



March 2017

Charles Schwab Pricing Guide for Retirement Plan Accounts

Pricing information in this *Charles Schwab Pricing Guide for Retirement Plan Accounts* (“*Guide*”) applies only to clients with accounts held at Charles Schwab & Co., Inc., a registered broker-dealer, and is limited to: (1) a retirement plan account serviced by an Independent Recordkeeper, and (2) a Schwab Personal Choice Retirement Account® (PCRA) established on behalf of retirement plan participants.

Pricing information in this *Guide* supersedes prior pricing versions.

Schwab reserves the right to change or waive fees at our discretion, subject to notification in accordance with applicable laws and regulations.

Any pricing that has been negotiated for your retirement plan (“plan”) is not reflected in this *Guide* and supersedes this *Guide*. Your Retirement Plan Service Provider may charge fees to activate or maintain a PCRA. These fees cover the additional costs the Retirement Plan Service Provider incurs for government reporting, oversight, and the due diligence the provider has done to make the PCRA available as an additional feature in your employer-sponsored retirement plan. Please check with your provider for details on any fees they may charge.

Please carefully review this *Guide* and keep it for your reference.

Contents

Introduction	3
Definitions	3
Commissions and Transaction Fees	4
Special Stock Transactions	5
Prime Brokerage and Trade-Away Services	5
Mutual Fund Transaction Fees per Executed Trade	6
Options Commissions per Executed Trade	6
Pricing for Combined Equity and Option Orders	6
Fixed Income Investments	7
Account Activity Fees	8
Special Service Fees	10
Endnotes	12

How to Reach Us

By Phone:

For Schwab PCRA account holders, please call the dedicated PCRA Call Center at 1-888-393-PCRA (7272), Monday through Friday, 9:00 a.m. to 7:30 p.m. ET. This number will also connect you, day or night, to Schwab's automated phone services: Schwab by Phone™ (voice recognition) and TeleBroker® (touch-tone).

By Web and Wireless:

www.schwab.com

Web-enabled phone: Look for Schwab on your phone's web menu.

Wireless device: Consult www.schwab.com/wireless.

Visit the PCRA Resources section on Schwab.com for more information. Once logged in to your PCRA, you'll find this section in the right margin on key pages of the site.

Introduction

Schwab provides a broad range of value-added services, some of which have associated fees. This document provides you with an overview of standard pricing for commission rates, transaction fees, and service fees for these types of accounts:

- Retirement plan accounts serviced by an Independent Recordkeeper
- Schwab Personal Choice Retirement Account®

Your plan may restrict certain investments described in this *Guide*. Please contact your retirement plan service provider for details on which investments are available to you.

You can obtain additional information about the pricing for your account(s) through:

- Your Independent Recordkeeper or plan sponsor, if your retirement account is serviced by an Independent Recordkeeper
- The PCRA Call Center or your plan sponsor, if you have a PCRA

If your retirement plan allows, you may be able to utilize an investment advisor (“advisor”). Your account may be subject to your advisor’s fee schedule. Contact your advisor for details.

Definitions

Electronic Trades—Trades placed through one of Schwab’s electronic channels, including online (e.g., at www.schwab.com), mobile devices, and Schwab’s automated phone services (e.g., Schwab by Phone™ or TeleBroker®). Certain securities may not be available through all electronic trading channels.

Householding—Householding refers to the aggregation of your accounts held at Charles Schwab & Co., Inc. Current regulations prevent us from householding your plan-level account or PCRA with your other accounts at Schwab.

Note: Your PCRA is a cash-up-front account. For all purchases, we require cleared funds in the account. When you’re selling, we require securities on deposit. It is your responsibility to avoid overspending your account. If your account becomes overspent, Schwab

reserves the right to liquidate a portion of your account to cover the debit balance. Broker-assisted fees will apply.

Commissions and Transaction Fees¹

Stocks and Third-Party Exchange-Traded Funds (ETFs) per Executed Trade*	
Trading Channel	Commission
Electronic ²	\$4.95
Broker-Assisted	Electronic commission, plus \$25

ETFs (including Schwab ETFs™) participating in Schwab ETF OneSource™ per Executed Trade ³	
Trading Channel	Commission
Electronic	\$0
Broker-Assisted	Electronic commission, plus \$25

* These fees also apply to trades of Canadian stocks, American Depositary Receipts, and stocks of foreign-incorporated companies that are listed on U.S. or Canadian exchanges or whose trades clear and settle in the U.S. or Canada.

Note: Short sells and buys to cover for third-party ETFs participating in Schwab ETF OneSource™ are subject to online commissions plus any additional fees.

Foreign Stock Transactions [†]	
Trades placed on the U.S. over-the-counter (OTC) market	
Trading Channel	Transaction Fee
Electronic	\$4.95, plus a \$50 foreign transaction fee ⁴
Broker-Assisted	\$79.95: electronic commission of \$4.95, plus \$25 for broker assistance, plus a \$50 foreign transaction fee
Trades placed directly on a foreign exchange	
Trading Channel	Transaction Fee
Electronic	Not available
Broker-Assisted	The greater of \$100 or 0.75% of principal, with no maximum

[†] These fees apply to trades of foreign ordinary shares placed directly on a foreign exchange or on the U.S. over-the-counter (OTC) market.

Special Stock Transactions

Large block transactions (orders of 10,000 or more shares, or orders over \$500,000): May be eligible for special handling and/or pricing—please call us for information.

Dividend Reinvestment—The Schwab No-Fee StockBuilder Plan[®] for dividend reinvestment is available for most U.S. stocks. If you wish to reinvest the dividends on any qualifying stock, please specify when placing your trade order. To change your elections, call your Schwab Representative or visit www.schwab.com.

Prime Brokerage and Trade-Away Services

Prime Brokerage and Trade-Away services are designed to give you and your Agent the ability to execute trades using assets held in your account at broker-dealers other than Schwab, known as “Executing Brokers.” Our standard fee for both Prime Brokerage and Trade-Away services is \$25 per trade or trade allocation. Note: There may be other fees, such as those charged by the Executing Broker and outlined in the Prime Brokerage Amendment.

Mutual Fund Transaction Fees per Executed Trade

Some funds may also charge sales and/or redemption fees. Please read the prospectuses for details. You can buy shares directly from a fund company or its principal underwriter or distributor without paying Schwab's transaction or service charges (except Schwab Funds®).

No-Transaction-Fee Funds (includes funds available through the Mutual Fund OneSource® service) ⁵	
Trading Channel	Transaction Fee
Electronic	\$0
Broker-Assisted	\$25 service charge per trade may apply
Transaction-Fee Funds ⁵	
Trading Channel	Transaction Fee
Electronic	\$50 per buy, \$0 per sell
Broker-Assisted	Electronic fee, plus \$25 service charge per trade

Note: For information about offshore funds (funds registered outside the U.S. for purchase by non-U.S. persons only), please call us.

Options Commissions per Executed Trade

Trading Channel	Commission
Electronic	\$4.95, plus \$0.65 per contract
Broker-Assisted	Electronic commission, plus \$25

Note: Stock or option trades resulting from an option exercise or assignment will be subject to the corresponding electronic commission pricing schedule.

Pricing for Combined Equity and Option Orders

Equity plus option leg orders (includes Buy/Writes, Sell/Writes, and Unwinds): \$0.65 per contract for the option leg, plus \$4.95 commission for the equity leg. (There is no base commission for the option leg.)

Fixed Income Investments

Schwab reserves the right to act as principal on any fixed income transaction, public offering or securities transaction. When Schwab acts as agent, a commission will be charged on the transaction. When Schwab acts as principal, the markup is included in the bond price.

Product Type	Online Commission or Markup	Broker-Assisted Commission or Markup
New Issues, including Certificates of Deposit	\$0 (a selling concession may be included in the offering price)	
Treasury Bills, Notes, Bonds and TIPS (Secondary and Auction)	\$0	\$25
Secondary transactions for Corporate Bonds, Municipal Bonds, Government Agencies, Zero-Coupon Treasuries (including STRIPS), and Certificates of Deposit	\$1 per bond (\$10 minimum/\$250 maximum)	Online pricing plus \$25 per trade
Preferreds or REITs	Stock commissions and minimums apply for secondary transactions.	
Commercial Paper, Foreign Bonds, Asset-Backed Securities, Mortgage-Backed Securities, Collateralized Mortgage Obligations, and Unit Investment Trusts	These are specialty products—please call us for information.	

Note: Large block transactions (orders of more than 250 bonds) may be eligible for special handling and/or pricing—please call us for information.

Note: Our commissions and markups may be slightly less than our published schedule shown above due to rounding.

Account Activity Fees

Fee Type	Amount
Mutual fund short-term redemption fee ⁶	\$49.95
Order out of certificates (for all U.S. and some Canadian securities):* Book entry of securities held electronically at transfer agent (Direct Registration System) Physical certificates	\$0 per issue This fee will be equal to the amount charged to Schwab by the Depository Trust & Clearing Corporation, currently \$500 per certificate, subject to increases in the future. Additional charges may apply for rush requests.
Order out of certificates (for foreign securities): Physical certificates ⁷	Variable fee (based on the location of the transfer agent)
Transfer of title for certificates (re-registering securities held in certificate form)	\$25 fee per position
Schwab Non-Sweep Money Funds, including Schwab Value Advantage Investments® (SVAI): Schwab-initiated redemptions ⁸	\$10 fee per redemption
Security Reorganization:* Voluntary and post-effective	\$39 fee

* Certain clients qualify for exemption.

Cashiering and Administrative Service Fees⁹

PCRA participants cannot initiate cashiering requests with Schwab to deposit or disburse funds from a PCRA. These fees apply to cashiering or disbursement requests received from the Plan Administrator, Trustee, or other authorized party, and are deducted from the account designated by these parties.

Fee Type	Amount
Paying agent services	\$30 per distribution
Schwab-issued check	\$20 per check
Check stop payment	\$10 per check
Overnight Service	\$8.50
Nonsufficient funds/ returned item	\$25 fee per item
Wire transfer (outgoing)* ¹⁰	\$25 fee per transfer

* Certain clients qualify for exemption.

Custody Fees for Non-Publicly Traded Securities

Description	Amount
Annual maintenance fee for restricted securities	\$150 per position
Annual maintenance fee for other non-publicly traded securities	\$250 per position Maximum of \$500 per account If applicable, fees for ineligible securities and valuation are additional.
Transaction fee	\$100 per transaction
Ineligible security fee	\$250 per year per position
Valuation fee	Effective September 1, 2013: \$500 per year per position valued
Non-transferable fee ¹¹	\$1 per month per position

Note: Certain Non-Publicly Traded Securities may be exempt from certain fees. Custody fees for Non-Publicly Traded Securities are billed annually in arrears.

Special Service Fees

Exchange Process Fee—This is a fee Schwab charges to offset fees imposed on us by national securities and self-regulatory organizations or by U.S. option exchanges.

The Securities and Exchange Commission (SEC) assesses transaction fees on national securities exchanges and self-regulatory organizations based on the aggregate dollar amount of sales of certain securities. The SEC recalculates the amount of this fee periodically—at least once per year but sometimes more often. National securities exchanges and self-regulatory organizations offset the transaction fees by charging their member broker-dealers such as Schwab, and we, in turn, offset this fee by charging you an Exchange Process Fee for covered sell transactions.

U.S. options exchanges charge Schwab and other broker-dealers per-contract fees for purchases and

sales of exchange-listed options. The exchanges may charge these fees even on transactions executed on other exchanges, which can result in multiple fees being imposed on Schwab for a single transaction. Schwab offsets these fees by charging you a single Exchange Process Fee for each covered transaction.

Any Exchange Process Fee that appears on your trade confirmation for a sale of an exchange-listed option will combine the offsets for the fees charged both by the U.S. option exchanges and by the national securities and self-regulatory organizations.

Schwab's Exchange Process Fee will rise or fall periodically depending upon the rates set by the SEC or by the U.S. option exchanges, as applicable.

Transaction Fee—This fee includes either fees charged for purchases and sales of certain mutual fund shares or fees charged for purchasing U.S. Treasury obligations via the auction process. The amount of this fee will appear on your trade confirmation.

American Depositary Receipt (ADR) Fee—Banks that custody ADRs are permitted to charge ADR holders a fee. Fees collected from Schwab by the Depository Trust Company for an ADR will be automatically deducted from your Schwab account(s) and shown on your account statement(s) as an "ADR Pass-Thru Fee."

Endnotes

- ¹ Excluding mutual funds, commissionable trades that execute over more than one day will be charged a separate commission for each additional day; each separate commission will apply to the portion of the trade executed on the corresponding additional day. Electronic trade orders for which price or quantity are changed by the client, and as a result execute over multiple trades on the same day, are each charged a separate commission.
- ² Up to 999,999 shares can be placed per trade.
- ³ The Schwab Exchange-Traded Funds™ (Schwab ETFs™) are distributed by SEI Investments Distribution Co. (SEI). Charles Schwab Investment Management, Inc. (CSIM) serves as the registered investment advisor to Schwab ETFs. CSIM is a wholly owned subsidiary of The Charles Schwab Corporation and an affiliate of Charles Schwab & Co., Inc., none of which is affiliated with SEI.
- ⁴ Transactions in foreign ordinary shares incur additional custody, clearing, and settlement expenses. A foreign transaction fee is added to trades placed on the U.S. over-the-counter market through the online or automated phone channels. The commission and foreign transaction fee will be combined and appear as one line item, labeled “Commission,” on your trade confirmation.
- ⁵ Standard fees apply on both transactions when placing simultaneous orders to sell one or more transaction-fee fund(s) and purchase additional transaction-fee fund(s) with the proceeds.
- ⁶ Schwab’s short-term redemption fee will be charged on the 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.
- ⁷ An additional amount of \$250 per certificate will be charged for foreign securities.
- ⁸ Occurs, at Schwab’s sole discretion, when no other cash assets or margin credit balances are available in a customer’s account to cover transactions such as Schwab One® checks, security purchases, Visa® debit cards, AIP investments, and electronic funds transfers.

⁹Fees for cashiering services do not apply to PCRA account holders, with the exception of nonsufficient funds/returned item fees.

¹⁰Wire transfer fees can be avoided by using certain automated services, such as Schwab MoneyLink[®], or by using Schwab One[®] checkwriting services.

¹¹A non-transferable security is a security for which there has been no transfer agent for three years or more.

Schwab Personal Choice Retirement Account[®] (PCRA) is offered through Charles Schwab & Co., Inc., a registered broker-dealer, which also provides other brokerage and custody services to its customers. Schwab Retirement Plan Services, Inc. provides recordkeeping and related services with respect to retirement plans. Charles Schwab Bank (the Bank) provides trust and custody services with respect to retirement and other benefit plans, including individual retirement accounts. This includes accounts where the Bank acts as trustee or custodian and the client has instructed the Bank to establish either a PCRA or to set up a separately managed account with Charles Schwab & Co., Inc. as sub-custodian. The pricing information provided in this *Guide* does not apply to assets held directly at the Bank.

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