More than 60% of our donors say they give more because they have a Schwab Charitable account. Investment growth has enabled our donors to give an additional $3B since inception.

**Grants**

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$1.9B</td>
<td>$1.9B</td>
</tr>
<tr>
<td>Stock</td>
<td>$423M</td>
<td>$400M</td>
</tr>
<tr>
<td>Real</td>
<td>$13M</td>
<td>$13M</td>
</tr>
</tbody>
</table>

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**Contributions**

74% of incoming contributions were non-cash assets.

**Investments**

Core Account

- Choice of 14 competitive, prescheduled investment pools
- Single Asset Class
  - Low, intermediate, and actively managed
- Socially and environmentally responsible mandates

Professionally Managed Account

- Larger accounts may recommend an advisor to create a customized investment strategy
- Publicly traded securities
- Alternatives
- Socially and environmentally responsible mandates

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Schwab Charitable is an independent 501(c)(3) public charity with a mission to increase charitable giving in the U.S. by providing a tax-smart and simple giving solution to donors and their investment advisors. Schwab Charitable℠ does not provide specific charitable contributions or tax advice, and cannot affect the value of your tax deduction.

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