

Charles Schwab Wealth Management Monitor

Retail Investor Sentiment Report

Q1 & Q2 2018

The logo consists of a blue square containing the word "charles" in a white, lowercase, serif font, and the word "SCHWAB" in a white, uppercase, sans-serif font directly below it.

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Q1 & Q2 2018 Executive Summary

Retail investors are feeling bullish, yet the U.S. political climate tops concerns about investing

Key themes:

- Client outlook for the U.S. stock market is slightly up with 44% feeling bullish, compared to 42% a year ago.
- The leading concern about investing remains the U.S. political landscape, followed by rising concern about macroeconomic issues and market volatility.
- 72% of clients are most confident when receiving some kind of advice.
- Half of clients feel better off financially today than year ago.



Joe Vietri

Charles Schwab Branch Network Leader

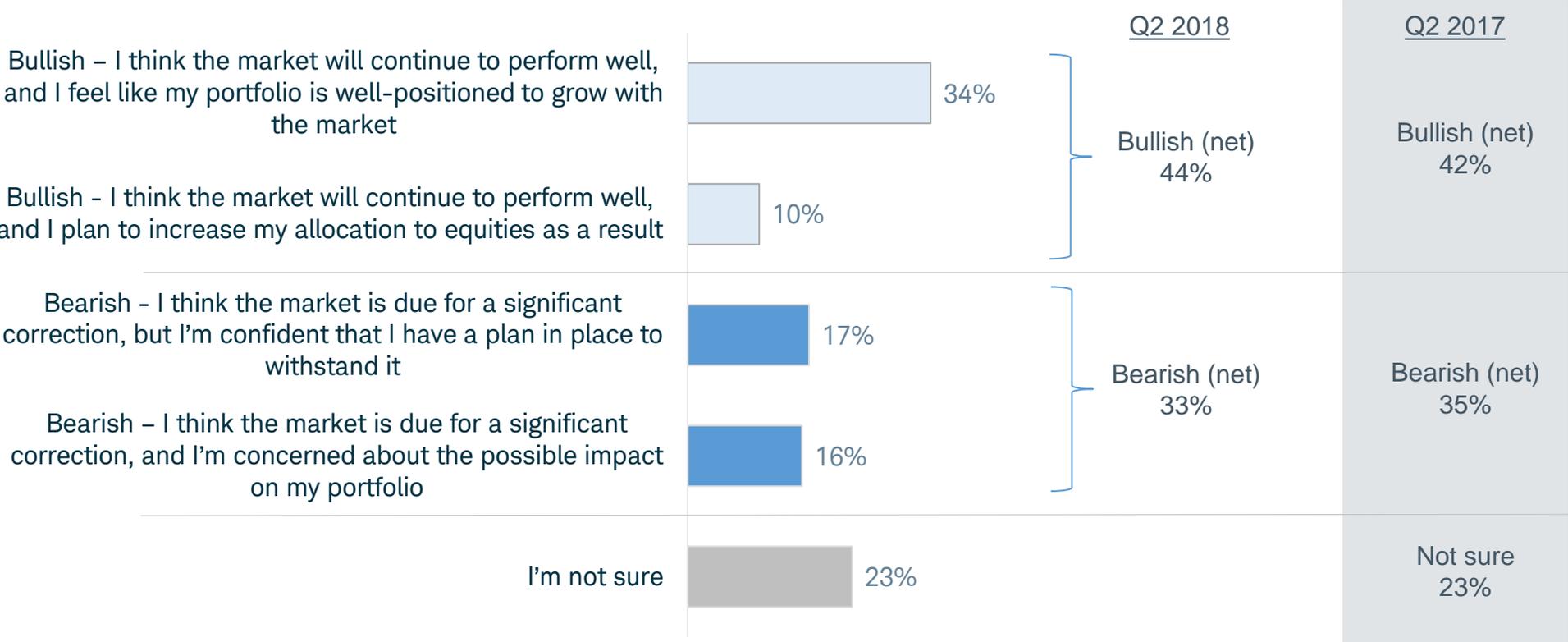
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Retail investors are engaged, with 44% feeling bullish about the market – a rise over the last year. Yet with volatility and investors citing the U.S. political landscape as their biggest concern, the majority maintain that getting some kind of advice makes them feel the most confident in reaching their financial goals.

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Client outlook for the U.S. stock market is up slightly with 44% feeling bullish

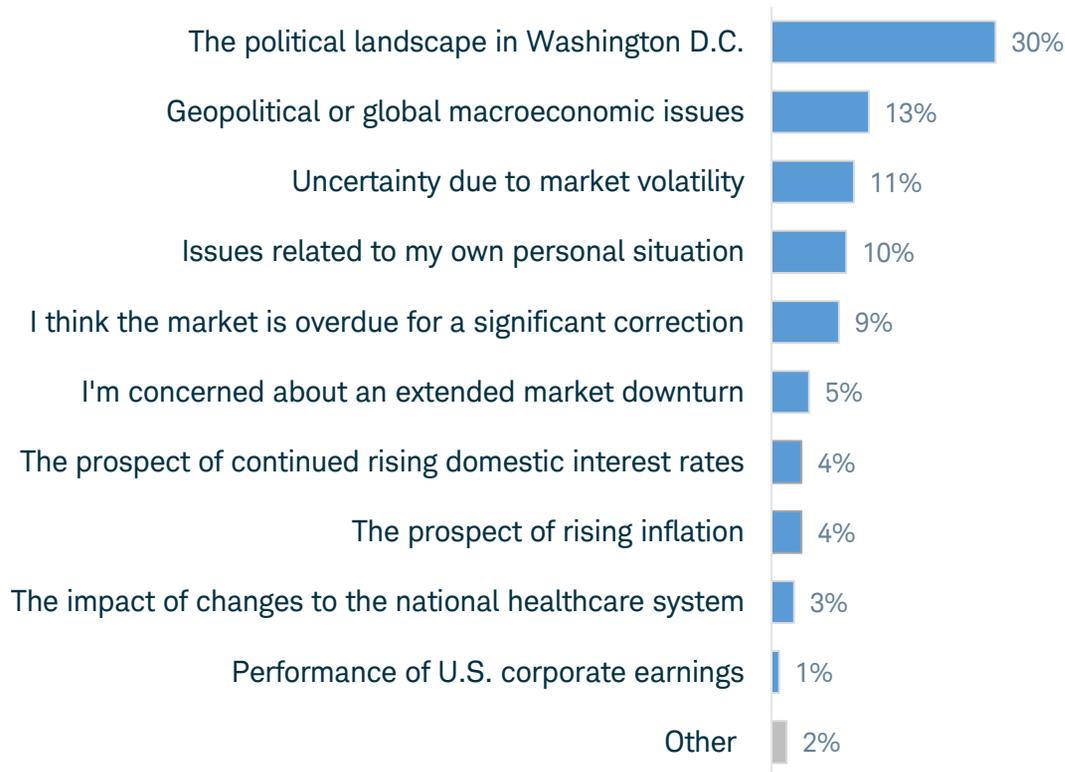
Looking ahead to the rest of 2018, which statement best describes your outlook for the U.S. stock market?



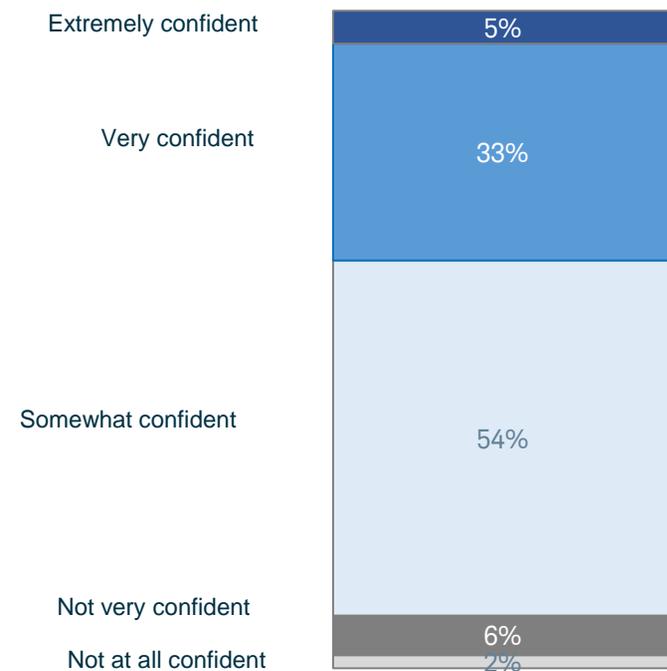
Source: Survey of 930 Schwab Investor Services clients between June 4-14, 2018.

The political landscape in Washington D.C. is clients' top concern, yet the majority are still confident in reaching financial goals

What is your primary concern around money and investing looking ahead in the rest of 2018?



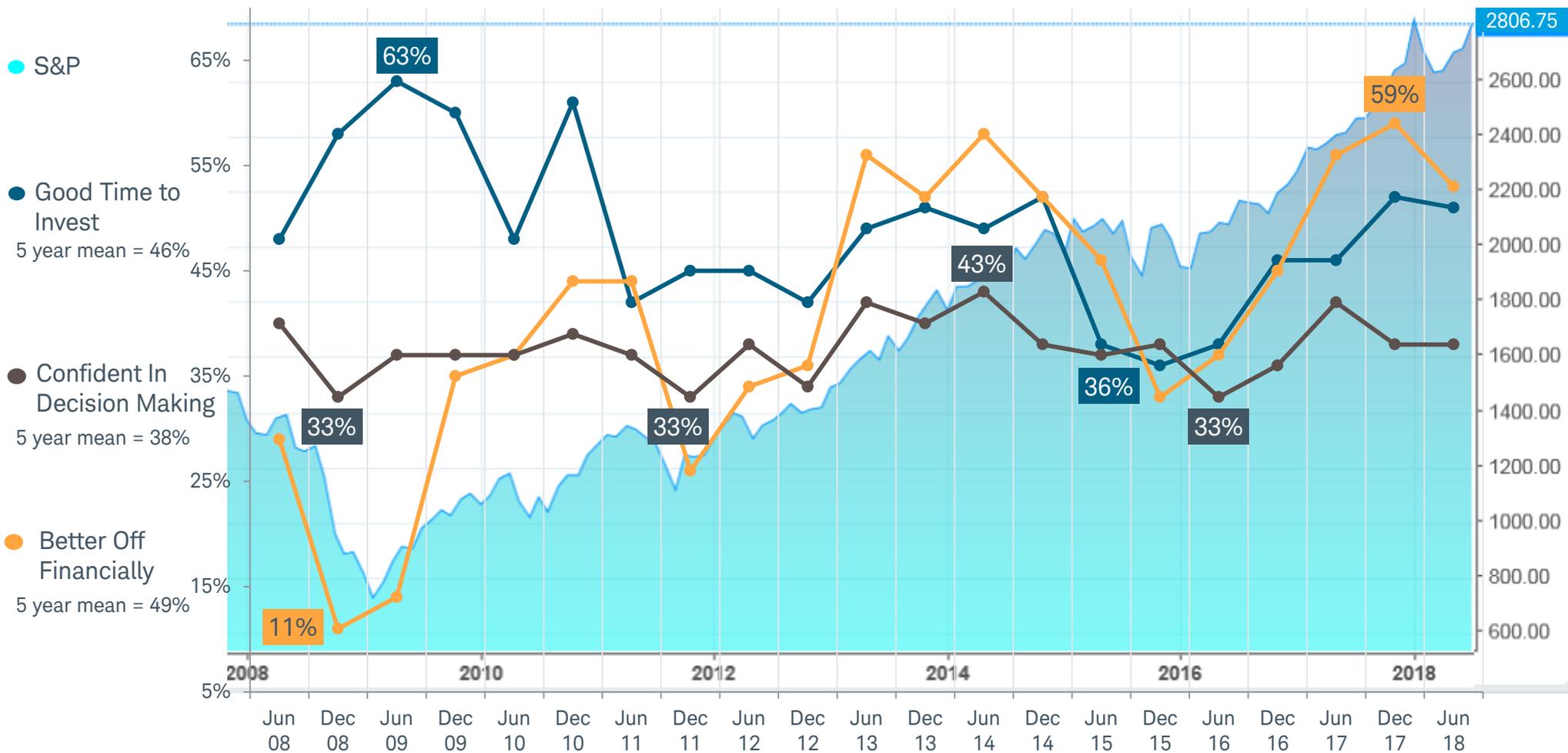
Which statement best describes your confidence in reaching your financial goals?



Source: Survey of 930 Schwab Investor Services clients between June 4-14, 2018.

Half of clients feel better off financially today than a year ago

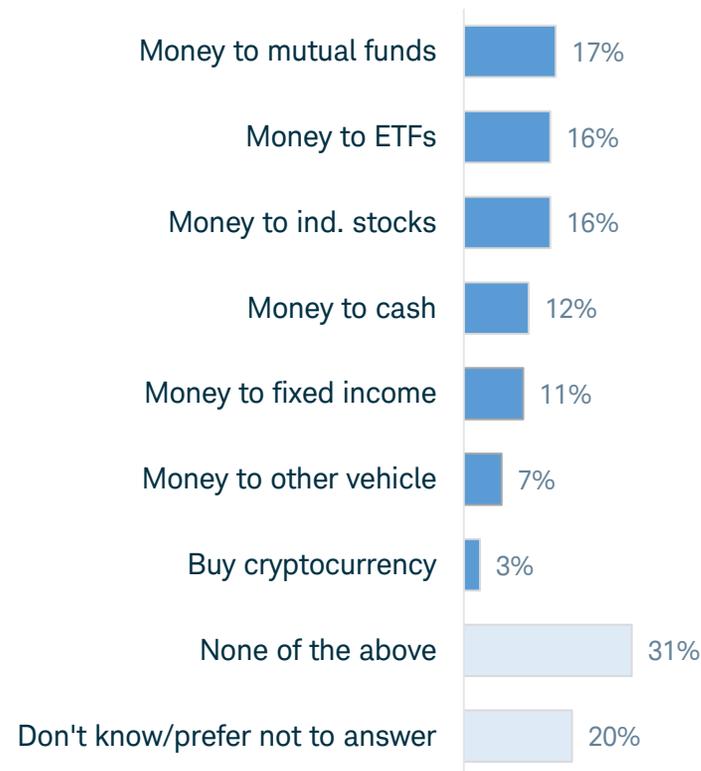
Investor Confidence Trends: June 2008 – June 2018



Source: Survey of 930 Schwab Investor Services clients between June 4-14, 2018.

Some clients expect to move additional money into equities over the next three months; nearly a third expect to hold steady

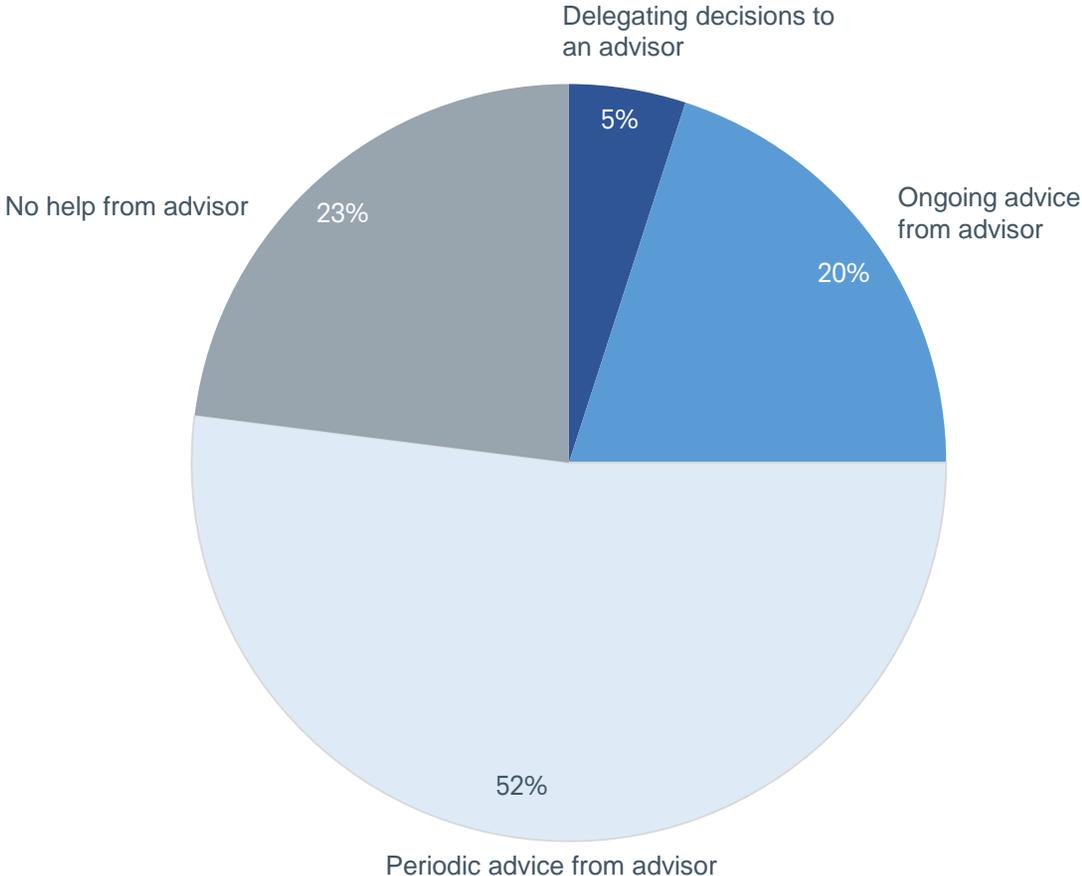
Which of the following investment portfolio actions do you expect to take over the next three months?



Source: Survey of 930 Schwab Investor Services clients between June 4-14, 2018.

72% of clients are most confident when receiving some form of advice

Which of the following decision-making scenarios would give you the most confidence in reaching your financial goals?



Source: Survey of 930 Schwab Investor Services clients between June 4-14, 2018.

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About Schwab

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More information is available at www.aboutschwab.com. Follow us on [Twitter](#), [Facebook](#), [YouTube](#), and [LinkedIn](#).

Disclosures

Information based on internal data and an online Schwab survey of 930 retail clients with at least \$2,000 in statement equity conducted June 4 -14, 2018. Data analyzed by Koski Research which is not affiliated with the Charles Schwab Corporation or its affiliates.

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