from using, supplemental, higher cost funding sources; capital; investment portfolio; growth in the client base, client accounts, and assets; growth and financial models; held-to-maturity portfolio; client cash realignment, including pace and magnitude; credit risk; growth in revenues, earnings, and profits; capital return; net interest margin; opportunities; investments in people, technology, and platforms to fuel and support growth, serve clients, and drive scale and efficiency; Tier 1 Leverage Ratio operating objective; second quarter revenue; financial outlook; balancing reinvesting for growth with delivering near-term results; navigation of potential legislative or regulatory changes; Ameritrade client wallet share parity; client use of the company’s wealth management, advisory and lending solutions; estimated impact from revenue sensitivities; and reinvestment yields.

These forward-looking statements, which reflect management’s beliefs, expectations, and objectives as of today, are estimates based on the best judgment of the company’s senior management. Achievement of the expressed beliefs, expectations, and objectives is subject to risks and uncertainties that could cause actual results to differ materially from those beliefs, expectations, or objectives. Important factors that may cause such differences are discussed in the company’s filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Other important factors include the company’s ability to attract and retain clients and RIAs and grow those relationships and associated client assets; the risk that Ameritrade client transitions may not be completed when expected or not result in a positive client experience, expected expense and revenue synergies and other benefits from the Ameritrade acquisition may not be fully realized or may take longer to realize than expected, and that integration expense may be higher than expected; the failure to gain greater Ameritrade client wallet share; the company’s ability to develop and launch new and enhanced products, services, and capabilities, as well as enhance its infrastructure, in a timely and successful manner; client use of the company’s advisory and lending solutions and other products and services; integration related and other technology projects; compensation; client cash allocation decisions; general market conditions, including equity valuations and the level of interest rates; competitive pressures on pricing; the company’s ability to support client activity levels and attract and retain talent; client sensitivity to rates; the level of client assets, including cash balances; the company’s ability to monetize client assets; the level and mix of client trading activity; market volatility; capital and liquidity needs and management; the company’s ability to manage expenses; the migration of bank deposit account balances; balance sheet positioning relative to changes in interest rates; loan growth; interest earning asset mix and growth; securities lending; daily average trades; margin balances; capital expenditures; regulatory guidance; the effect of adverse developments in litigation or regulatory matters and the extent of any charges associated with such matters; and any adverse impact from new or changed legislation or regulation.

The information in this presentation speaks only as of April 17, 2023 (or such earlier date as may be specified herein). The company makes no commitment to update any of this information.

Strategic Update

Walt Bettinger

Co-Chairman of the Board and Chief Executive Officer

Our clients continue to see Schwab as a trusted partner and safe port in a storm.

- Schwab achieved **robust growth and sustained business momentum during the first quarter** despite banking industry turmoil and a concerted effort by shorts to confuse investors

- We followed our consistent, long-term approach of conservative operating and financial management, positioning us to **emerge stronger and even better positioned to meet the needs of investors and the advisors who serve them**

- Our "Through Clients' Eyes" strategy, the successful integration of Ameritrade, the advancement of our key strategic initiatives, and our discipline around operating expenses all support our **ability to gain share and deliver attractive "through the cycle" returns** for stockholders

The first quarter was a challenging time, reflected in negative investor sentiment, ongoing interest rate hikes, and regional banking turmoil,...

Q1 2023

Bond Markets[1]

Fed Funds +50 bps
4.75% – 5.00%

5-year UST -39 bps
3.60%

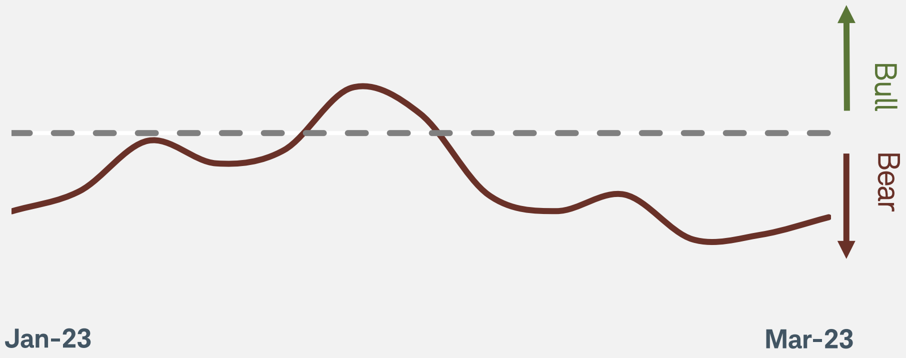
10-year UST -40 bps
3.48%

Equity Markets[2]

S&P 500® +7%
4,109

NASDAQ® Composite +17%
12,222

AAII® Bull-Bear Spread Sentiment Survey[3]



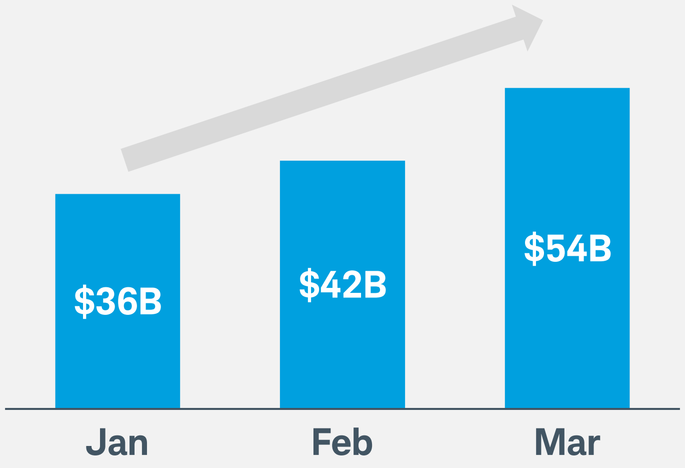
Note: Q = Quarter. Bps = Basis points. UST = U.S. Treasury. 1. Fed Funds Target, 5-year UST and 10-year UST sourced via U.S. Department of Treasury. 2. Index returns sourced via Factset. 3. AAII® Bull-Bear Spread Sentiment Survey = AAII® represents American Association of Individual Investors; Bull-Bear 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).

...yet investors entrusted us with a near-record level of net new assets – including over $50 billion in March.

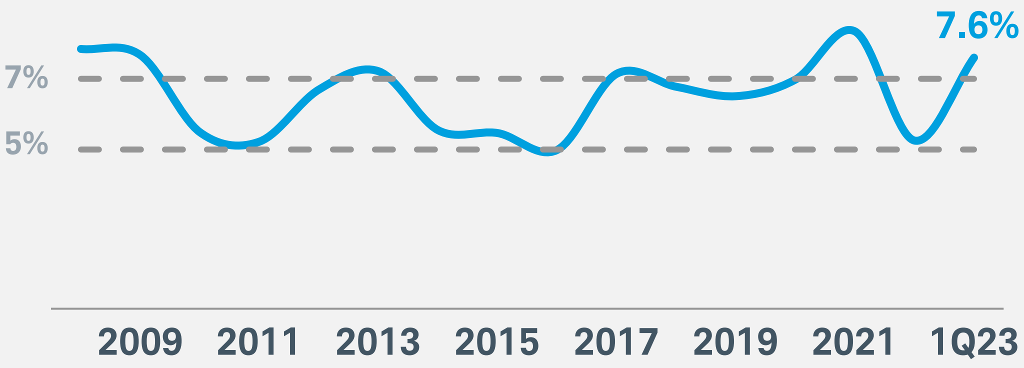
Q1 2023

$132B Core Net New Assets

The pace of our strong asset gathering accelerated throughout the first quarter



Organic Core NNA Growth Rates



We have grown through a wide range of environments

Note: Q = Quarter. B = Billion. NNA = Net New Assets. Core Net New Assets = 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.

Clients continued to illustrate their confidence in Schwab and their understanding that short-term stock price volatility is not a reflection of the strength of our client services.

Q1 2023

1.0M
New Brokerage Accounts

66
Investor Services Client Promoter Score

5.9M
Daily Average Trades

+$8.9B
Net Advised Flows

Note: Q = Quarter. M = Million. B = Billion. Net advised flows includes Schwab Wealth Advisory, ThomasPartners, Windhaven, Schwab Managed Products, Managed Account Select, USAA Managed Portfolios, Wasmer Shroeder Retail, Wasmer Schroeder Off Platform & Advisor Services, Schwab Advisor Network, Schwab Intelligent Portfolios, Schwab Personalized Indexing, and Ameritrade.

Despite the noise from shorts, the press, and certain competitors, the facts are clear. We continue to operate from a position of strength and remain confident in our long-term future.

- **Significant liquidity** derived from a wide range of sources
- **Capital well in excess** of regulatory requirements and strong, ongoing organic formation
- Industry **leading percentage of bank deposits FDIC insured** and diversified across an enormous client base
- **Assets conservatively and consistently managed**, comprised of high-quality, liquid securities
- Our **ability to deliver for long-term stockholders** is firmly intact

We have a 50-year track record of success serving clients, conservative management, and delivering for long-term stockholders

Note: FDIC = Federal Deposit Insurance Corporation.

Significant liquidity derived from a wide range of sources

- While we do not see a feasible scenario where we might need it, in aggregate, we estimate having **access to well over $300 billion in additional liquidity** – without needing to sell a single security
- Approximately **$100 billion in organic liquidity** from cash on hand, principal and interest payments from our investment portfolio, and net new assets we anticipate gathering over the next twelve months
- We **plan for periods of increased liquidity needs** by reserving our CD and FHLB capacity
- Retail CDs, FHLB advances, and other short-term borrowings provide **temporary supplemental funding**, with a preference toward retail CDs
- **Access to other facilities**, that we are not currently planning to utilize

Note: CD = Certificate of Deposit. FHLB = Federal Home Loan Bank.

Capital well in excess of regulatory requirements and strong, ongoing organic formation

- Our consolidated **Tier 1 Leverage Ratio of 7.1% is well above current regulatory minimums**

- If capital requirements evolve, there is a **clear path to building incremental capital** from regular operations:

  1. Organic capital formation from our highly **profitable growth model:**
     - 32 consecutive quarters with a GAAP pre-tax margin of 35% or greater
     - 10 consecutive quarters with a non-GAAP pre-tax margin of 40% or greater[1]

  2. Unrealized fair value **marks decrease as our fixed rate investments approach maturity:**
     - Consistent with our historical approach, we have the intent and ability to hold investment securities to maturity
     - Currently expect roughly one-third of the marks to accrete back to equity over the next 18 months

Note: 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 34-38 of this presentation.

Industry **leading percentage of bank deposits FDIC insured** and diversified across an enormous client base

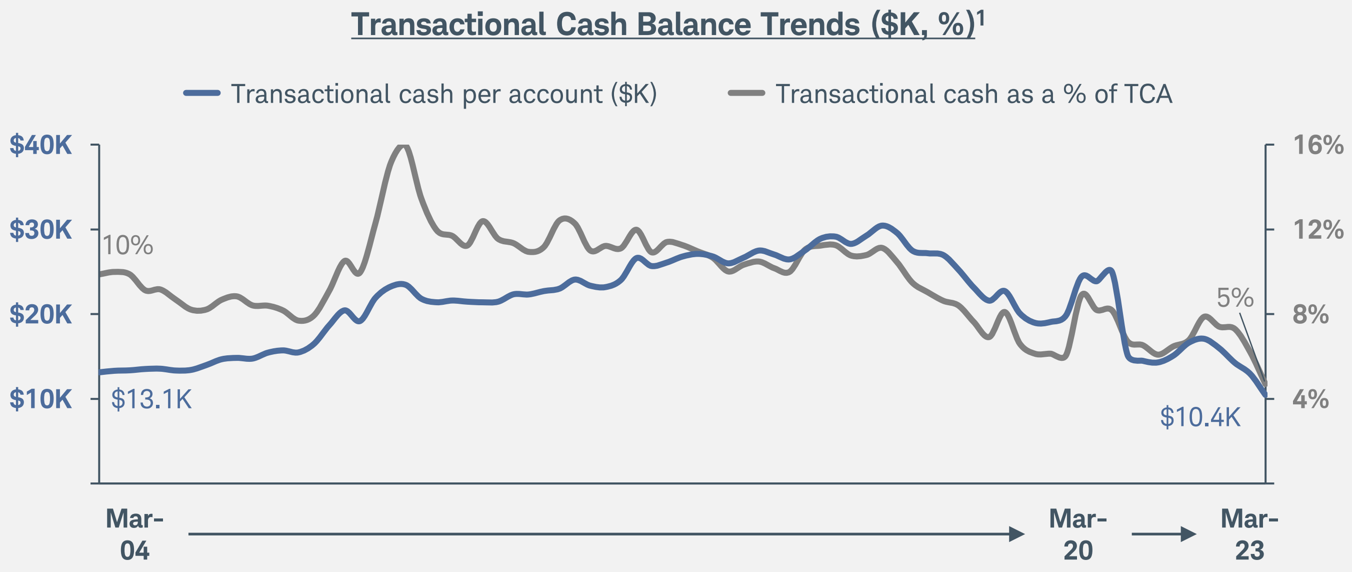
- As of quarter-end, **~86% of our bank deposits were within FDIC insurance limits**
- Client bank deposits primarily originate from our **large, diverse brokerage client base**:
  - 34.1 million accounts spread across individual investors and the advisors who serve them
  - Top 10 RIAs represent approximately 2% of Bank Sweep cash, with average Bank Sweep cash per account less than $13K

Note: K = Thousand. FDIC = Federal Deposit Insurance Corporation. RIA = Registered Investment Advisor.

Industry **leading percentage of bank deposits FDIC insured** and diversified across an enormous client base

- As we encourage clients to realign their investment cash allocations, the **assets stay at Schwab**
- **Transactional cash levels** have historically remained relatively consistent across different rate environments
- Transactional cash balances have **retraced back to pre-March 2020 levels**
- Adjusting for modestly increased cash movements during one week of March, the pace of **March realignment activity was below February**

Net flows into investment cash solutions since March 2022	PMMFs	Fixed Income	CDs[2]
	+$222B	+$253B	+$101B



Note: K = Thousand. B = Billion. FDIC = Federal Deposit Insurance Corporation. TCA = Total Client Assets. PMMF = Purchased Money Market Fund. CD = Certificate of Deposit. 1. Transactional cash = Schwab One®, Bank Sweep, other balance sheet cash, and sweep money market funds; excludes off-balance sheet BDA balances. Includes appropriate Ameritrade client balances from the acquisition closing date of October 6, 2020, forward. 2. Includes Schwab CDs as well as third-party CDs distributed off-platform.

Assets conservatively and consistently managed, comprised of high-quality, liquid securities

- We have deployed cash balances beyond client demand for lending solutions into **high-quality, liquid investment securities** or cash reserves
- By design, **we do not take meaningful credit risk** on the balance sheet
- We **do not attempt to guess or make timing bets on interest rate movement**
- We **did not extend our portfolio duration**[2] outside our normal range (2.75 – 4.00 years) during the pandemic-driven ZIRP period, while overall asset duration stayed around 2.5 years
- While we **do not guess interest rate movements**, we did build liquidity ahead of the current tightening cycle – increasing cash on hand by over $60B

Loan-to-deposit Ratio[3]

~12%

Realized Loan Losses[1]

<0.25%

% securities portfolio backed by U.S. government or agency[3]

85-90%

Note: B = Billion. ZIRP = Zero Interest Rate Policy. 1. Represents net charge-offs as a percentage of loan balances since 2003. 2. Includes cash (e.g., excess reserves and short-term commercial paper). 3. As of March 31, 2023.

Our ability to **deliver for long-term stockholders** is firmly intact.

Near-term revenue headwinds from higher funding costs will diminish over the next seven quarters, while growth plus capital return reasserts itself.

Client Asset Growth ↑	+	Balance Sheet Cash ↑	+	Net Interest Margin ↑	+	Expense Growth Rate ↓	=	Earnings Growth ↑
Our client-centric strategy delivers strong organic growth through any economic environment,…		*…early signs show cash realignment appearing to moderate and end sometime in 2023,…*		*…allowing temporary, higher cost of funding to roll-off during 2023 and 2024,…*		*…and the completion of the Ameritrade integration will lead to substantial expense reduction opportunities.*		

We will continue to invest in key strategic initiatives, while exhibiting strong expense discipline, which we expect to bolster pre-tax margins back in-line with recent quarters

Financial Perspectives

Peter Crawford

Managing Director, Chief Financial Officer

1Q23 results reflect our sustained business momentum through a challenging environment.

Financial Performance

	GAAP	Adjusted[1]	Y/Y
Net Revenue		$5.1B	↑ 10% Y/Y Growth
Expenses	$3.0B	$2.8B	↑ 7% Y/Y Adj. Growth[1]
Pre-tax Profit Margin	41.2%	45.8%	↑ 1% Adj. % pts. Change Y/Y[1]
Earnings Per Share	$0.83	$0.93	↑ 21% Y/Y Adj. Growth[1]

Balance Sheet Highlights

- **Bank deposits** were down 11% versus year-end due to client cash realignment trends
- The pace of average daily bank sweep flows in March were slower than the start of the year
- **FHLB and short-term borrowings** increased by $36B sequentially; however, overall usage is still expected to remain temporary
- **Stockholders' equity** was flat versus 4Q22, including a slight improvement in AOCI as well as $3.8 billion in capital return throughout the quarter[1]
- Quarter-end "spot" **Tier 1 Leverage Ratio**[2] was approximately 7.1%, which is well above regulatory minimums and our long-term operating objective of 6.50%-6.75%

Note: B = Billion. Q = Quarter. GAAP = Generally accepted accounting principles. Y/Y = Year over year. Adj. = Adjusted. FHLB = Federal Home Loan Bank. AOCI = Accumulated other comprehensive income. Further detail on non-GAAP financial measures and a reconciliation of such measures to reported results are included on slides 34-38 of this presentation. 1. Total capital return = dividends declared + common stock repurchases + preferred stock repurchases. 2. The preliminary quarter-end "spot" Tier 1 Leverage Ratio is calculated using EOP figures as of March 31, 2023.

Schwab's long-term financial model of growth **plus** capital return remains firmly intact.

- Because client cash realignment and net securities purchases occurred at a historically rapid pace, we increased our use of supplemental higher cost funding sources:
  - Utilization of **higher cost liabilities will still be temporary** and, with a weighted tenor of less than 9 months, we expect most to be repaid as early as the end of 2024
  - While all other aspects of our financial model will remain intact, the impact of this higher cost of funding likely will cause 2Q23 total revenue to decline by mid-to-upper single digit percentage points year-over-year
- These near-term headwinds should not change our long-term margins, as under the current forward curve we could still see **NIM steadily improving through 2024 – approaching 3.00% by the end of 2025**
- We **remain committed to expense discipline**, while striking an appropriate balance between reinvesting for growth and delivering near-term results:
  - Plan to capture the remaining **$500M - $600M in run-rate Ameritrade cost synergies** during 2024
  - Plan to **evaluate our overall expense base** as the Ameritrade conversion is completed – continuing our multi-decade focus on seizing opportunities to **drive down EOCA**
- We believe the combination of our strong profit margins and the accretion of unrealized marks back to equity over time will **allow us to navigate potential legislative or regulatory changes**

Note: M = Million. Q = Quarter. NIM = Net Interest Margin. EOCA = Expense on client assets. Fed Funds forward curve as of 4/3/23.

Growth Opportunity

Rick Wurster

President

Schwab's sustained business momentum was powered by our success with both individual investors and RIAs.

- **We are winning with clients on all fronts,** and remain well positioned to continue serving both new and existing clients
- We **continue to be a leader** in serving retail and RIA clients in a growing marketplace
- Executing on **key initiatives** within our strategic focus areas will further bolster our long-term growth

1Q23 Segment Highlights

Investor Services

$60B+	+18%	56%
Core Net New Assets	Y/Y Increase in HNW Net New Assets[1]	% New To Firm Households < 40 years

Advisor Services

$71B+	2.4x	+30%
Core Net New Assets	TOA Ratio[2]	Y/Y Increase in Avg. Deal Size

Note: RIA = Registered Investment Advisor. HNW = High net worth. Q = Quarter. B = Billions. TOA = Transfer of Assets. Y/Y = Year-over-year. Avg. = Average. Core Net New Assets = 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. These flows may span multiple reporting periods. 1. Includes client households with at least $1 million in assets at the firm. 2. Represents Schwab Advisor Services only.

Our “no trade-offs” approach to serving clients has earned us industry accolades.

INVESTOR'S BUSINESS DAILY®
2023 BEST ONLINE BROKERS
11-YEAR WINNER

Ranked #1 Online Broker Overall

Awarded by Investor's Business Daily®[1]

Ranked #1 in Investor Satisfaction with Full-Service Wealth Management Firms by J.D. Power 2023

Awarded by J.D. Power[2]

FORTUNE
WORLD'S MOST ADMIRED COMPANIES™ 2023

One of the Fortune® Top 50 World's Most Admired Companies™

Awarded by Fortune[3]

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We continued to advance our key strategic initiatives.

Select First Quarter Achievements

Scale & Efficiency

- **~500K** client accounts were successfully converted in February, including a small number of RIAs
- Service teams achieved an average speed to answer of **~6 seconds**
- We remain **on track** to complete the integration during 1H24 and to achieve **$1.8B - $2.0B in run-rate expense synergies** by the end of 2024 with **approximately $500M - $600M remaining**

Win–Win Monetization

Wasmer Schroeder™	Schwab Personalized Indexing™	Schwab Wealth Advisory™
$1.5B+	NEW	**$3.2B+**
Net flows[1]	Personalization and digital capabilities	Net flows[1]

Client Segmentation

THE FAMILY WEALTH ALLIANCE
WE CONNECT YOU℠

- Leading provider of resources to **family wealth management firms** serving **ultra-high net worth clients**
- Resources include industry-wide **relationships, thought leadership, and technology** solutions

Note: K = Thousands. RIA = Registered Investment Advisor. 1H = First Half. B = Billions. M = Millions. NNA = Net New Assets. The Family Wealth Alliance, Inc. and Charles Schwab & Co., Inc. (Member FINRA/SIPC) are separate but affiliated companies and subsidiaries of the Charles Schwab Corporation. 1. Flows figures are first quarter 2023 metrics.

Our long-term growth opportunities have the potential to unlock meaningful benefits for clients and stockholders.

$500B+
Ameritrade share of wallet NNA opportunity[1]

$3.5-4.0B+
Wealth management revenue opportunity[4]

6.5X
Average Trader HH NNA vs. retail HHs ex-trader[5]

Increase Wallet Share

- Retail **client wallet share is ~1.5x[2] greater at Schwab** than Ameritrade
- Achieving parity could yield **$500B+ of incremental client assets**
- Continue to **evolve Schwab's offer to RIAs** by providing **tailored solutions and experiences,** including INTF and FWA

Utilize Wealth Solutions

- Schwab's full-service wealth management offering creates an **opportunity for a higher penetration** across advice and bank lending
- Each **1% increase in advice utilization** is expected to drive **$125M – $200M of incremental annual revenue[3]**
- Ready **access to lending meets the needs of retail and RIAs** at Ameritrade

Enhance Trading Capabilities

- Active traders are a **highly engaged client segment** that tend to have deeper relationships across the firm
- Introducing thinkorswim™ to Schwab clients, while continuing to invest in the overall experience, will help maintain a **best-in-class offering for all traders**

Note: B = Billions. M = Millions. RIA = Registered Investment Advisor. HH = Household. NNA = net new assets. INTF = Institutional No Transaction Fee mutual funds. FWA = The Family Wealth Alliance. 1. Represents increasing the percentage of Ameritrade clients' assets held at Schwab vs the clients' total investable assets. 2. Illustrates a one-time increase of NNA as a result of increasing share of Ameritrade client total assets held at Schwab. 3. Revenue based on fee-based advice solution revenue yield. 4. Wealth management revenue opportunity represents (a) incremental revenue from bank lending, assuming loans reach an industry benchmark of 3.5% of client assets (~$250B), and considering only the revenue incremental to investing an equivalent amount into our securities portfolio instead of bank lending at current rates; actual spreads can evolve based on a range of factors and (b) revenue based on fee-based advice solution revenue yield. 5. As of December 31, 2022.

Q&A

Our clients continue to see Schwab as a trusted partner and safe port in a storm.

- Schwab achieved **robust growth and sustained business momentum during the first quarter** despite banking industry turmoil and a concerted effort by shorts to confuse investors
- We followed our consistent, long-term approach of conservative operating and financial management, positioning us to **emerge stronger and even better positioned to meet the needs of investors and the advisors who serve them**
- Our "Through Clients' Eyes" strategy, the successful integration of Ameritrade, the advancement of our key strategic initiatives, and our discipline around operating expenses all support our **ability to gain share and deliver attractive "through the cycle" returns** for stockholders

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Appendix

Appendix

Select Revenue Sensitivities (as of March 31, 2023)

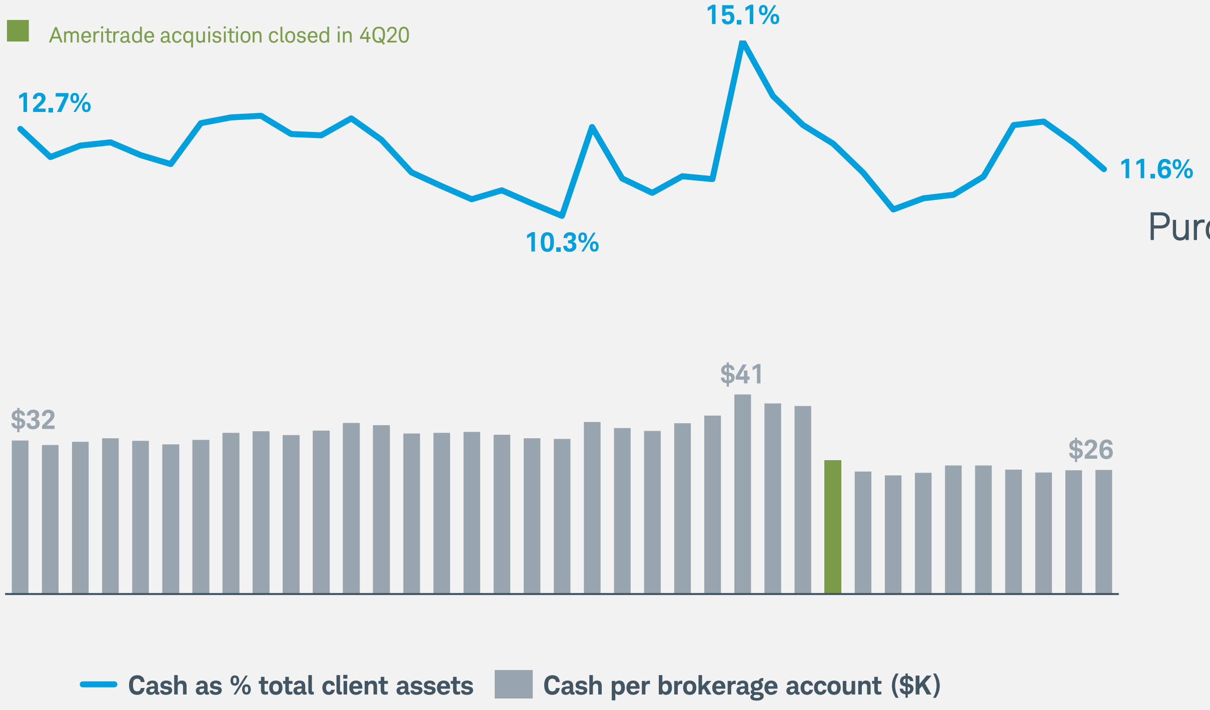
Target Fed Funds Rate +/- 25 bps	~$200M – $400M
5-Year Treasury +/- 10 bps	~$75M
Bank Sweep Balances +/- $1B	~$50M
S&P 500® +/- 1%	~$20M
Daily Average Trades +/- 100K	~$60M
Margin Balances +/- $1B	~$75M

Note: Bps = Basis points. K = Thousands. B = Billions. M = Millions. For the Fed Funds and Treasury sensitivities, assumes static interest-earning asset balances as of March 31, 2023 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 20%.

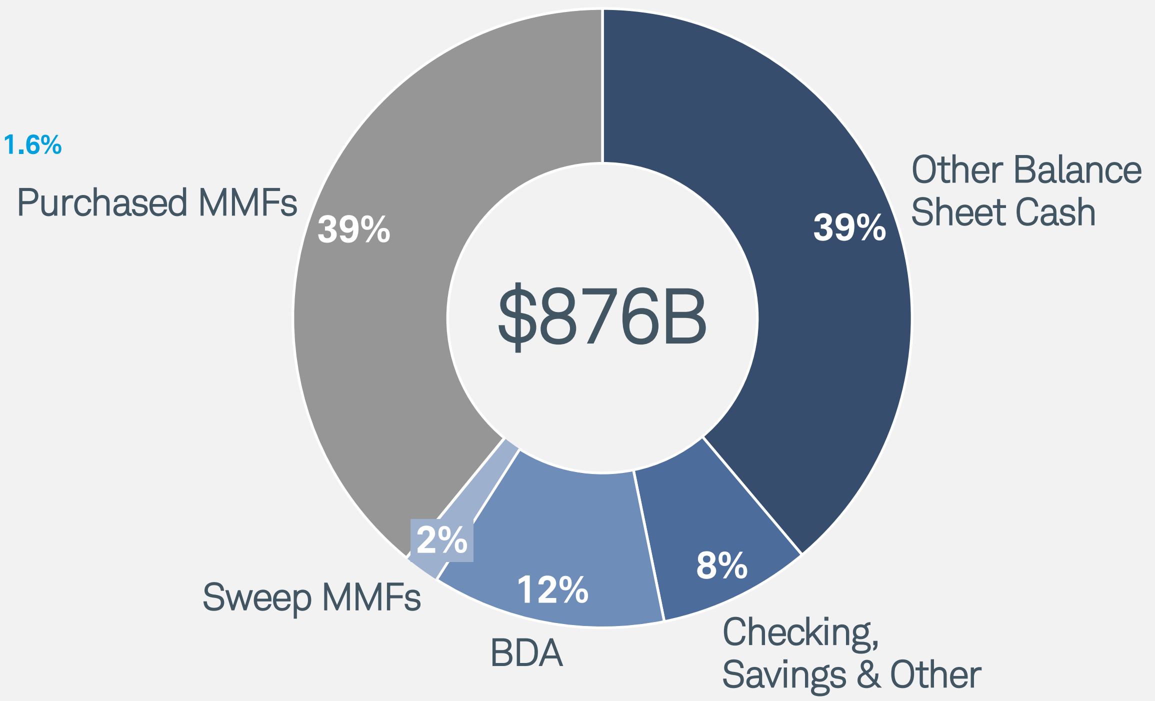
Appendix

Historical Client Cash Trends (as of March 31, 2023)

Select Client Cash Metrics, 1Q14 – 1Q23 ($K, %)



Total Client Cash Mix, 1Q23 (%)[1, 2]

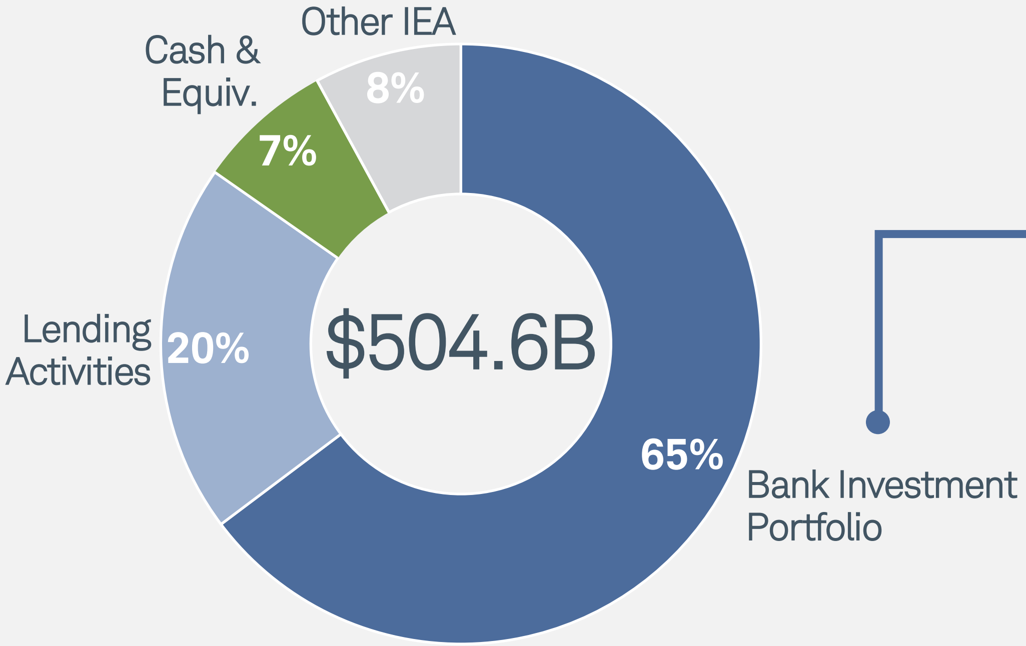


Note: K = Thousands. B = Billions. Q = Quarter. MMF = Money market fund. BDA = Bank deposit account. 1. Other Balance Sheet Cash includes bank sweep deposits and Schwab One balances. 2. Total may not sum to 100% due to rounding.

Appendix

Average Interest-earning Assets & Bank Investment Portfolio (as of March 31, 2023)

1Q23 Avg. Interest-earning Assets (%)[1, 2]



Bank Investment Portfolio Spotlight

Fixed vs. Floating

93% Fixed / 7% Floating

Securities Mix[3]

85-90% backed by U.S. government or agency

Duration Analysis[4]

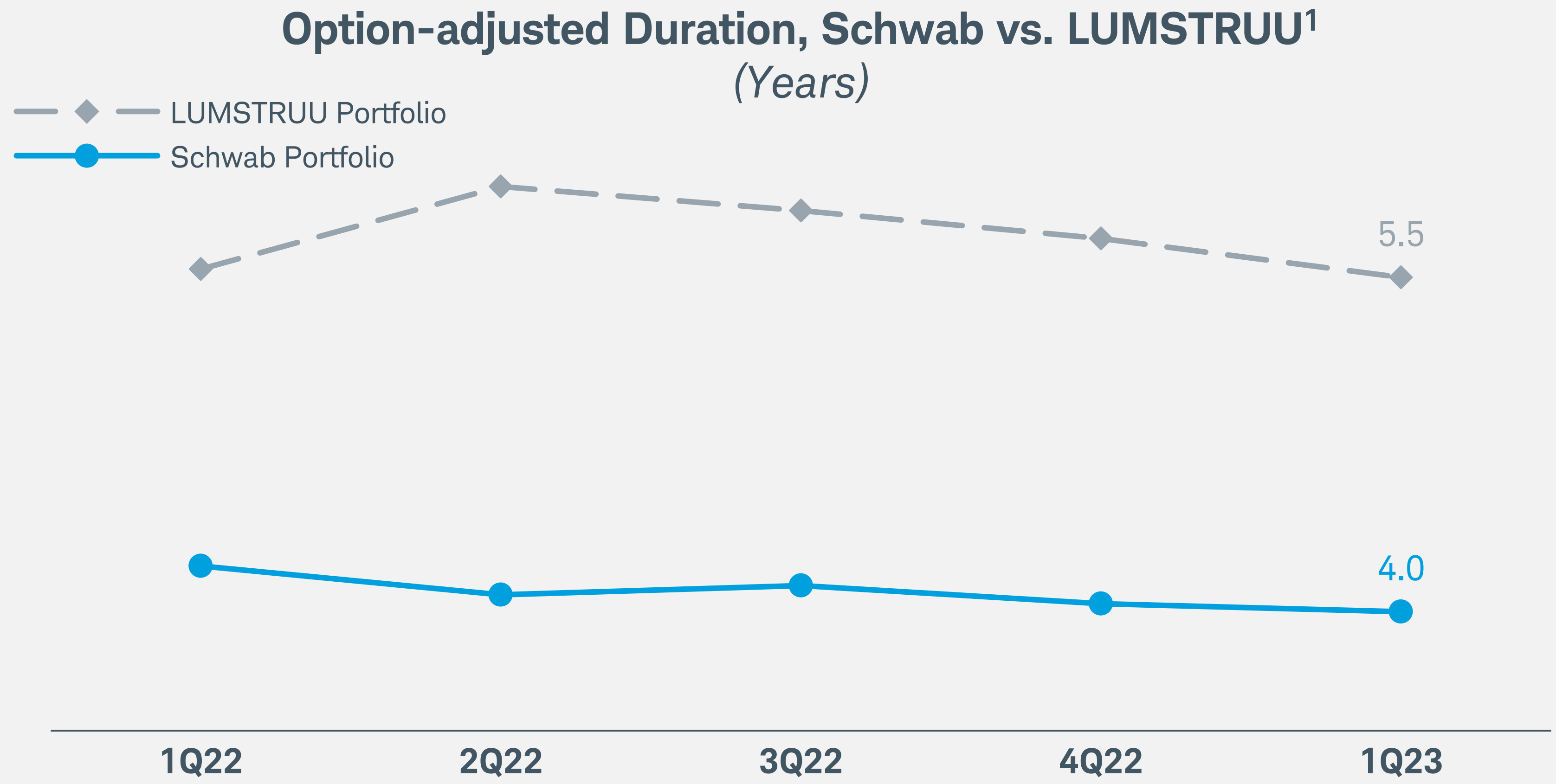
~4.0
Portfolio Duration (Years)

Rate Shock (bps)	SCHW	LUMSTRUU[5]
+100	-0.12 yrs.	-0.10 yrs.
-100	0.08 yrs.	-0.05 yrs.

Note: Q = Quarter. B = Billions. 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. Rate shock analysis is presented on an option-adjusted basis as of March 31, 2023. 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

Securities Portfolio Duration Profile



Note: Q = Quarter. Option-adjusted Durations prior to June 2022 are estimated retrospectively utilizing a third-party prepayment model (ADCo LDM v3.0.1) to be consistent with metrics since June 2022. 1. LUMSTRUU is a Bloomberg Barclays index composed of investment grade pass-through MBS issued and/or guaranteed by a U.S. government agency.

Appendix

Reinvestment Opportunities (as of March 31, 2023)

Illustrative

Potential Reinvestment Opportunities

		Cash & Equivalents	U.S. Treasuries	MBS Securities	Other IG Securities
	Security				
Yield	Current	~4.90%	~4.51%	~4.40%	~5.21%
Yield	1-yr Fwd[1]	~4.15%	~3.26%	~4.05%	~3.96%
	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 +90

Fixed: 5.00%–5.25%

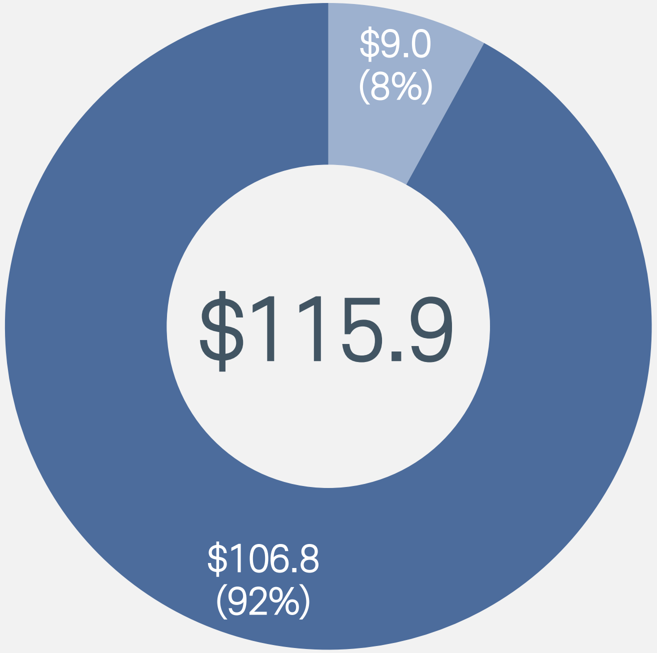
We are **prioritizing flexibility and liquidity** to efficiently **accommodate client cash realignment trends**

Note: Fwd = Forward. U.S. = United States. MBS = Mortgage-backed security. IG = Investment grade. SOFR = Secured Overnight Financing Rate. 1. Illustrative future yields based on current market expectations as of mid-April 2023 2. Illustrative durations shown on an option-adjusted basis.

Appendix

Bank Deposit Account Summary (as of March 31, 2023)

Mix of Average BDA Balances ($B,%)[1]

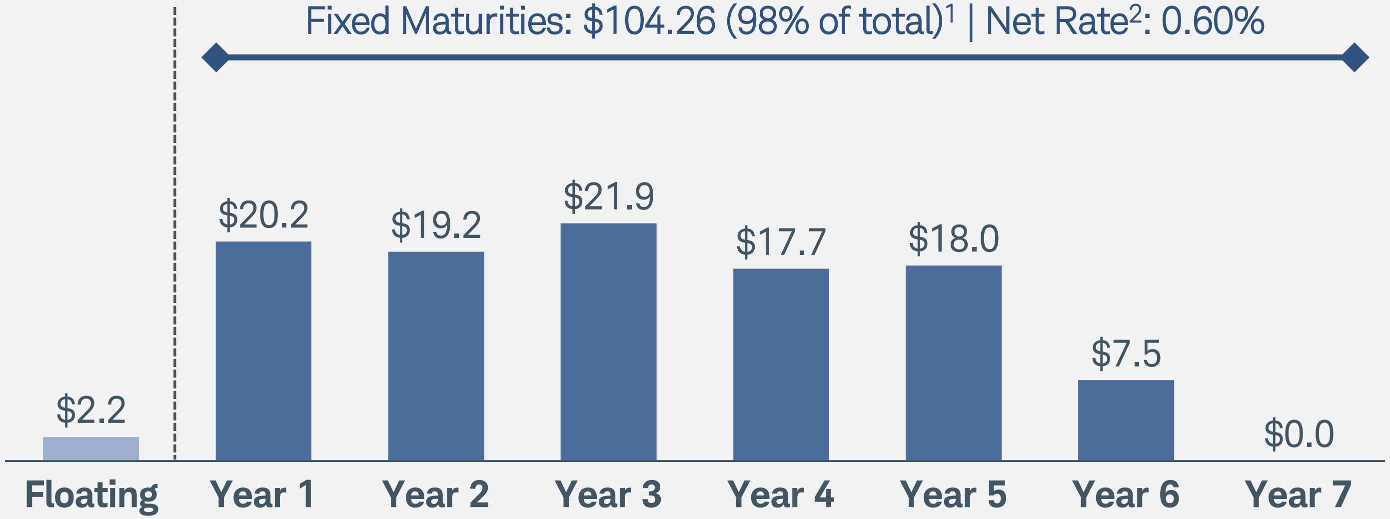


	Net Rate	1Q23 Revenue[4]
Floating	3.92%	$89M
Fixed	0.59%	$158M

BDA Balances by Maturity, EOP ($B)

Total Balance: $106.5B	Net Rate[2]: 0.68%	Annual Revenue[3]: $731.2M

Fixed Maturities: $104.26 (98% of total)[1] | Net Rate[2]: 0.60%



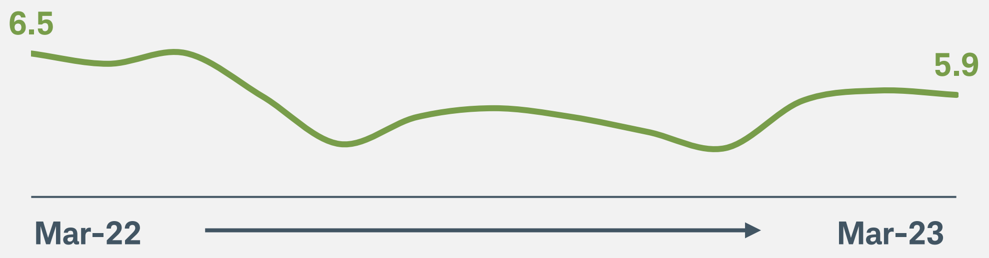
	Floating	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Net Rate[2]	4.28%	1.41%	1.26%	-0.21%	-0.19%	0.25%	1.78%	0.00%
Annual Revenue[3]	$96M	$288M	$246M	($46M)	($33M)	$46M	$134M	$0M

Note: Certain totals may not sum due to rounding. M = Millions. B = Billions. 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 March 31, 2023; includes all related fees and client pay rates as of March 31, 2023. 3. Revenue figures presented on an annualized run-rate basis per the amended Insured Deposit Agreement (IDA) arrangement. 4. Excludes impact of one-time $97 million breakage fee.

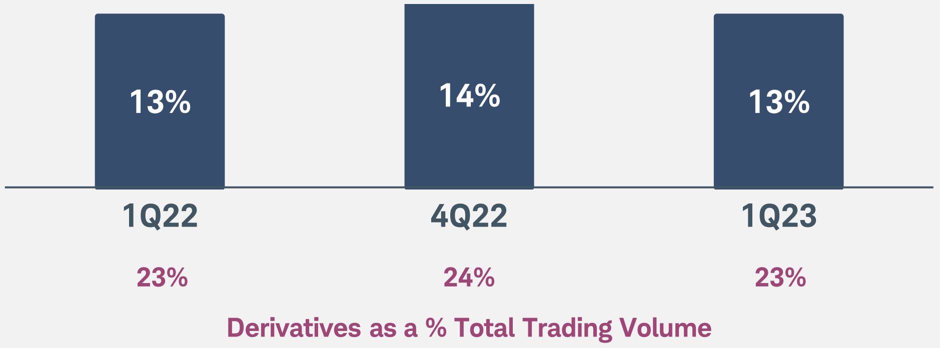
Appendix

Select Trading Information (as of March 31, 2023)

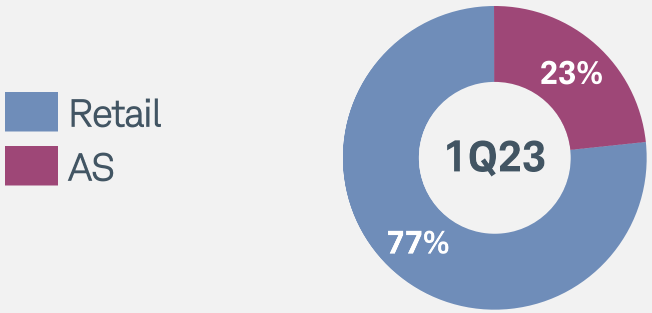
Monthly DATs (M)



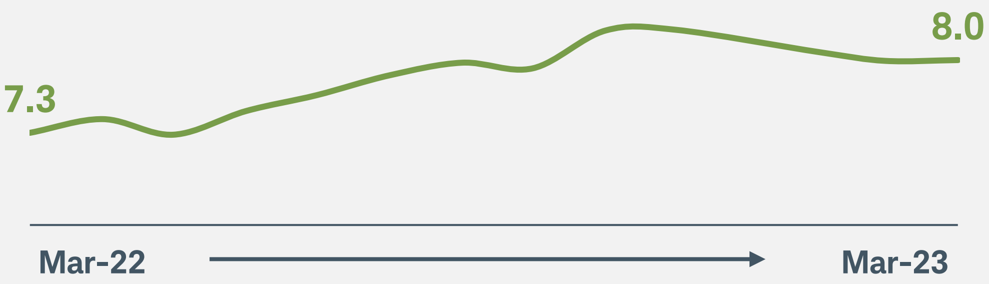
Futures as % Derivatives Trading



Quarterly DAT Mix (%)



Monthly Average Contracts per Option Trade



Note: Q = Quarter. M = Millions. AS = Advisor Services. DAT = 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.

Non-GAAP Adjustment or Measure	Definition	Usefulness to Investors and Uses by Management
Acquisition and integration-related costs and amortization of acquired intangible assets	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, 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 and amortization of acquired intangible assets 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. Acquisition and integration-related costs fluctuate based on the timing of acquisitions and integration 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.
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

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.

Appendix

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

	Three Months Ended,			
	March 31, 2023		March 31, 2022	
(In millions, except ratios and per share amounts)	Total Expenses Excluding Interest	Net Income	Total Expenses Excluding Interest	Net Income
Total expenses excluding interest (GAAP), Net income (GAAP)	$ 3,006	$ 1,603	$ 2,833	$ 1,402
Acquisition and integration-related costs (1)	(98)	98	(96)	96
Amortization of acquired intangible assets	(135)	135	(154)	154
Income tax effects (2)	N/A	(56)	N/A	(61)
Adjusted total expenses (Non-GAAP), Adjusted net income (Non-GAAP)	$ 2,773	$ 1,780	$ 2,583	$ 1,591

Note: N/A = Not applicable. 1. Acquisition and integration-related expenses are primarily included in compensation and benefits, professional services, occupancy and equipment, and other expense. 2. The income tax effect of the non-GAAP adjustments is determined using an effective tax rate reflecting the exclusion of non-deductible acquisition costs and is used to present the acquisition and integration-related costs and amortization of acquired intangible assets on an after-tax basis.

Appendix

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

	Three Months Ended,			
	March 31, 2023		March 31, 2022	
(In millions, except ratios and per share amounts)	Amount	% of Total Net Revenues	Amount	% of Total Net Revenues
Income before taxes on income (GAAP), Pre-tax profit margin (GAAP)	$ 2,110	41.2%	$ 1,839	39.4%
Acquisition and integration-related costs	98	1.9%	96	2.1%
Amortization of acquired intangible assets	135	2.7%	154	3.2%
Adjusted income before taxes on income (Non-GAAP), Adjusted pre-tax profit margin (Non-GAAP)	$ 2,343	45.8%	$ 2,089	44.7%

Appendix

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

	Three Months Ended,			
	March 31, 2023		March 31, 2022	
(In millions, except ratios and per share amounts)	Amount	Diluted EPS	Amount	Diluted EPS
Net income available to common stockholders (GAAP), Earnings per common share — diluted (GAAP)	$ 1,533	$ .83	$ 1,278	$ .67
Acquisition and integration-related costs	98	.05	96	.05
Amortization of acquired intangible assets	135	.07	154	.08
Income tax effects	(56)	(.02)	(61)	(.03)
Adjusted net income available to common stockholders (Non-GAAP), Adjusted diluted EPS (Non-GAAP)	$ 1,710	$ .93	$ 1,467	$ .77

Note: EPS = Earnings per share.

Appendix

Non-GAAP Reconciliation: Return on average tangible common stockholders' equity

(In millions, except ratios and per share amounts)	Three Months Ended, March 31, 2023	Three Months Ended, March 31, 2022
Return on average common stockholders' equity (GAAP)	23%	12%
Average common stockholders' equity	$ 27,028	$ 41,856
Less: Average goodwill	(11,951)	(11,952)
Less: Average acquired intangible assets — net	(8,724)	(9,303)
Plus: Average deferred tax liabilities related to goodwill and acquired intangible assets — net	1,842	1,886
Average tangible common equity	$ 8,195	$ 22,487
Adjusted net income available to common stockholders[1]	$ 1,710	$ 1,467
Return on tangible common equity (Non-GAAP)	83%	26%

Note: 1. See table on slide 37 for the reconciliation of net income available to common stockholders to adjusted net income available to common stockholders (non-GAAP).

Spring Business Update

April 17, 2023

charles SCHWAB
CORPORATION