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Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## As of 6/30/2019

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Plan Profile Information	
Plan Type	457B
Total PCRA Assets	\$66,126,813
Total Funded PCRA Accounts	677
Total Roth Assets	\$2,077,135
Total Funded Roth Accounts	60
Total Advisor Managed PCRA Assets	\$18,199,865
Total Advisor Managed Funded PCRA Accounts	112
PCRA Accounts Opened This Quarter	13
PCRA Assets In and Out This Quarter*	-\$245,715
Average PCRA Account Balance	\$97,676

#### Assets and Accounts (Trailing 4 Quarters)



\* Assets In and Out includes contributions and distributions.

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PCRA Participant Profile Information		
Average Participant Age	55	
Percent Male Participants	72%	
Percent Female Participants	28%	
Total Assets by Category		
Cash Investments	\$6,227,846	
Equities	\$3,478	
ETFs	\$0	
Fixed Income	\$0	
Mutual Funds	\$59,895,489	
Other	\$0	

Average Positions Per Account	
Cash Investments	0.9
Equities	0.0
ETFs	0.0
Fixed Income	0.0
Mutual Funds	4.2
Other	0.0
Total	5.1

Average Trades Per Account	
Equities	0.0
ETFs	0.0
Fixed Income	0.0
Mutual Funds	3.0
Other	0.0
Total	3.0

## Top 10 Mutual Fund Holdings\*\*

Name	Category	Symbol	OS*	\$MF Assets	%MF Assets
SCHWAB S&P 500 INDEX FD	Large Capitalization Stock Funds	SWPPX	Y	\$2,835,480	4.82%
SCHWAB TOTAL STOCK MKT INDEX	Large Capitalization Stock Funds	SWTSX	Y	\$1,690,575	2.88%
PIMCO INCM INST CL	Taxable Bond Funds	PIMIX	Ν	\$1,386,265	2.36%
AKRE FOCUS FD RETAIL	Large Capitalization Stock Funds	AKREX	Y	\$792,526	1.35%
OAKMARK INTL FD INV	International	OAKIX	Y	\$650,703	1.11%
DOUBLELINE TOTAL RETURN BD FD CL I	Taxable Bond Funds	DBLTX	Ν	\$631,194	1.07%
SCHWAB INTL INDEX FUND	International	SWISX	Y	\$625,133	1.06%
DODGE & COX BALANCED FD	Hybrid Funds	DODBX	Ν	\$620,936	1.06%
PRIMECAP ODYSSEY AGGR GROWTH FD	Small Capitalization Stock Funds	POAGX	Ν	\$615,208	1.05%
DFA US CORE EQTY 2 PORT INSTL	Large Capitalization Stock Funds	DFQTX	Ν	\$592,059	1.01%

## Top 10 Fund Families

Name	\$MF Assets	%MF Assets
SCHWAB	\$8,557,343	14.56%
VANGUARD	\$5,655,408	9.62%
T ROWE PRICE	\$2,958,230	5.03%
PIMCO FUNDS	\$2,929,899	4.98%
DODGE & COX	\$1,932,985	3.29%
OAKMARK	\$1,675,242	2.85%
DOUBLELINE FUNDS	\$1,393,775	2.37%
JANUS	\$1,342,121	2.28%
ARTISAN	\$1,338,520	2.28%
FIDELITY	\$1,219,160	2.07%

\*\*Top 10 Mutual Funds does not include Money Market Funds.

\*OS = OneSource, no-load, no transaction fee.

Top 10 Equity Holdings				
Name	<b>Category</b>	Symbol	<b>\$EQ Assets</b>	<b>%EQ Assets</b>
FIRSTHAND TECHNOLOGY VAL	Financials	SVVC	\$3,478	100.00%

\*OS = OneSource, no transaction fee.



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.



#### Net Flow - All Non-Cash Assets (3-Month Period Ending 6/30/2019)

Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

#### Market Value Allocation - Mutual Funds (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.



#### Net Flow by Sector - Mutual Funds (3-Month Period Ending 6/30/2019)

Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

Net Flow by Sector - Equities (3-Month Period Ending)

Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

Market Value Allocation - ETF (Quarter over Quarter)

The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.



Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

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Average Monthly Trades Per Account (3-Month Period Ending 6/30/2019)



**Trading Channel Mix (Month over Month)** 



#### Important Disclosures

Schwab Personal Choice Retirement Account (PCRA) is offered through Charles Schwab & Co., Inc. (Member SIPC), the registered broker/dealer, which also provides other brokerage and custody services to its customers.

For participants who utilize the Personal Choice Retirement Account (PCRA), the following fees and conditions may apply: Schwab's shortterm redemption fee of \$49.95 will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource® service (and certain other funds with no transaction fee) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

Trades in no-load mutual funds available through Mutual Funds OneSource service (including Schwab Funds) as well as certain other funds, are available without transaction fees when placed through schwab.com or our automated phone channels. Schwab reserves the right to change the funds we make available without transaction fees and to reinstate fees on any funds. Funds are also subject to management fees and expenses.

Charles Schwab & Co., Inc., member SIPC, receives remuneration from fund companies for record keeping, shareholder services and other administrative services for shares purchased through its Mutual Fund OneSource service. Schwab also may receive remuneration from transaction fee fund companies for certain administrative services.

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