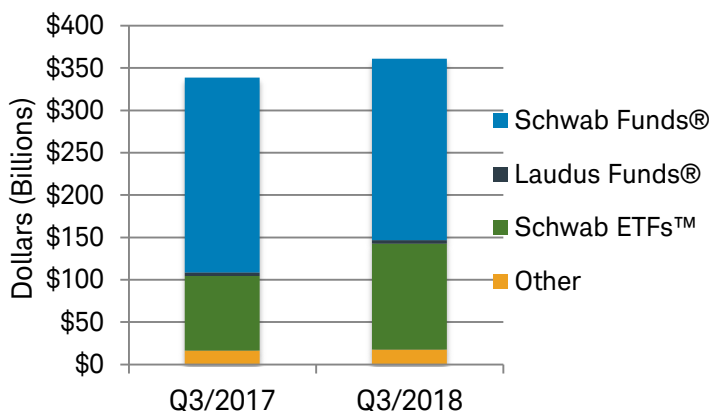


CSIMple Scorecard: Q3/2018

A "CSIMple" SNAPSHOT OF TRENDS FROM
CHARLES SCHWAB INVESTMENT MANAGEMENT

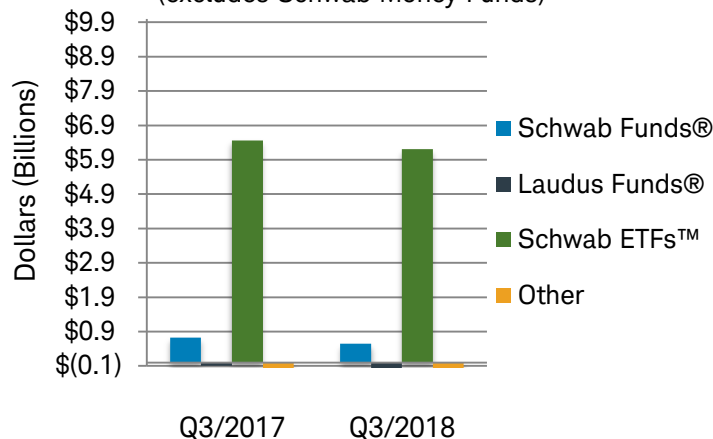
CSIM Assets and Net Flows

CSIM Assets: \$361.0B¹



CSIM Net Flows: \$5.9B

(excludes Schwab Money Funds)



Source: State Street, except CSIM Managed Accounts data which is from Charles Schwab & Co., Inc. as of 9/30/18

Schwab ETFs™ Highlights

#3 in 2018 YTD ETF
Industry Net Flows

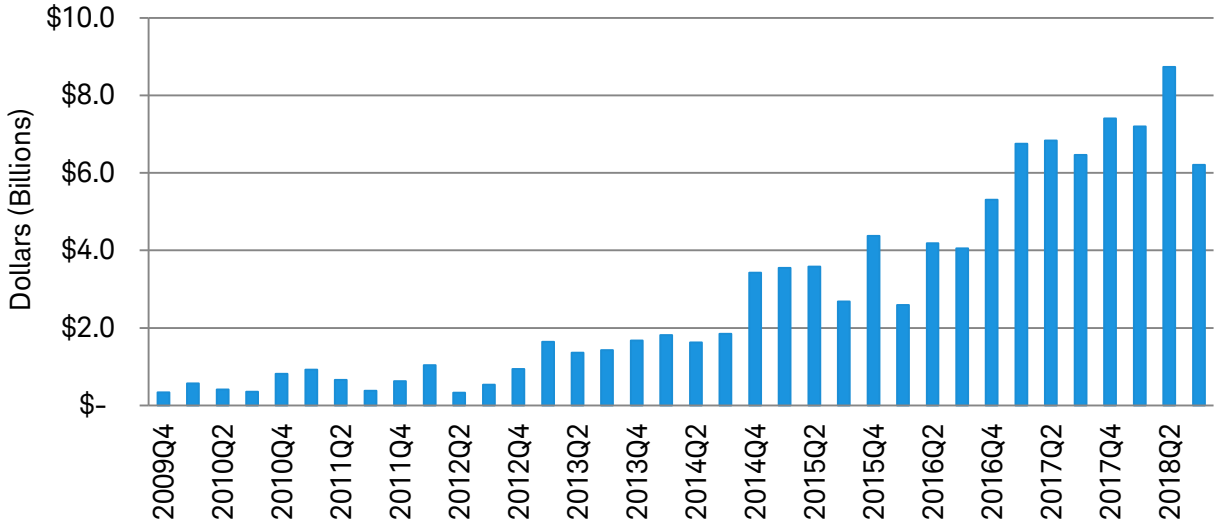
Flow Rank	Sponsor	2018 YTD Net New Flows (\$B)
1	BlackRock	\$70.3
2	Vanguard	\$59.0
3	Schwab ETFs	\$21.1
4	First Trust Advisors	\$11.3
5	J.P. Morgan Funds	\$8.8

5th Largest Provider of ETFs in the Industry

Rank	Sponsor	AUM (\$B)	Market Share
1	BlackRock	\$1,445	38.6%
2	Vanguard	\$938	25.1%
3	State Street	\$652	17.4%
4	Invesco Capital Mgt	\$199	5.3%
5	Schwab ETFs	\$125	3.4%
6	First Trust Advisors	\$74	2.0%
7	WisdomTree	\$42	1.1%
8	Van Eck	\$34	1.0%
9	ProFunds	\$32	0.8%
10	PIMCO	\$17	0.5%

Source: Strategic Insight, as of 9/30/18; For the purposes of ETF sponsor rankings, Schwab aggregates affiliated sponsors

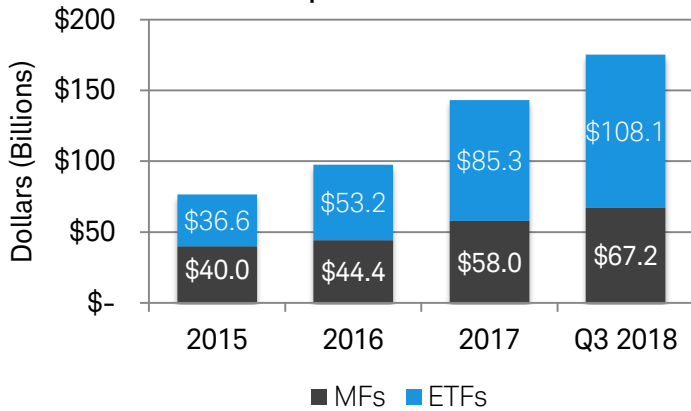
Schwab ETFs™ Flows Since Inception by Quarter



Source: State Street, as of 9/30/18

Product Highlights

Market Cap Index Product Assets

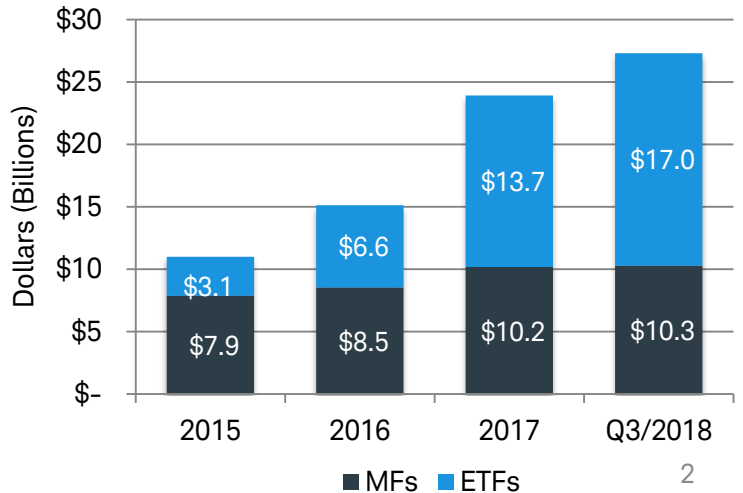


Schwab's market cap index products reached \$175.3B in AUM in Q3/2018

Source: State Street, as of 9/30/18

Schwab's Fundamental Index® products reached \$27.3B in AUM in Q3/2018

Fundamental Index® Product Assets



Source: State Street, as of 9/30/18

For questions, contact:

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Email: erin.montgomery@schwab.com

¹ As of 9/30/18 Charles Schwab Investment Management, Inc. managed approximately \$345.3 billion on a discretionary basis and approximately \$15.7 billion on a non-discretionary basis. Includes Collective Trust Funds which are maintained by Charles Schwab Bank, trustee of the Funds, and are available for investment by certain retirement plans. Charles Schwab Investment Management, Inc. provides non-discretionary advisory services to the Collective Trust Funds.

About Charles Schwab Investment Management, Inc.

Founded in 1989, Charles Schwab Investment Management, Inc., a subsidiary of The Charles Schwab Corporation, is one of the nation's largest asset management companies, with more than \$361B in assets under management as of 9/30/18. It is among the country's largest money market fund managers based on assets under management according to iMoneyNet as of 9/30/18. It is also the third-largest provider of index mutual funds and the fifth largest provider of ETFs.*

More information is available at schwabfunds.com.

* Source: Strategic Insight, as of 9/30/18; based on assets under management

About Charles Schwab

At Charles Schwab we believe in the power of investing to help individuals create a better tomorrow. We have a history of challenging the status quo in our industry, innovating in ways that benefit investors and the advisors and employers who serve them, and championing our clients' goals with passion and integrity.

More information is available at www.aboutschwab.com. Follow us on Twitter, Facebook, YouTube, and LinkedIn.

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Brokerage Products: Not FDIC-Insured • No Bank Guarantee • May Lose Value

Disclosures:

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