WASHINGTON, D.C. 20549

FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported):
October 16, 2000
BANK OF AMERICA CORPORATION
(Exact name of registrant as specified in its charter)
Delaware
(State or other jurisdiction of incorporation or organization)
1-6523
(Commission File Number)
56-0906609
(IRS Employer Identification No.)
100 North Tryon Street
Charlotte, North Carolina
(Address of principal executive offices)
28255
(Zip Code)
(888) 279-3457
(Registrant's telephone number, including area code)

ITEM 5. OTHER EVENTS.
Release of Third Quarter Earnings. On October 16, 2000, Bank of America Corporation, the registrant (the "Registrant"), announced financial results for the third quarter of fiscal 2000, reporting operating earnings of $\$ 2.18$ billion and diluted operating earnings per common share of $\$ 1.31$. Net income for the third quarter of fiscal 2000 was $\$ 1.83$ billion and diluted net income per common share was $\$ 1.10$. A copy of the press release announcing the results of the Registrant's fiscal quarter ended September 30, 2000 is filed as Exhibit 99.1 to this Current Report on Form 8-K.

ITEM 7. FINANCIAL STATEMENTS AND EXHIBITS.
(c) Exhibits.

The following exhibit is filed herewith:
EXHIBIT NO. DESCRIPTION OF EXHIBIT
99.1 Press Release dated October 16, 2000 with respect to the Registrant's financial results for the fiscal quarter ended September 30, 2000.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

BANK OF AMERICA CORPORATION

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By: /s/ Marc D. Oken
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Marc D. Oken
Executive Vice President and
    Principal Financial Executive
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Dated: October 20, 2000

EXHIBIT INDEX

| EXHIBIT NO. | DESCRIPTION OF EXHIBIT |
| :--- | :--- |
| 99.1 | Press Release dated October 16, 2000 with <br> respect to the Registrant's financial <br> results for the fiscal quarter ended <br> September $30,2000$. |

Contact:
Investors Susan Carr (704-386-8059) or Kevin Stitt (704-386-5667)
Media Bob Stickler or Sharon Tucker (704-386-8465)

Bank of America Reports 3rd Quarter Operating Earnings of $\$ 1.31$ Per Share
CHARLOTTE, N.C., October 16, 2000 - Bank of America Corporation today reported that third quarter operating earnings rose 7 percent to $\$ 1.31$ per share (diluted) from $\$ 1.23$ per share a year ago.

Operating earnings of $\$ 2.18$ billion included a $\$ 257$ million pre-tax reduction in income related to the deterioration of auto lease residual values. Including that reduction, operating earnings were still up from net income of $\$ 2.15$ billion a year earlier.

Third quarter results also contained a $\$ 346$ million after-tax charge primarily to cover severance costs related to growth initiatives announced July 28. After that charge, net income in the latest quarter was $\$ 1.83$ billion, equal to $\$ 1.10$ per share.

The return on common equity in the latest quarter was 18.2 percent while the return on assets was 1.26 percent.

Cash-basis operating earnings - which exclude the amortization of intangibles were $\$ 2.39$ billion, or $\$ 1.44$ per share, in the latest quarter. The return on average tangible common shareholders' equity was 27.8 percent.
more

## Page 2

For the first nine months of 2000, Bank of America operating earnings totaled $\$ 6.48$ billion, up 6 percent from $\$ 6.13$ billion a year ago. Operating earnings per share rose 12 percent to $\$ 3.87$ from $\$ 3.45$. Net income was $\$ 6.13$ billion, or $\$ 3.66$ per share, up from $\$ 5.98$ billion, or $\$ 3.37$ per share, a year earlier.
"Bank of America in the third quarter faced the same head wind of higher interest rates and a slowing economy as other banks," said Hugh L. McColl Jr., chairman and chief executive officer. "Despite those factors, we recorded real progress in building our targeted growth businesses, which was reflected in better core revenue growth.
"Our money management business continues to grow rapidly. We are gaining recognition as the leading bank in e-space, and our card business continues to expand at a double-digit pace. In addition, our investment banking team was recently recognized by a major international consultant as having made the most progress during the past 12 months of any financial company in the history of its annual survey," he continued.
"Our entire team is focused on creating and growing lasting customer relationships to increase revenue and build shareholder value. Momentum has been building steadily during 2000, laying a strong foundation for 2001," he said.

Third Quarter Strategic Highlights

- All five card services businesses (consumer, commercial, government, debit and merchant processing) had double digit increases in both volume and in new accounts compared to last year.

Assets under management rose to $\$ 275$ billion, up $\$ 47$ billion, or 21 percent, from the prior year and up $\$ 14$ billion from the second quarter of 2000. The Nations Funds family of funds reached $\$ 100$ billion in mutual fund assets, driven by increases in equity, fixed income and money market funds.

The bank launched prototype offices in Atlanta in October as the start of a redesign of the company's 4,500 banking centers. Accelerated by the needs of customers who use online services, the redesigned banking centers follow three models. Financial centers will offer greater access to financial experts, enabling customers to get their banking, mortgage and financial planning advice in one place. Traditional banking centers will add more capabilities, including mortgage loan officers and new technology. Transaction centers will accommodate customers who want to make limited transactions through tellers and ATMs.

The company announced an intent to form an alliance with Exult, Inc., a provider of Web-enabled integrated services designed to manage the human resources function for large multinational corporations. The alliance is expected to reduce by 10 percent the cost of delivering key administrative staff functions to the bank and to provide Bank of America with new revenue through the delivery of financial products to other Exult clients.

- The Bank of America Business Center was launched. It is an integrated, online destination for small business customers, providing access to online tools, information, financial products and services and marketplace procurement for business-to-business commerce. It enables small business owners and managers to streamline and automate many of their back-office operations, saving both time and money. After only one month, 1,300 clients had registered to use these capabilities.

Third Quarter Financial Highlights (compared to a year ago)
Earnings momentum in consumer and small-business areas increased due to targeted growth initiatives:

- Total card fee revenue grew 7 percent to $\$ 594$ million as a result of a successful promotional campaign.
- Investment and brokerage income rose 13 percent to $\$ 471$ million as a result of new asset management business and productivity increases in consumer brokerage.
- Average managed consumer loans and leases grew 17 percent, led by growth in residential mortgage, home equity lines and card services.

Corporate banking continued its strong performance:

- Trading account profits increased 19 percent to $\$ 372$ million, with growth in equity-related trading activity.
- Investment banking income rose 4 percent to $\$ 376$ million due to growth in the underwriting and advisory businesses.
more

Page 4

Other highlights:

- Equity investment gains were up 24 percent to $\$ 422$ million, including venture capital gains of $\$ 224$ million and strategic investment gains of \$153 million.
- Lower personnel costs and professional fees helped drive down total noninterest expense by 3 percent.
- Net charge-offs decreased to an annualized. 43 percent of loans and leases - an improvement of 8 basis points.

Revenue

Revenue rose 3 percent over the previous year, excluding the impact of lease residuals.

Fully taxable-equivalent net interest income increased 2 percent to $\$ 4.67$ billion, including a $\$ 71$ million charge related to auto lease residuals.

- The increase reflected 13 percent average managed loan growth plus higher levels of core deposits and equity. These factors were partially offset by the impact of loan sales and securitizations in 1999, margin compression, auto lease residuals and the cost of share repurchases. These factors also contributed to the decline in the net interest yield of 34 basis points to 3.12 percent.
- Average managed loans and leases rose 13 percent to $\$ 428$ billion.
- Average core deposits grew by 3 percent, or $\$ 10$ billion, to $\$ 301$ billion.

Noninterest income declined 3 percent to $\$ 3.65$ billion, including a charge of $\$ 186$ million related to auto lease residuals. Absent that charge, noninterest income was up 3 percent.

- Equity investments, service charges, card services, trading, investment banking and asset management had year-over-year increases.

The absence of loan sales and securitizations, which boosted the year-ago results, and the impact of the auto lease residuals in the current quarter were the primary factors in reducing other income to $\$ 93$ million from $\$ 408$ million.
more

Page 5

Efficiency
Noninterest expense declined 3 percent to $\$ 4.41$ billion, reflecting lower personnel, equipment and professional fee costs. The cash-basis efficiency ratio declined to 50 percent.

Credit Quality
The provision for credit losses in the third quarter was $\$ 435$ million, down from $\$ 450$ million a year earlier. Net charge-offs were $\$ 435$ million, down from $\$ 460$ million a year ago, driven primarily by lower losses on loans to consumers. Net charge-offs were equal to an annualized . 43 percent of loans and leases, down from . 51 percent 12 months earlier.

Nonperforming assets were $\$ 4.40$ billion, or 1.09 percent of loans, leases and foreclosed properties at September 30, 2000, compared to \$3.04 billion, or . 84 percent a year earlier. The increase mostly reflects a rise in nonperforming loans in the corporate portfolio centered in specific industries. Nonperforming loans also increased in real estate-secured consumer finance loans, reflecting the growth and maturing of that portfolio.

The allowance for credit losses totaled $\$ 6.7$ billion at September 30, 2000, equal to 1.67 percent of loans and leases.

Capital Strength
Total shareholders' equity was $\$ 46.9$ billion at September 30, 2000, up 2 percent from 12 months earlier. This represented 6.98 percent of period-end assets of $\$ 672$ billion. The Tier 1 Capital Ratio was 7.32 percent.

During the quarter, the company repurchased 15.8 million shares. Since June 1999, 128 million shares have been repurchased, representing an investment in Bank of America stock of $\$ 7.3$ billion. Average (diluted) common shares outstanding were 1.661 billion in the third quarter, down 5 percent from 1.755 billion a year earlier.

Business Segment Results (year to date)
Consumer and Commercial Banking, which serves individuals and businesses with annual sales of up to $\$ 500$ million, earned $\$ 3.47$ billion and had a return on equity of 19.2 percent. This segment represented 54 percent of the company's operating earnings.
more

Page 6

Asset Management, which encompasses the private bank, trust, investment management, mutual funds and retail brokerage, earned $\$ 472$ million, representing 7 percent of operating earnings. The return on equity was 35.8 percent.

Global Corporate and Investment Banking, which serves large corporate, institutional and government customers, earned $\$ 1.89$ billion, representing 29 percent of the company's earnings. The return on equity was 18.3 percent.

Equity Investments earned $\$ 533$ million, representing 8 percent of the company's earnings. The return on equity was 39.5 percent.

Bank of America is the largest bank in the United States. It has full-service operations in 21 states and the District of Columbia and provides financial products and services to 30 million households and two million businesses, as well as providing international corporate financial services for business transactions in 190 countries. The company's stock (ticker: BAC) is listed on the New York, Pacific and London stock exchanges and certain shares are listed on the Tokyo Stock Exchange.

NOTE: James H. Hance Jr., vice chairman and chief financial officer, will
discuss the quarter in a conference call at 9:30 a.m. (EDT) today. The call
can be accessed through a webcast available on the Bank of America website.

Forward Looking Statements
This press release contains forward-looking statements with respect to the financial conditions and results of operations of Bank of America, including, without limitation, statements relating to the earnings outlook of the company. These forward-looking statements involve certain risks and uncertainties. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following possibilities: (1) projected business increases following process changes and other investments are lower than expected; (2) competitive pressure among financial services companies increases significantly; (3) costs or difficulties related to the integration of acquisitions are greater than expected; (4) general economic conditions, internationally, nationally or in the states in which the company does business, are less favorable than expected; (5) changes in the interest rate environment reduce interest margins and affect funding sources; (6) changes in market rates and prices may adversely affect the value of financial products; and (7) legislation or regulatory requirements or changes adversely affect the businesses in which the company is engaged.
<TABLE>
<CAPTION>
Bank of America Corporation

|  | Three Months |  | Nine |
| :---: | :---: | :---: | :---: |
| Months |  |  |  |
|  | Ende |  | Ended |
| September 30 |  |  |  |
| Financial Summary | 2000 | 1999 | 2000 |
| 1999 |  |  |  |

(In millions, except per share data)


Summary Balance Sheet
(Average balances in billions)


| Return on average common shareholders' equity 17.61 \% |  | 18.15 | \% |  | 18.40 | \% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average tangible common shareholders' equity 28.48 |  | 27.81 |  |  | 29.48 |  |  |
| Return on average assets |  | 1.26 |  |  | 1.40 |  |  |
| 1.34 |  |  |  |  |  |  |  |
| Return on average tangible assets 1.52 |  | 1.42 |  |  | 1.58 |  |  |
| Net interest yield |  | 3.12 |  |  | 3.46 |  |  |
| 3.52 |  |  |  |  |  |  |  |
| Efficiency ratio |  | 53.01 |  |  | 54.34 |  |  |
| 55.10 |  |  |  |  |  |  |  |
| Cash basis efficiency ratio |  | 50.43 |  |  | 51.67 |  |  |
| 52.36 |  |  |  |  |  |  |  |
| Shareholder Value Added (SVA) |  | \$ 953 |  |  | \$ 971 |  | \$ |
| \$ 2,624 |  |  |  |  |  |  |  |
| Net charge-offs (in millions) |  | 435 |  |  | 460 |  |  |
| 1,499 |  |  |  |  |  |  |  |
| \% of average loans and leases |  | . 43 | \% |  | . 51 | \% |  |
| $.55 \%$ |  |  |  |  |  |  |  |
| Managed bankcard net charge-offs as a \% of average managed bankcard receivables |  | 4.15 |  |  | 4.83 |  |  |
| 5.64 |  |  |  |  |  |  |  |
| Reported Results (Including Merger-Related Charges) (In millions, except per share data) |  |  |  |  |  |  |  |
| Net income | \$ | 1,829 |  | \$ | 2,151 |  | \$ |
| \$ 5,980 |  |  |  |  |  |  |  |
| Earnings per common share |  | 1.11 |  |  | 1.25 |  |  |
| 3.45 |  |  |  |  |  |  |  |
| Diluted earnings per common share |  | 1.10 |  |  | 1.23 |  |  |
| 3.37 |  |  |  |  |  |  |  |
| Return on average common shareholders' equity |  | 15.25 | \% |  | 18.40 | \% |  |
| 17.19 \% |  |  |  |  |  |  |  |

(1) Cash basis earnings equal operating net income excluding amortization of intangibles.
(2) Prior periods have been restated for comparison (e.g. acquisitions, divestitures and securitizations).
Bank of America Corporation

- Continued

Balance Sheet Highlights


| Loans and leases | $\$ 402.592$ | $\$ 360.236$ |
| :--- | ---: | ---: |
| Securities | 81.103 | 79.836 |
| Earning assets | 584.352 | 534.431 |
| Total assets | 671.725 | 620.652 |
| Deposits | 353.988 | 337.011 |
| Shareholders' equity | 46.859 | 45.889 |


| Common shareholders' equity | 46.78528.69 |  | 45.811 |
| :---: | :---: | :---: | :---: |
| Per share |  |  | 26.79 |
| Total equity to assets ratio (period end) | 6.98 | \% | 7.39 |
| Risk-based capital ratios: |  |  |  |
| Tier 1 | 7.32 |  | 7.71 |
| Total | 10.80 |  | 11.39 |
| Leverage ratio (supervisory mode) | 6.06 |  | 6.59 |
| Period-end common shares issued and outstanding (in millions) | 1,630.824 |  | 1,710.039 |
| Allowance for credit losses | \$ 6.739 |  | \$ 7.076 |
| Allowance for credit losses as a \% of loans and leases | 1.67 | \% | 1.96 |
| Allowance for credit losses as a \% of nonperforming loans | 161.32 |  | 251.85 |
| Nonperforming loans | \$ 4.177 |  | \$ 2.810 |
| Nonperforming assets | 4.403 |  | 3.038 |
| Nonperforming assets as a \% of: |  |  |  |
| Total assets | . 65 | \% | . 49 |
| Loans, leases and foreclosed properties | 1.09 |  | . 84 |
| Other Data |  |  |  |
| Full-time equivalent employees | 146,346 |  | 158,886 |
| Number of banking centers | 4,419 |  | 4,535 |
| Number of ATM's | 13,878 |  | 14,042 |

BUSINESS SEGMENT RESULTS - Three Months Ended September 30, 2000
(in millions)


## </TABLE>

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Bank of America
Consolidated Financial Highlights
(Excludes Merger-Related Charges)
$\qquad$
-------------------
(Dollars in millions, except per share information; Shares in millions)

|  | Third |  | Second | First | Fourth |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Third |  |  |  |  |  |
|  | Quarter |  | Quarter | Quarter | Quarter |
| Quarter |  |  |  |  |  |
|  | 2000 |  | 2000 | 2000 | 1999 |
| 1999 ( $2000{ }^{\text {c }}$ |  |  |  |  |  |
| <S> | <C> |  | <C> | <C> | <C> |
| <C> |  |  |  |  |  |
| Operating net income | \$ | 2,175 | \$ 2,063 | \$ 2,240 | \$ 2,115 |
|  | \$ 2,151 |  |  |  |  |
| Cash basis earnings | 2,390 |  | 2,281 | 2,457 | 2,334 |
| 2,373 |  |  |  |  |  |
| Operating earnings per common share |  | 1.33 | 1.25 | 1.34 | 1.24 |

1.25

| Diluted operating earnings per common share |  |  |
| :--- | :--- | :--- |
| 1.23 |  |  |
| Cash basis earnings per common share |  |  |
| 1.38 |  |  |
| Cash basis diluted earnings per common share |  |  |
| 1.35 |  |  |
| Dividends per common share |  |  |
| 0.45 | 1.31 | 1.46 |

378,753
*Prior periods have been restated for comparison (e.g. acquisitions, divestitures and securitizations)

| Performance ratios (Operating basis): |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average assets | 1.26 | \% | 1.23 | \% | 1.38 | \% | 1.33 \% |
| 1.40 \% |  |  |  |  |  |  |  |
| Return on average tangible assets | 1.42 |  | 1.39 |  | 1.55 |  | 1.50 |
| 1.58 |  |  |  |  |  |  |  |
| Return on average common shareholders' equity | 18.15 |  | 17.63 |  | 19.59 |  | 17.95 |
| 18.40 |  |  |  |  |  |  |  |
| Return on average tangible common shareholders' equity | 27.81 |  | 27.51 |  | 30.83 |  | 28.38 |
| 29.48 |  |  |  |  |  |  |  |
| Efficiency ratio | 53.01 |  | 53.77 |  | 53.49 |  | 55.91 |
| 54.34 |  |  |  |  |  |  |  |
| Cash basis efficiency ratio | 50.43 |  | 51.12 |  | 50.98 |  | 53.22 |
| 51.67 |  |  |  |  |  |  |  |
| Net interest yield | 3.12 |  | 3.24 |  | 3.27 |  | 3.32 |
| 3.46 |  |  |  |  |  |  |  |
| Shareholder Value Added (SVA) | \$ 953 |  | \$ 878 |  | \$ 1,086 |  | \$ 921 |
| \$ 971 |  |  |  |  |  |  |  |
| Book value per common share | 28.69 |  | 27.82 |  | 27.28 |  | 26.44 |
| 26.79 |  |  |  |  |  |  |  |
| Market price per share of common stock: |  |  |  |  |  |  |  |
| High for the period | 57.6250 |  | 61.0000 |  | 55.1875 |  | 67.5000 |
| 76.3750 |  |  |  |  |  |  |  |
| Low for the period | 43.6250 |  | 42.9844 |  | 42.3125 |  | 47.6250 |
| 53.2500 |  |  |  |  |  |  |  |
| Closing price | 52.3750 |  | 43.0000 |  | 52.4375 |  | 50.1875 |
| 55.6875 |  |  |  |  |  |  |  |
| Other data: |  |  |  |  |  |  |  |
| Number of banking centers | 4,419 |  | 4,450 |  | 4,502 |  | 4,524 |
| 4,535 |  |  |  |  |  |  |  |
| Number of ATM's | 13,878 |  | 13,944 |  | 13,954 |  | 14,019 |
| 14,042 |  |  |  |  |  |  |  |
| Full-time equivalent employees | 146,346 |  | 150,854 |  | 152,948 |  | 155,906 |
| 158,886 |  |  |  |  |  |  |  |

(1) Cash basis earnings equals net income excluding amortization of intangibles. </TABLE>

| <TABLE> <br> <CAPTION> |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Bank of America Corporation |  |  |  |  |
| Consolidated Statement of Income |  |  |  |  |
| (Dollars in millions, except per share information) |  |  |  |  |
|  | Third | Second | First | Fourth |
| Third |  |  |  |  |
|  | Quarter | Quarter | Quarter | Quarter |
| Quarter |  |  |  |  |
|  | 2000 | 2000 | 2000 | 1999 |
| 1999 |  |  |  |  |
| <S> | <C> | <C> | <C> | <C> |

## <C>

Interest income



Certain prior period amounts have been reclassified to conform to current period classifications.
</TABLE>
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<CAPTION>
Bank of America Corporation
Consolidated Balance Sheet

|  | September 30 | June 30 | September |
| :---: | :---: | :---: | :---: |
| 30 |  |  |  |
| (Dollars in Millions) | 2000 | 2000 | 1999 |




| 597,248 | 11,344 | 7.57 | 582,490 | 10,815 | 7.45 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 24,191 |  |  | 25,605 |  |  |
| 63,578 |  |  | 64,493 |  |  |
| \$685,017 |  |  | \$672,588 |  |  |
| \$23,195 | 78 | 1.33 | \$23,936 | 78 | 1.32 |
| 99,710 | 740 | 2.96 | 100,186 | 734 | 2.94 |
| 77,864 | 1,083 | 5.53 | 77,384 | 1,034 | 5.38 |
| 8,598 | 140 | 6.46 | 7,361 | 111 | 6.09 |
| 209,367 | 2,041 | 3.88 | 208,867 | 1,957 | 3.77 |
| 18,845 | 286 | 6.03 | 15,823 | 232 | 5.92 |
| 11,182 | 177 | 6.30 | 9,885 | 151 | 6.12 |
| 25,972 | 364 | 5.58 | 27,697 | 380 | 5.51 |
| 55,999 | 827 | 5.87 | 53,405 | 763 | 5.74 |
| 265,366 | 2,868 | 4.30 | 262,272 | 2,720 | 4.17 |
| 136,007 | 2,223 | 6.51 | 135,817 | 1,990 | 5.89 |
| 24,233 | 237 | 3.88 | 20,532 | 189 | 3.70 |
| 74,022 | 1,344 | 7.26 | 69,779 | 1,207 | 6.92 |
| 499,628 | 6,672 | 5.32 | 488,400 | 6,106 | 5.02 |




| \$24,237 | 78 | 1.29 | \$25,082 | 80 | 1.27 | \$26,037 | 82 | 1.25 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 98,424 | 679 | 2.78 | 97,481 | 639 | 2.60 | 96,402 | 579 | 2.38 |
| 76,074 | 983 | 5.20 | 74,653 | 932 | 4.95 | 73,429 | 898 | 4.85 |
| 6,966 | 103 | 5.93 | 6,825 | 98 | 5.73 | 6,609 | 94 | 5.66 |
| 205,701 | 1,843 | 3.60 | 204,041 | 1,749 | 3.40 | 202,477 | 1,653 | 3.24 |
| 14,180 | 188 | 5.33 | 14,305 | 178 | 4.93 | 13,668 | 160 | 4.65 |
| 8,745 | 124 | 5.72 | 7,121 | 99 | 5.53 | 7,185 | 90 | 4.99 |
| 26,382 | 340 | 5.17 | 24,993 | 298 | 4.72 | 25,500 | 295 | 4.57 |
| 49,307 | 652 | 5.31 | 46,419 | 575 | 4.91 | 46,353 | 545 | 4.66 |
| 255,008 | 2,495 | 3.93 | 250,460 | 2,324 | 3.68 | 248,830 | 2,198 | 3.50 |
| 131,517 | 1,802 | 5.51 | 120,858 | 1,638 | 5.38 | 114,934 | 1,437 | 4.96 |
| 23,013 | 181 | 3.16 | 19,223 | 190 | 3.92 | 15,677 | 189 | 4.78 |
| 64,256 | 1,084 | 6.75 | 59,972 | 995 | 6.63 | 59,283 | 920 | 6.21 |
| 473,794 | 5,562 | 4.72 | 450,513 | 5,147 | 4.54 | 438,724 | 4,744 | 4.30 |



<TABLE>
<CAPTION>

Bank of America
Credit Quality - Loan Losses
--------------------------------
(Dollars in Millions)




Risk-based capital ratios:


| Cash Basis Efficiency Ratio $61.5 \%$ | (1) | 56.2\% | 58.3\% | $58.6 \%$ |
| :---: | :---: | :---: | :---: | :---: |
| Consumer Products |  |  |  |  |
| Total Revenue |  | \$1,303 | \$1,484 | \$4,115 |
| \$4,641 |  |  |  |  |
| Shareholder Value Added |  | 41 | 189 | 310 |
| 534 |  |  |  |  |
| Cash Basis Earnings (1) |  | 302 | 445 | 1,073 |
| 1,234 |  |  |  |  |
| Cash Basis Efficiency Ratio | (1) | 47.8\% | 39.8\% | 43.9\% |
| 42.1\% |  |  |  |  |
| Commercial Banking |  |  |  |  |
| Total Revenue |  | \$758 | \$727 | \$2,238 |
| \$2,208 |  |  |  |  |
| Shareholder Value Added |  | 79 | 82 | 246 |
| 294 |  |  |  |  |
| Cash Basis Earnings (1) |  | 207 | 209 | 627 |
| 663 |  |  |  |  |
| Cash Basis Efficiency Ratio | (1) | 49.5\% | $46.1 \%$ | 47.0\% |

46.3\%
(1) Cash basis calculations exclude goodwill and other intangible assets and their related amortization expense. </TABLE>

<TABLE>
<CAPTION>
Bank of America Corporation
Asset Management Segment

(1) Cash basis calculations exclude goodwill and other intangible assets and their related amortization expense.
</TABLE>
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<CAPTION>

 359
 </TABLE>

<TABLE>
<CAPTION>

Bank of America Corporation
Global Corporate and Investment Banking Segment

\begin{tabular}{lll} 
Return on Tangible Equity (1) & \(19.5 \%\) & \(19.8 \%\) \\
\(19.8 \%\) \\
Efficiency Ratio & \(54.4 \%\) & \\
\(55.4 \%\) \\
Cash Basis Efficiency Ratio (1) & \(54.5 \%\) \\
\(53.5 \%\) \\
Selected Average Balance \\
Sheet Components (in millions) & \(52.5 \%\) & \(52.7 \%\) \\
\begin{tabular}{l} 
Total Loans and Leases \\
\(\$ 109,394\) \\
Total Deposits \\
65,150 \\
Total Earning Assets \\
181,454
\end{tabular} & \(\$ 114,580\) & \(54.3 \%\) \\
\hline
\end{tabular}

(1) Cash basis calculations exclude goodwill and other intangible assets and their related amortization expense.
</TABLE>
