

## E\*TRADE Financial Corporation Reports Monthly Activity for January 2018

NEW YORK--(BUSINESS WIRE)-- E\*TRADE Financial Corporation (NASDAQ:ETFC) today released its Monthly Activity Report for January 2018.

Daily Average Revenue Trades (DARTs) for January were 315,572, a 29 percent increase from December and a 57 percent increase from the year-ago period. Derivatives represented 30 percent of DARTs during the month. The Company added 64,581 gross new brokerage accounts in January and ended the month with approximately 3.7 million brokerage accounts—an increase of 25,529 from December.

Net new brokerage assets were \$1.5 billion in the month. During the month, customer security holdings increased by \$17.4 billion, and brokerage-related cash increased by \$0.1 billion to \$53.0 billion. Customer margin balances increased \$0.3 billion, ending the month at \$9.4 billion. Customers were net buyers of approximately \$1.5 billion in securities during the month.

### Monthly Activity Data

|  | Jan-18    | Dec-17    | Jan-17    | % Chg. M/M | % Chg. Y/Y |
|--|-----------|-----------|-----------|------------|------------|
| Trading days                                       | 21.0      | 20.0      | 20.0      | N.M.       | N.M.       |
| DARTs  | 315,572   | 245,172   | 201,464   | 29%        | 57%        |
| Derivative DARTs                                   | 95,496    | 65,074    | 58,218    | 47%        | 64%        |
| Derivative DARTs %                                 | 30%       | 27%       | 29%       | 3%         | 1%         |
| Gross new brokerage accounts                       | 64,581    | 53,922    | 42,055    | 20%        | 54%        |
| Gross new stock plan accounts                      | 26,620    | 20,754    | 20,004    | 28%        | 33%        |
| Gross new banking accounts                         | 466       | 357       | 281       | 31%        | 66%        |
| Total gross new accounts                           | 91,667    | 75,033    | 62,340    | 22%        | 47%        |
| Net new brokerage accounts                         | 25,529    | 27,804    | 10,239    | (8)%       | 149%       |
| Net new stock plan accounts                        | 13,175    | 4,325     | 5,698     | 205%       | 131%       |
| Net new banking accounts                           | (1,602)   | (2,170)   | (1,309)   | 26%        | (22)%      |
| Net new accounts                                   | 37,102    | 29,959    | 14,628    | 24%        | 154%       |
| End of period brokerage accounts                   | 3,660,438 | 3,634,909 | 3,473,242 | 1%         | 5%         |
| End of period stock plan accounts                  | 1,505,551 | 1,492,376 | 1,461,758 | 1%         | 3%         |
| End of period banking accounts                     | 297,247   | 298,849   | 315,364   | (1)%       | (6)%       |
| End of period total accounts                       | 5,463,236 | 5,426,134 | 5,250,364 | 1%         | 4%         |
| Customer margin balances (\$B) <sup>(1)</sup>      | \$ 9.4    | \$ 9.1    | \$ 7.2    | 3%         | 31%        |
| <u>Customer Assets (\$B)</u>                       |           |           |           |            |            |
| Security holdings                                  | \$ 304.7  | \$ 287.3  | \$ 231.4  | 6%         | 32%        |
| Sweep deposits                                     | 38.4      | 37.7      | 29.1      | 2%         | 32%        |
| Customer cash held by third parties <sup>(2)</sup> | 4.8       | 5.7       | 14.4      | (16)%      | (67)%      |
| Customer payables (cash)                           | 9.8       | 9.5       | 8.3       | 3%         | 18%        |
| Brokerage customer assets                          | 357.7     | 340.2     | 283.2     | 5%         | 26%        |
| Unexercised stock plan holdings (vested)           | 42.3      | 38.1      | 31.7      | 11%        | 33%        |
| Savings, checking and other banking assets         | 4.9       | 5.0       | 5.2       | (2)%       | (6)%       |
| Total customer assets                              | \$ 404.9  | \$ 383.3  | \$ 320.1  | 6%         | 26%        |
| Net new brokerage assets <sup>(3)</sup>            | \$ 1.5    | \$ 1.1    | \$ 0.8    | 36%        | 88%        |

|  |          |          |          |      |      |
|--|----------|----------|----------|------|------|
| Net new banking assets <sup>(3)</sup>  | (0.2)    | —        | (0.1)    | N.M. | N.M. |
| Net new customer assets <sup>(3)</sup> | \$ 1.3   | \$ 1.1   | \$ 0.7   | 18%  | 86%  |
| Brokerage related cash                 | \$ 53.0  | \$ 52.9  | \$ 51.8  | —%   | 2%   |
| Other cash and deposits                | 4.9      | 5.0      | 5.2      | (2)% | (6)% |
| Total customer cash and deposits       | \$ 57.9  | \$ 57.9  | \$ 57.0  | —%   | 2%   |
| Managed products                       | \$ 5.7   | \$ 5.4   | \$ 4.0   | 6%   | 43%  |
| Customer net (buy) / sell activity     | \$ (1.5) | \$ (0.6) | \$ (0.3) | N.M. | N.M. |

- (1) Represents margin receivables held on the balance sheet and customer margin balances held by a third party clearing firm. The balances held by a third party were transferred to E\*TRADE Securities during August 2017 in connection with the OptionsHouse integration.
- (2) Customer cash held by third parties is held outside E\*TRADE and includes money market funds and sweep deposit accounts at unaffiliated financial institutions. During August 2017, customer cash held by a third party clearing firm, which had previously been included in customer cash held by third parties, was transferred to E\*TRADE Securities in connection with the OptionsHouse integration. Customer cash held by third parties is not reflected in the Company's consolidated balance sheet and is not immediately available for liquidity purposes.
- (3) Net new customer assets are total inflows to all new and existing customer accounts less total outflows from all closed and existing customer accounts. The net new banking assets and net new brokerage assets metrics treat asset flows between E\*TRADE entities in the same manner as unrelated third party accounts.

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

#### About E\*TRADE Financial

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#### E\*TRADE Media Relations

646-521-4418

[mediainq@etrade.com](mailto:mediainq@etrade.com)

or

#### E\*TRADE Investor Relations

646-521-4406

[ir@etrade.com](mailto:ir@etrade.com)

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