

## GROWTH IN CLIENT ASSETS & ACCOUNTS

(In Billions, at Year End, Except as Noted)	GROWTH RATES		2008	2007	2006	2005	2004
	COMPOUNDED 4-YEAR	ANNUAL 1-YEAR					
<b>Assets in Client Accounts</b>							
Schwab One <sup>®</sup> , other cash equivalents and deposits from banking clients	9%	24%	\$ 44.4	\$ 35.9	\$ 31.0	\$ 31.3	\$ 31.7
Proprietary funds (Schwab Funds <sup>®</sup> and Laudus Funds <sup>®</sup> ):							
Money market funds	18%	15%	209.7	183.1	135.0	110.6	107.0
Equity and bond funds	1%	(42%)	33.9	58.7	56.2	39.2	33.0
Total proprietary funds	15%	1%	243.6	241.8	191.2	149.8	140.0
Mutual Fund Marketplace <sup>® (1)</sup> :							
Mutual Fund OneSource <sup>®</sup>	(4%)	(39%)	110.6	180.9	163.2	137.8	129.7
Mutual fund clearing services	5%	(34%)	54.2	81.8	62.1	60.2	44.2
Other third-party mutual funds	10%	(25%)	169.1	225.7	173.1	142.7	114.4
Total Mutual Fund Marketplace	4%	(32%)	333.9	488.4	398.4	340.7	288.3
Total mutual fund assets	8%	(21%)	577.5	730.2	589.6	490.5	428.3
Equity and other securities <sup>(1)</sup>	(2%)	(34%)	357.2	545.2	487.0	422.4	387.3
Fixed income securities	12%	13%	164.1	145.8	142.0	119.7	104.5
Margin loans outstanding	(11%)	(47%)	(6.2)	(11.6)	(10.4)	(10.4)	(9.8)
<b>Total client assets</b>	<b>5%</b>	<b>(21%)</b>	<b>\$ 1,137.0</b>	<b>\$ 1,445.5</b>	<b>\$ 1,239.2</b>	<b>\$ 1,053.5</b>	<b>\$ 942.0</b>
<b>Client Assets by Business</b>							
Investor Services	-	(23%)	\$ 482.6	\$ 625.3	\$ 567.5	\$ 507.8	\$ 485.3
Advisor Services	8%	(18%)	477.2	583.5	502.5	407.0	348.2
Corporate & Retirement Services	13%	(25%)	177.2	236.7	169.2	138.7	108.5
<b>Total client assets by business</b>	<b>5%</b>	<b>(21%)</b>	<b>\$ 1,137.0</b>	<b>\$ 1,445.5</b>	<b>\$ 1,239.2</b>	<b>\$ 1,053.5</b>	<b>\$ 942.0</b>
<b>Net Growth in Assets in Client Accounts</b>							
(for the year ended)							
<b>Net new assets</b>							
Investor Services	43%	(9%)	\$ 35.1	\$ 38.6	\$ 26.7	\$ 16.3	\$ 8.4
Advisor Services	16%	(8%)	60.2	65.6	51.4	42.1	32.7
Corporate & Retirement Services	4%	(68%)	18.1	56.0	5.2	21.2	15.6
<b>Total net new client assets</b> <sup>(2,3)</sup>	<b>19%</b>	<b>(29%)</b>	<b>\$ 113.4</b>	<b>\$ 160.2</b>	<b>\$ 83.3</b>	<b>\$ 79.6</b>	<b>\$ 56.7</b>
Net market (losses) gains <sup>(3)</sup>			(421.9)	46.1	102.4	31.9	54.6
<b>Net (decline) growth</b>			<b>\$ (308.5)</b>	<b>\$ 206.3</b>	<b>\$ 185.7</b>	<b>\$ 111.5</b>	<b>\$ 111.3</b>
<b>New Brokerage Accounts</b>							
(in thousands, for the year ended)	13%	10%	889	809	655	568	538
<b>Clients (in thousands)</b> <sup>(4)</sup>							
Active Brokerage Accounts	1%	5%	7,401	7,049	6,737	7,049	7,252
Banking Accounts	N/A	71%	447	262	147	N/A	N/A
Corporate Retirement Plan Participants <sup>(5)</sup>	N/A	17%	1,407	1,205	542	N/A	N/A

Note: All amounts are presented on a continuing operations basis to exclude the impact of the sale of U.S. Trust Corporation, which was completed on July 1, 2007.

(1) Excludes all proprietary money market, equity, and bond funds.

(2) Includes inflows of \$17.8 billion in 2007 related to the acquisition of The 401(k) Company. Includes inflows of \$3.3 billion, \$3.6 billion, and \$6.0 billion in 2007, 2006, and 2004 respectively, related to a mutual fund clearing services client. Includes an outflow of \$19.5 billion in 2006 related to a mutual fund clearing services client who completed the transfer of these assets to an internal platform. Effective 2007, amount includes balances covered by 401(k) record keeping-only services, which totaled \$5.2 billion at May 31, 2007, related to the March 2007 acquisition of The 401(k) Company.

(3) Effective 2007, amounts include the Company's mutual fund clearing services business' daily net settlements, with a corresponding change in net market gains (losses). All prior period amounts have been recast to reflect this change.

(4) Periodically, the Company reviews its active account base. The Company identified over 400,000 brokerage accounts that met its current definition of active, but had little or no balances and no likelihood of further activity. Effective March 31, 2006, the Company removed these accounts from its active brokerage account total. Amounts for periods prior to 2006 were not adjusted. While the Company adjusted its definition of an active brokerage account to exclude certain zero and minimal balance accounts, the basic definition remains "accounts with balances or activity within the preceding 8 months."

(5) 2007 includes increases of 398,000 related to the acquisition of The 401(k) Company and 100,000 related to Personal Choice Retirement participants at Schwab.