

*charles*  
SCHWAB



# Wisconsin Deferred Compensation Program

**Personal Choice  
Retirement Account® (PCRA)**

**March 31, 2022**

# Charles Schwab: The Mission

Schwab is driven by our overall Vision of being the most trusted leader in investment services and our “Through Client Eyes” strategy.

- At Schwab, we believe in the power of investing to transform people’s lives.
- We see investing as an act of optimism and a commitment to the future.
- We measure ourselves not only by what we do, but how we do it.



# The Schwab Difference: Empowering the Individual Investor



Value



Service



Trust

- Founded 48 years ago: brokerage is Schwab's core competency
- **33.3 million** active brokerage accounts
- **2.2 million** corporate retirement plan participants
- **\$7.8 trillion** in client assets<sup>1</sup>



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Please see slide 23 for important disclosures

# Schwab Awards and Recognition: Investor Satisfaction

- Rated a Best Online Broker for 2021 in the Investor Business Daily Best Online Broker survey<sup>2</sup>
- Rated #1 Overall Most Trusted Financial Company in the 2020 Investor Business Daily Most Trusted Financial Companies Survey<sup>3</sup>
- Received a 5 out of 5 star ranking by Stockbrokers.com's Best Online Brokers rankings for 2021. Also Named the #1 firm in the Innovation, Research, and Phone Support categories<sup>4</sup>
- Selected as one of the FORTUNE top 50 World's Most Admired Companies for 2021<sup>5</sup>



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# Schwab PCRA: a Legacy of Innovation, a Culture of Service



**26 years** of innovation and dedication improving industry-leading SDBA product

**Multi-Channel** access for brokerage needs (web, mobile, voice ID, reps)

**235,000+** PCRA's;  
**125,000+** SDBA's<sup>1</sup>

**61 billion** in client PCRA assets; **22.5 billion** in client SDBA assets<sup>1</sup>

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# Schwab PCRA: a Legacy of Innovation, a Culture of Service



Support for you  
and your  
participants

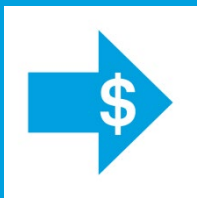
A collaboration  
with your  
recordkeeper

Investment  
opportunities for  
your participants



# Value and Low Fees to Help Participants Take Ownership

## PCRA fees and commissions



- **\$0<sup>6</sup>** commission for all listed ETFs, stocks and base options on the U.S. exchanges across all mobile, automated phone and web trading channels.
  - Includes Schwab Stock Slices<sup>tm</sup>, a service that lets investors own fractional shares(slices) of any of America's leading companies in the S&P 500<sup>®</sup> for as little as \$5 each, even if their shares cost more.<sup>7</sup>
- **No load:** all Schwab mutual funds available for new purchase in PCRA are no load
- **No transaction fees:** participants have access to thousands of mutual funds without transaction fees in PCRA.
- Over 2,000+ ETFs across a range of asset classes and fund companies<sup>9</sup>

\* All broker-assisted trades are subject to service charges



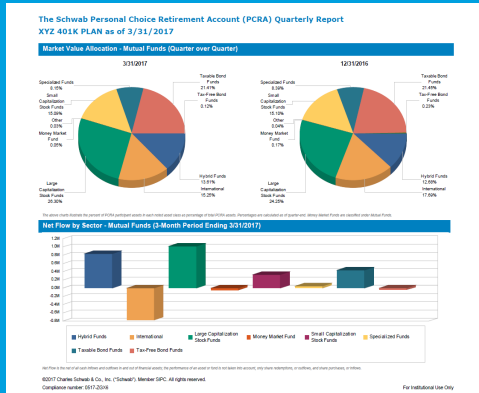
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# Keeping You Informed: Comprehensive Plan Reporting

## Plan-level quarterly reporting

High level PCRA trading and investing statistics and trends



## PCRA trust reporting

Comprehensive online monthly and annual trust statements

ACCOUNT	DESCRIPTION	MARKET VALUE	ACQUIRED COST	MARKET VALUE	ACQUIRED COST	MARKET VALUE	ACQUIRED COST
108.00	HOFFA ERD BOND	22,245.00	155.00	155.00	117.45	24.45	
5.00	HOFFA ERD BOND	1,810.00					
1,300.00	HOFFA ERD BOND	26,488.00		22,934.50	25,075.00	811.50	
95.00	HOFFA ERD BOND	14,950.00	1,407.40	1,944.40	1,436.00	544.40	
49.00	HOFFA ERD BOND	55,500.00	3,157.80	4,343.17	3,551.56	1,184.61	
300.00	HOFFA ERD BOND	67,800.00	1,752.00	2,433.00	1,884.97	1,333.03	
800.00	HOFFA ERD BOND	10,180.00	10,000.00	13,446.00	17,024.49	3,847.49	
100.00	HOFFA ERD BOND	24,200.00	2,484.50	2,727.50	2,446.50	728.00	
35,000.00	HOFFA ERD BOND	14,250.00	0.00	2,305.00	2,394.95	454.95	
13,000.00	HOFFA ERD BOND	2,850.00	2,850.00	2,440.00	6,131.00	2,311.00	
400.00	HOFFA ERD BOND	2,000.00	10,500.00	10,500.00	4,971.40	610.60	
100.00	HOFFA ERD BOND	11,300.00	2,464.00	4,300.00	4,244.00	724.00	
1,000.00	HOFFA ERD BOND	81,800.00	15.00	29.00	1,834.50	1,974.50	
3,500.00	HOFFA ERD BOND	170.00	170.00	170.00	1,034.41	694.41	
	HOFFA ERD BOND	0.00					



## Self-directed brokerage account indicators report

Asset allocation trends, asset flow categories and trading activity at [www.schwab.com/sdbaindicators](http://www.schwab.com/sdbaindicators)

Category	Value	% of Total Assets
Total Assets	\$238,584	100%
Cash	\$24	0%
Total Assets by Sector		
Stocks	\$184,500	77%
Bonds	\$48,000	20%
Options	\$6,084	3%

## Assistance with audit requests, including ad hoc reporting

Value	Asset Name	Month-End Price	Shares	Market Value
1.40	AMERICAN EXPRESS CO	1.40	100	\$140.00
37.50	AMERICAN EXPRESS CO	37.50	100	\$3,750.00
14.50	AMERICAN EXPRESS CO	14.50	100	\$1,450.00



# Regulatory Environment: Fee Disclosure

## 404(a)(5) Participant Fee Disclosure Assistance



### Schwab PCRA fee information report

- Sent to participants quarterly
- Update of fees assessed in PCRA during the previous quarter

### Pricing Guide

- Fees and commissions in PCRA

### Online and live trade order verification process

- Notifies of any commissions or fees prior to placing a trade

### Trade Confirmations

- Upon execution of a trade, details any commissions or fees associated with the trade

## 408(b)(2) Sponsor Fee Disclosure

### Initial report

- Sent to plan sponsors prior to implementation

### Monthly basis

- Automated process checks for changes; updated change report is sent as necessary



# We Support Your Plan:

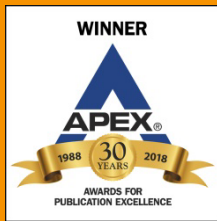


- **Dedicated staff** supporting State of WI when they need assistance
- **Establishing and maintaining** data transfers between firms
- **Processing files** in a timely manner
- **Responding and resolving** issues if they arise
- **Proactively** looking for ways to streamline and improve processes

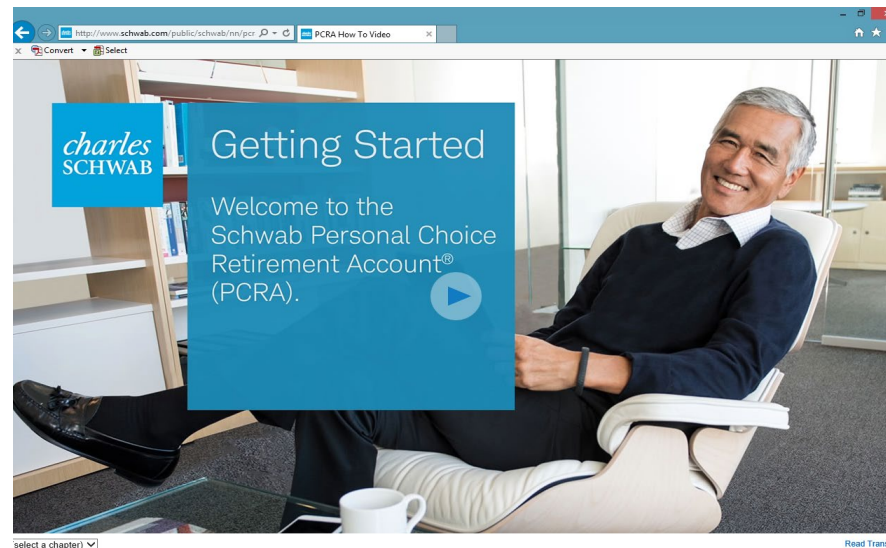


# Schwab Marketing and Communication Support

## PCRA marketing & communications



- **Customized** Fact Sheets with plan specific information and instructions on account opening
- **Comprehensive** Welcome Kit sent to participants after account opening
- **Plan specific** content to include on plan website or other documents (newsletters etc.)
- **APEX** Awards winner for Publication Excellence in marketing collateral
- **Updated** PCRA “How-to” video with step by step instructions of how to research, trade and monitor investments: [schwab.com/pcrahowto](http://schwab.com/pcrahowto)

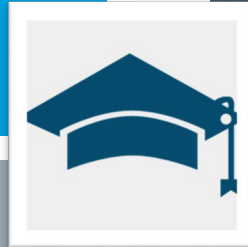


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# Resources and Educational Materials to Help Participants

Workshops: Make  
the Most out of  
Schwab.com  
Visit [schwab.com/  
workshops](http://schwab.com/workshops)

PCRA “How-to” video:  
[schwab.com/  
pcrahowto](http://schwab.com/pcrahowto)



PCRA resources  
sections of  
Schwab.com  
website

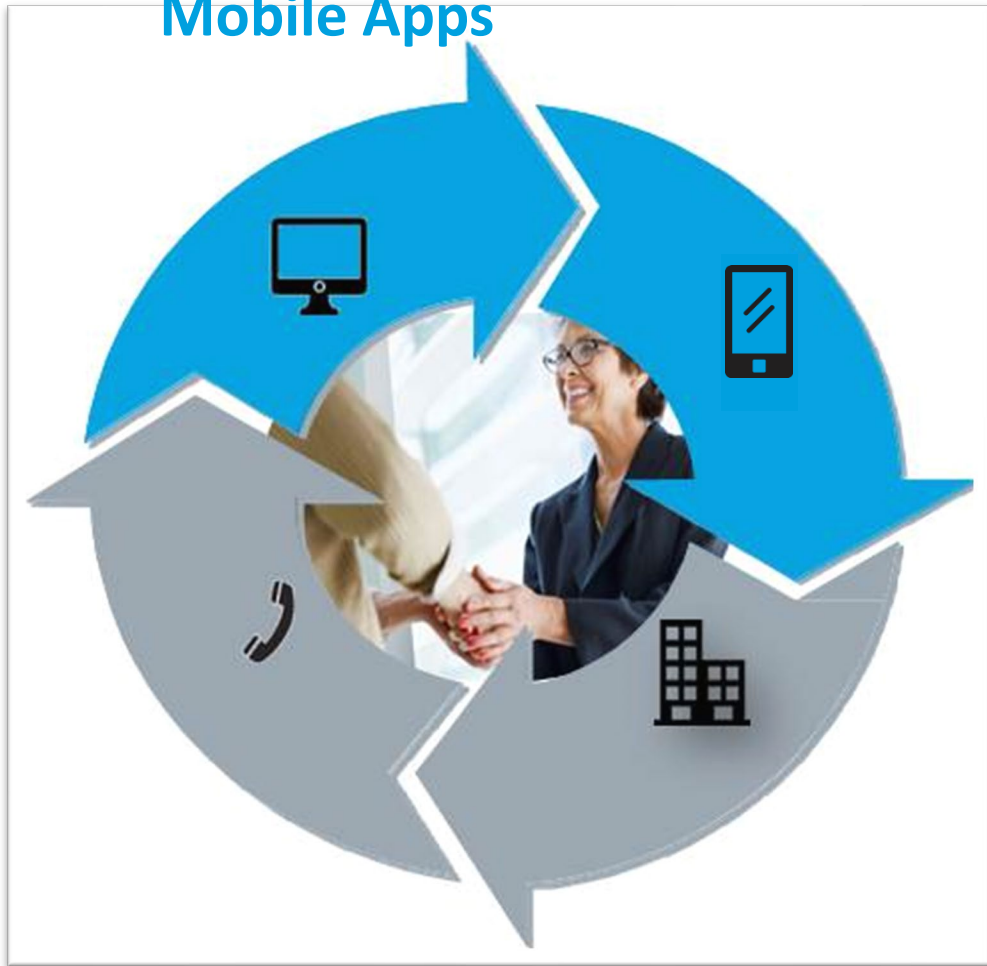
Electronic statements,  
trade confirmations,  
regulatory materials



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# Multi-Channel Tools to Stay Connected

from Digital Channels and  
Mobile Apps



to Traditional Channels

- Mobile apps (iPhone®, iPad®, Android™, KindleFire, Apple Watch™)<sup>10</sup>
- Automatic Investment Plan (AIP)
- Schwab Voice ID Service
  - “At Schwab, my voice is my password”
- Apple’s Touch and Facial ID
  - Log into accounts on compatible devices
- Dedicated call center, including Chat functionality
- 365+ Schwab branches

# Choice & Ownership: Schwab is Committed to the Investor

Helping State of WI participants become financially fit and ready for retirement	
Full support in all aspects of the Schwab experience	<input checked="" type="checkbox"/>
Access to Schwab.com, an industry-leading website	<input checked="" type="checkbox"/>
Research and account monitoring tools	<input checked="" type="checkbox"/>
Low cost investment choices	<input checked="" type="checkbox"/>
Online, recorded or in-person educational sessions	<input checked="" type="checkbox"/>
Continuous brokerage product improvements	<input checked="" type="checkbox"/>



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# Additional Information



# STATE OF WISCONSIN DEFERRED COMPENSATION PLAN

## Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 12/31/2021





# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### Plan Profile Information

Plan Type	457B
Total PCRA Assets	\$92,630,398
Total Funded PCRA Accounts	708
Total Roth Assets	\$4,261,580
Total Funded Roth Accounts	98
Total Advisor Managed PCRA Assets	\$17,208,878
Total Advisor Managed Funded PCRA Accounts	84
PCRA Accounts Opened This Quarter	21
PCRA Assets In and Out This Quarter*	\$423,279
Average PCRA Account Balance	\$130,834

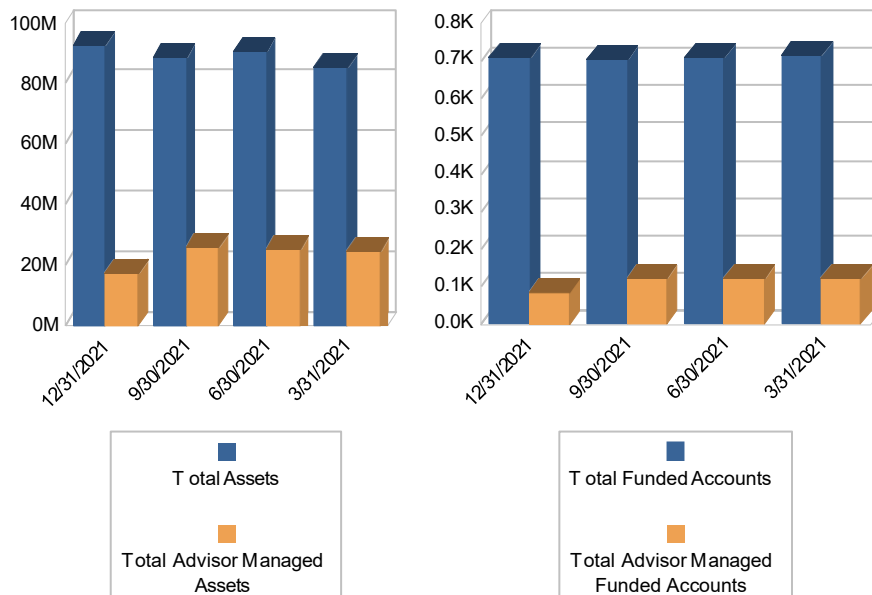
### PCRA Participant Profile Information

Average Participant Age	55
Percent Male Participants	72%
Percent Female Participants	28%

### Total Assets by Category

Cash Investments	\$7,804,347
Equities	\$861
ETFs	\$47,359
Fixed Income	\$0
Mutual Funds	\$84,777,831
Other	\$0

### Assets and Accounts (Trailing 4 Quarters)



### Average Positions Per Account

Cash Investments	0.8
Equities	0.0
ETFs	0.0
Fixed Income	0.0
Mutual Funds	4.4
Other	0.0
Total	5.2

### Average Trades Per Account

Equities	0.0
ETFs	0.0
Fixed Income	0.0
Mutual Funds	3.9
Other	0.0
Total	3.9

\* Assets In and Out includes contributions and distributions.  
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 Compliance number: 0517-ZGX6



# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### Top 10 Mutual Fund Holdings\*\*

Name	Category	Symbol	OS*	\$MF Assets	%MF Assets
SCHWAB S&P 500 INDEX	Large Capitalization Stock Funds	SWPPX	Y	\$5,675,153	6.73%
SCHWAB TOTAL STOCK MARKET INDEX	Large Capitalization Stock Funds	SWTSX	Y	\$2,771,339	3.29%
PIMCO INCOME INSTL	Taxable Bond Funds	PIMIX	N	\$1,874,155	2.22%
SCHWAB INTERNATIONAL INDEX	International	SWISX	Y	\$1,126,955	1.34%
COLUMBIA MORTGAGE OPPORTUNITIES INST2	Taxable Bond Funds	CLMVX	N	\$1,097,909	1.30%
FIDELITY OTC	Large Capitalization Stock Funds	FOCPX	N	\$1,033,744	1.23%
DFA DIVERSIFIED FIXED INCOME INSTL	Taxable Bond Funds	DFXIX	N	\$894,639	1.06%
DFA US CORE EQUITY 2 I	Large Capitalization Stock Funds	DFQTX	N	\$880,801	1.04%
SCHWAB SMALL CAP INDEX	Small Capitalization Stock Funds	SWSSX	Y	\$873,088	1.04%
BARON PARTNERS RETAIL	Large Capitalization Stock Funds	BPTRX	Y	\$841,522	1.00%

### Top 10 Fund Families

Name	\$MF Assets	%MF Assets
SCHWAB	\$14,098,365	16.72%
VANGUARD	\$8,350,279	9.90%
T ROWE PRICE	\$4,726,673	5.61%
PIMCO FUNDS	\$3,204,959	3.80%
FIDELITY	\$2,971,068	3.52%
JANUS	\$2,207,457	2.62%
ARTISAN	\$2,038,632	2.42%
DODGE & COX	\$2,003,590	2.38%
BLACKROCK	\$1,624,114	1.93%
COLUMBIA	\$1,466,638	1.74%

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

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

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Compliance number: 0517-ZGX6



# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### Top 10 Equity Holdings

Name	Category	Symbol	\$EQ Assets	%EQ Assets
FIRSTHAND TECHNOLOGY VAL	Financials	SVVC	\$861	100.00%

### Top 10 ETF Holdings

Name	Category	Symbol	OS*	\$ETF Assets	%ETF Assets
MOTLEY FOOL GLOBAL OPPORTUNITIES ETF	International Equity	TMFG	N	\$43,982	92.87%
MOTLEY FOOL MID CAP GROWTH ETF	US Equity	TMFM	N	\$3,378	7.13%

\*OS = OneSource, no transaction fee.

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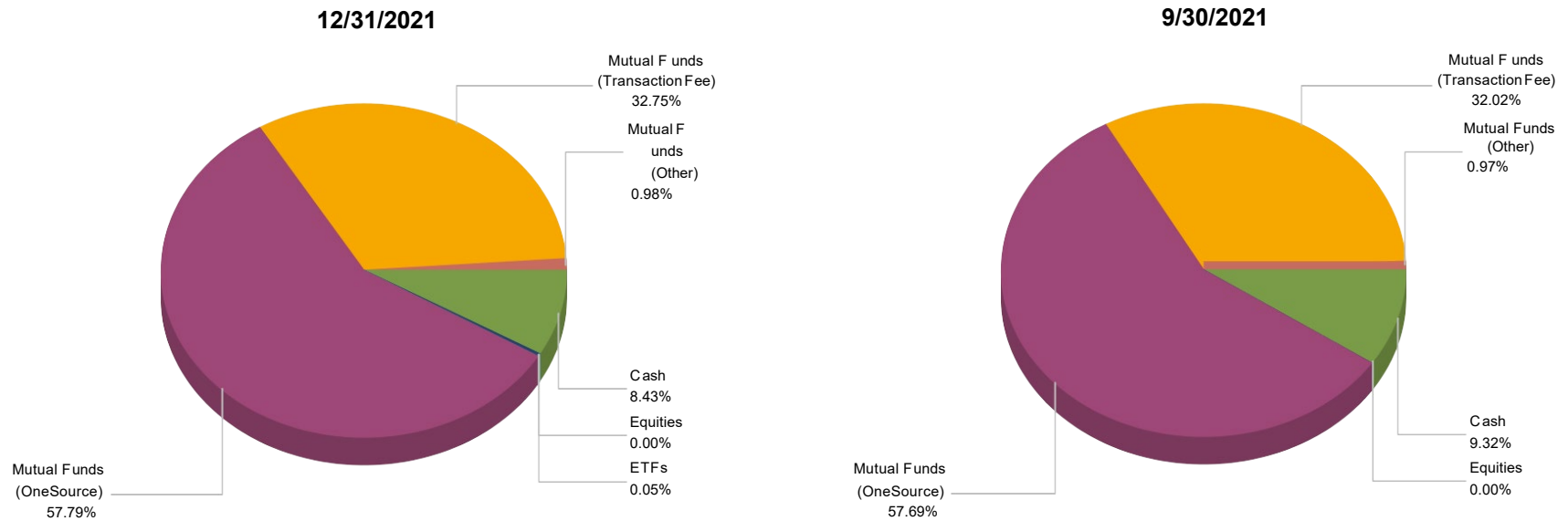
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# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

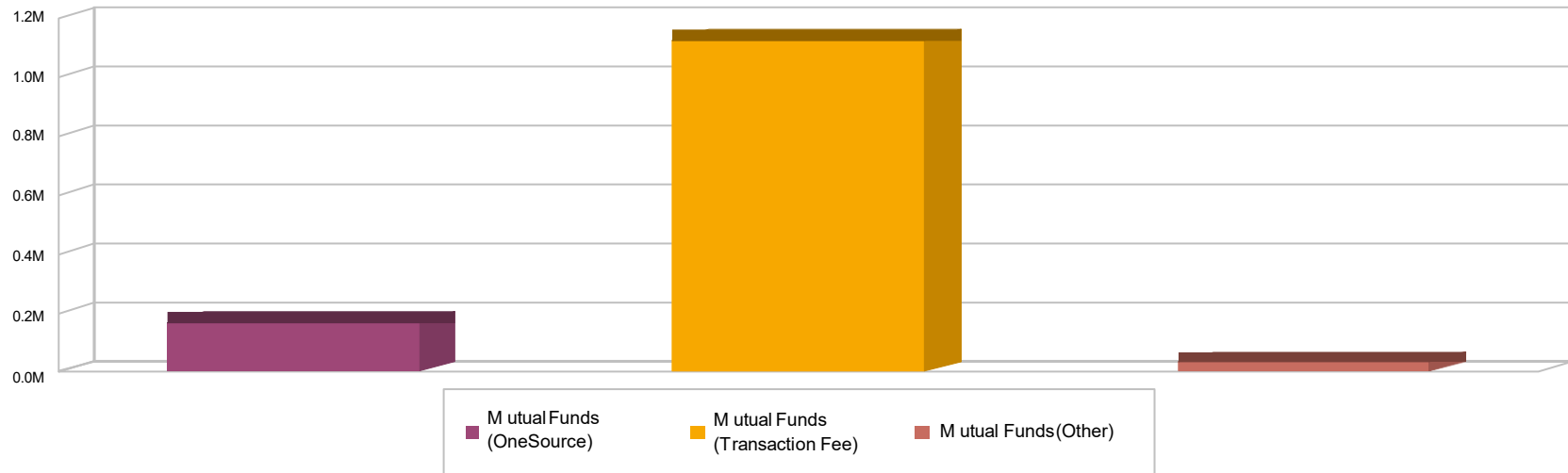
## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### Market Value Allocation - All Assets (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 - All Non-Cash Assets (3-Month Period Ending 12/31/2021)



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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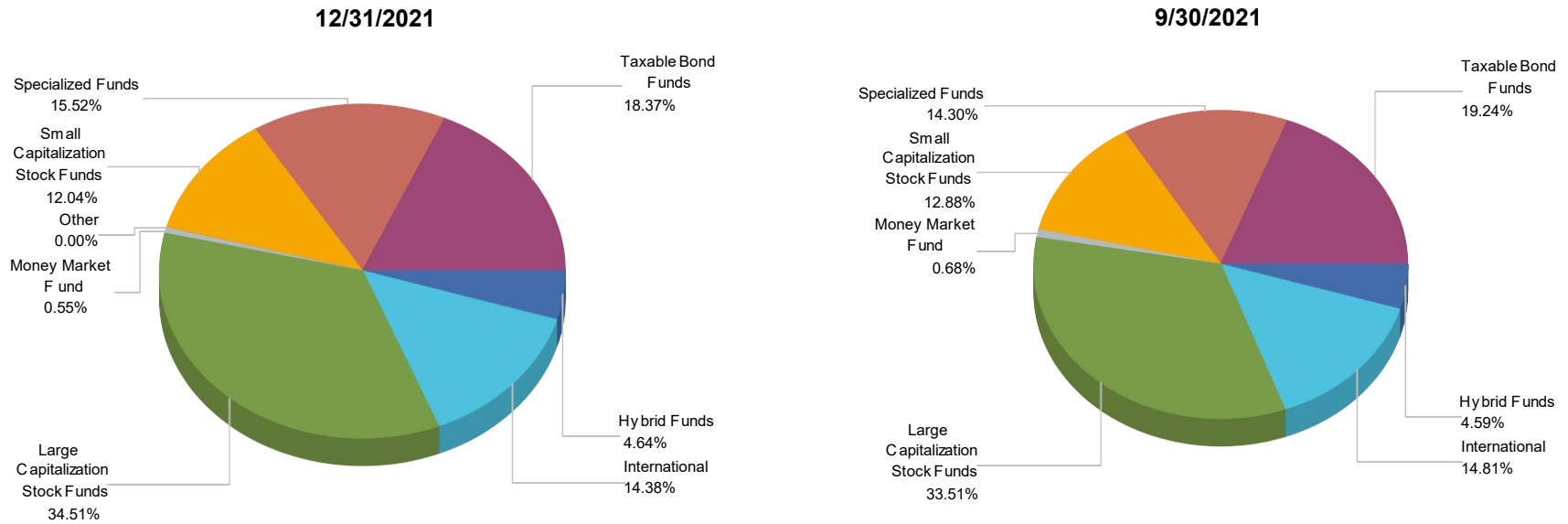
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# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

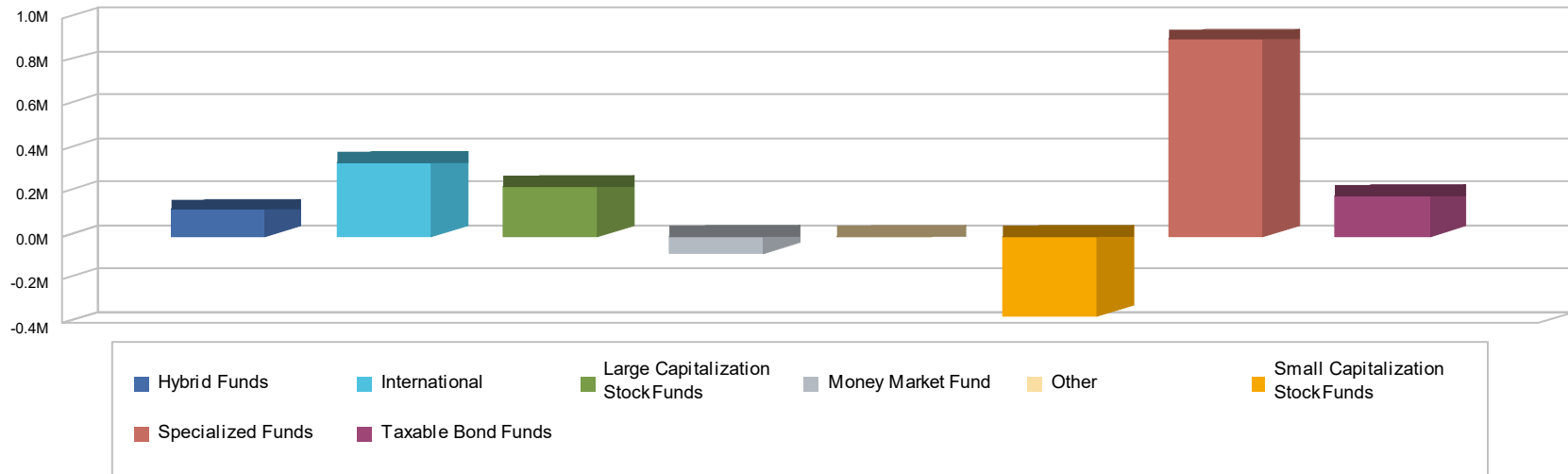
## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### 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 12/31/2021)



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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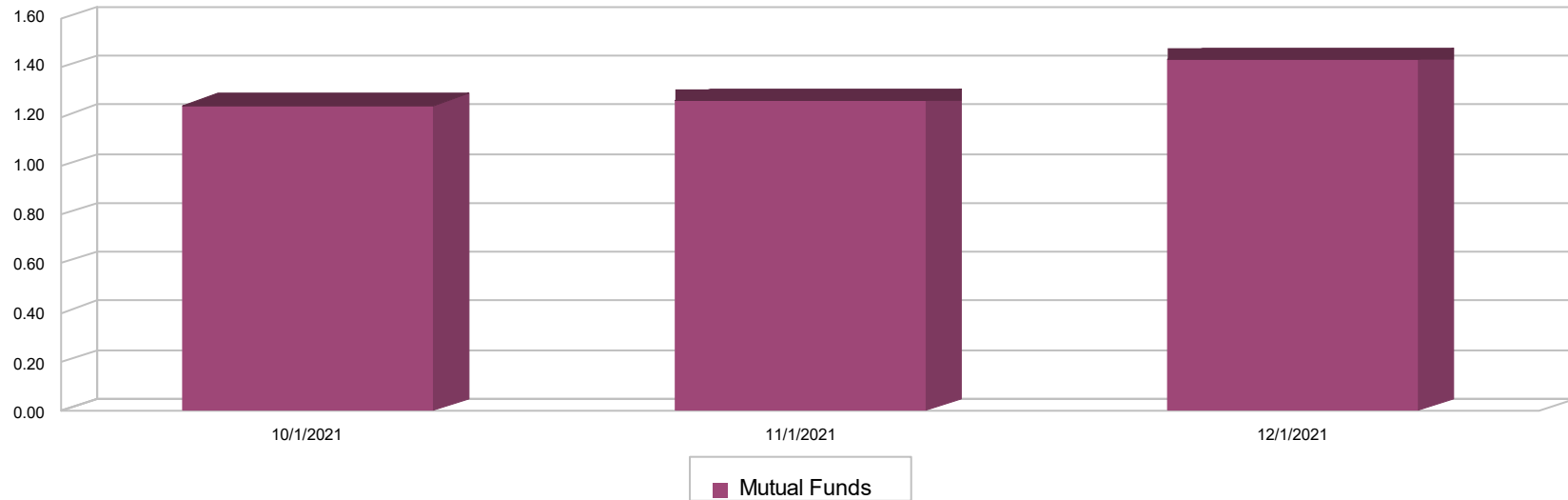
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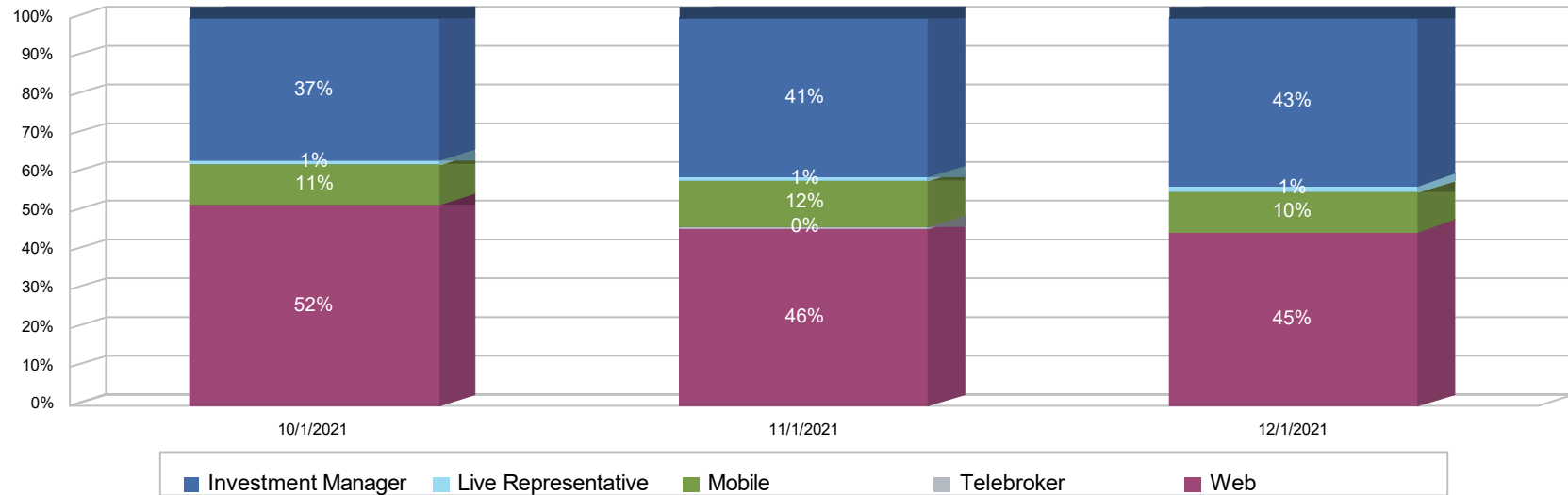
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## STATE OF WISCONSIN DEF COMP PLAN as of 12/31/2021

### Average Monthly Trades Per Account (3-Month Period Ending 12/31/2021)



### Trading Channel Mix (Month over Month)



# Disclosures

<sup>1</sup> Total client assets based on combined data for Schwab and TD Ameritrade as of January 31, 2022, using company reports; all other combined data as of January 31, 2022, calculated using Schwab's methodology.

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<sup>4</sup>StockBrokers.com: "[2021 Online Broker Review](#)" published January 19, 2021. Participation in the review is voluntary; a total of 11 online brokers participated in the 2021 review. The Online Broker Review assesses participating online brokers on 256 variables across seven categories: Commissions & Fees, Research, Platforms & Tools, Mobile Trading, Offering of Investments, Education, and Ease of Use. Star ratings are out of five possible stars and are based on a calculation that combines the variable assessment with an opinion score from 1-10 with 10 being "very good" in [StockBrokers.com's](#) opinion. Best in Class are online brokers who have placed within the Top 5 for a category. Industry Awards are awarded based on the opinions of StockBrokers.com's research team. Read our 2021 [Review](#). For further information on how the ratings were calculated, see StockBrokers.com's "[How We Test](#)".

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<sup>7</sup> Schwab Stock Slices is not intended to be investment advice or a recommendation of any stock. Investing in stocks can be volatile and involves risk including loss of principal. Investors should consider their individual circumstances prior to investing.

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# Disclosures (Continued)

<sup>7</sup> Charles Schwab & Co., Inc. receives remuneration from fund companies for recordkeeping and shareholder services and for other administrative services for shares purchased through Schwab's Mutual Fund OneSource® program. Schwab also may receive remuneration from transaction-fee fund companies for certain administrative services.

Schwab's short-term 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 some funds from this fee, including certain Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

<sup>9</sup> ETFs at Charles Schwab & Co., Inc. ("Schwab") which are U.S. exchange-listed can be traded without a commission on buy and sell transactions made electronically in a Schwab account. Unlisted ETFs are subject to a commission. Please see [Charles Schwab Pricing Guide for Retirement Plan Accounts](#) for additional information. Schwab does not receive payment to promote any particular ETF to its customers. Schwab's affiliate Charles Schwab Investment Management, Inc. ("CSIM") serves as investment advisor to the Schwab ETFs, which compensate CSIM out of the applicable operating expense ratios. The amount of the fees is disclosed in the prospectus of each ETF.

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