

#### FOR IMMEDIATE RELEASE

**E\*TRADE Media Relations** 

646-521-4418 mediainq@etrade.com

## **E\*TRADE Investor Relations**

646-521-4406

# ir@etrade.com

## E\*TRADE FINANCIAL CORPORATION REPORTS MONTHLY ACTIVITY FOR AUGUST 2019

**NEW YORK, September 16, 2019 –** E\*TRADE Financial Corporation (NASDAQ: ETFC) today released its Monthly Activity Report for August 2019.

Monthly Activity Data	 Aug-19		Jul-19		Aug-18	% Chg. M/M	% Chg. Y/Y
Trading days	 22.0		21.5		23.0	N.M.	N.M.
DARTs	284,828		255,423		254,021	12 %	12 %
Derivative DARTs	100,373		90,368		85,981	11 %	17 %
Derivative DARTs %	35%	, D	35%	6	34%	— %	1 %
Margin receivables (\$B)	\$ 10.1	\$	9.9	\$	10.7	2 %	(6)%
Net new retail accounts	14,923		(11,522)		32,546	N.M.	(54)%
Net new advisor services accounts	(145)		(465)		646	69 %	N.M.
Net new corporate services accounts	12,580		21,757		13,444	(42)%	(6)%
Net new accounts	27,358		9,770		46,636	180 %	(41)%
End of period retail accounts	5,126,070		5,111,147		4,019,181	— %	28 %
End of period advisor services accounts	150,665		150,810		149,141	— %	1 %
End of period corporate services accounts	1,888,212		1,875,632		1,707,105	1 %	11 %
End of period accounts	7,164,947		7,137,589		5,875,427	— %	22 %
Net new retail assets (\$B) <sup>(1)</sup>	\$ 1.2	\$	0.2	\$	1.7	N.M.	(29)%
Net new advisor services assets (\$B) <sup>(1)</sup>	_		0.1		0.1	(100)%	(100)%
Net new retail and advisor services assets (\$B)	\$ 1.2	\$	0.3	\$	1.8	300 %	(33)%
Total Customer Assets (\$B)							
Security holdings	\$ 283.1	\$	289.2	\$	274.1	(2)%	3 %
Cash and deposits	63.2		63.1		58.5	— %	8 %
Retail and advisor services assets	\$ 346.3	\$	352.3	\$	332.6	(2)%	4 %
Corporate services vested assets	140.6		147.3		139.7	(5)%	1 %
Retail, advisor services, and corporate services vested assets	\$ 486.9	\$	499.6	\$	472.3	(3)%	3 %
Corporate services unvested holdings	116.8		123.1		120.5	(5)%	(3)%
Total customer assets	\$ 603.7	\$	622.7	\$	592.8	(3)%	2 %
Net (Buy) / Sell Activity (\$B)							
Retail net (buy) / sell activity	\$ (1.8)	\$	0.4	\$	0.4	N.M.	N.M.
Advisor services net (buy) / sell activity	0.5		_		(0.1)	N.M.	N.M.
Net (buy) / sell activity	\$ (1.3)	\$	0.4	\$	0.3	N.M.	N.M.
Total Cash and Deposits (\$B)							
Sweep deposits	\$ 30.6	\$	30.4	\$	37.6	1 %	(19)%
Customer payables	10.6		10.9		10.9	(3)%	(3)%
Savings, checking and other banking assets	 9.4		9.1		5.0	3 %	88 %
Total on-balance sheet cash	\$ 50.6	\$	50.4	\$	53.5	— %	(5)%
Sweep deposits at unaffiliated financial institutions	10.9		10.9		3.3	— %	230 %
Money market funds and other	 1.7		1.8		1.7	(6)%	— %
Total customer cash held by third parties <sup>(2)</sup>	\$ 12.6	\$	12.7	\$	5.0	(1)%	152 %

(1) Net new retail and advisor services assets exclude the effects of market movements in the value of retail and advisor services assets.

(2) Customer cash held by third parties is held outside E\*TRADE Financial and includes money market funds and sweep deposit accounts at unaffiliated financial institutions. Customer cash held by third parties is not reflected in the E\*TRADE Financial's condensed consolidated balance sheet and is not immediately available for liquidity purposes.

Historical metrics and financials can be found on E\*TRADE Financial's corporate website at https://about.etrade.com.

#### About E\*TRADE Financial Corporation

E\*TRADE Financial Corporation and its subsidiaries provide financial services including brokerage and related products and services to traders, investors, stock plan administrators and participants, and registered investment advisors (RIAs). Securities products and services are offered by E\*TRADE Securities LLC (Member FINRA/SIPC). Commodity futures and options on futures products and services are offered by E\*TRADE Futures LLC (Member NFA). Managed Account Solutions are offered through E\*TRADE Capital Management, LLC, a Registered Investment Advisor. Bank products and services are offered by E\*TRADE Savings Bank, both of which are federal savings banks (Members FDIC). E\*TRADE Securities LLC, E\*TRADE Capital Management, LLC, E\*TRADE Savings Bank, are separate but affiliated companies. More information is available at <a href="http://www.etrade.com">www.etrade.com</a>.

#### **Important Notices**

E\*TRADE, E\*TRADE Financial, E\*TRADE Bank, E\*TRADE Savings Bank, and the E\*TRADE logo are trademarks or registered trademarks of E\*TRADE Financial Corporation. ETFC-G

© 2019 E\*TRADE Financial Corporation. All rights reserved.