As filed with the Securities and Exchange Commission on July 17, 2013

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

# FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

> Date of Report (Date of earliest event reported): July 17, 2013

# **BANK OF AMERICA CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State or Other Jurisdiction of Incorporation) 1-6523 (Commission File Number) 56-0906609 (IRS Employer Identification No.)

100 North Tryon Street Charlotte, North Carolina 28255 (Address of principal executive offices)

(704) 386-5681

(Registrant's telephone number, including area code)

Not Applicable (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On July 17, 2013, Bank of America Corporation (the "Corporation") announced financial results for thesecond quarter ended June 30, 2013, reporting second quarter net income of \$4.0 billion, or \$0.32 per diluted share. A copy of the press release announcing the Corporation's results for thesecond quarter ended June 30, 2013 (the "Press Release") is attached hereto as Exhibit 99.1 and is incorporated by reference in this Item 2.02. The Press Release is available on the Corporation's website.

The information provided in Item 2.02 of this report, including Exhibit 99.1, shall be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

#### ITEM 7.01. REGULATION FD DISCLOSURE.

On July 17, 2013, the Corporation will hold an investor conference call and webcast to discuss financial results for thesecond quarter ended June 30, 2013, including the Press Release and other matters relating to the Corporation.

The Corporation has also made available on its website presentation materials containing certain historical and forward-looking information relating to the Corporation (the "Presentation Materials") and materials that contain additional information about the Corporation's financial results for the quarter ended June 30, 2013 (the "Supplemental Information"). The Presentation Materials and the Supplemental Information are furnished herewith as Exhibit 99.2 and Exhibit 99.3, respectively, and are incorporated by reference in this Item 7.01. All information in Exhibits 99.2 and 99.3 is presented as of the particular date or dates referenced therein, and the Corporation does not undertake any obligation to, and disclaims any duty to, update any of the information provided.

The information provided in Item 7.01 of this report, including Exhibits 99.2 and 99.3, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall the information or Exhibits 99.2 or 99.3 be deemed incorporated by reference in any filings under the Securities Act of 1933, as amended.

#### ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

#### (d) Exhibits.

Exhibit 99.1 is filed herewith. Exhibits 99.2 and 99.3 are furnished herewith.

| EXHIBIT NO. | DESCRIPTION OF EXHIBIT       |
|-------------|------------------------------|
| 99.1        | The Press Release            |
| 99.2        | The Presentation Materials   |
| 99.3        | The Supplemental Information |
|             |                              |

## SIGNATURES

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

#### BANK OF AMERICA CORPORATION

By:

/s/ Neil A. Cotty Neil A. Cotty Chief Accounting Officer

Dated: July 17, 2013

#### INDEX TO EXHIBITS

#### EXHIBIT NO. DESCRIPTION OF EXHIBIT

- 99.1 The Press Release
  - 99.2 The Presentation Materials
  - 99.3 The Supplemental Information



July 17, 2013

Investors May Contact: Anne Walker, Bank of America, 1.646.855.3644 Lee McEntire, Bank of America, 1.980.388.6780

Reporters May Contact: Jerry Dubrowski, Bank of America, 1.980.388.2840 jerome.f.dubrowski@bankofamerica.com

# Bank of America Reports Second-Quarter 2013 Net Income of \$4.0 Billion, or \$0.32 per Diluted Share on Revenue of \$22.9 Billion<sup>A</sup>

#### **Business Momentum Continues**

- Deposit Balances up 4 Percent Companywide From Q2-12 to \$1.1
  Trillion
- First-lien Mortgage Production up 40 Percent From Q2-12 to \$25
   Billion
- Global Wealth and Investment Management Reports Record Revenue, Pretax Margin, Net Income, Asset Management Fees and Loan Balances
- Commercial Loan Balances up 20 Percent From Q2-12 to \$381 Billion
- Global Investment Banking Fees up 36 Percent From Q2-12 to \$1.6 Billion; Maintained No. 2 Ranking in Global Investment Banking Fees
- Total Noninterest Expense of \$16 Billion, Down \$1 Billion From Q2-12
- Credit Quality Continued to Improve With Net Credit Loss Rates Below 1 Percent for the First Time Since Second Quarter of 2006

#### Capital and Liquidity Remain Strong

- Basel 1 Tier 1 Common Capital Ratio of 10.83 Percent, up From 10.49 Percent in Prior Quarter
- Estimated Basel 3 Tier 1 Common Capital Ratio of 9.60 Percent, up From 9.52 Percent in Prior Quarter<sup>B</sup>
- Long-term Debt Down \$39 Billion From Year-ago Quarter, Driven by Maturities and Liability Management Actions
- Parent Company Liquidity Remained Strong With Time-to-required Funding at 32 Months

CHARLOTTE — Bank of America Corporation today reported that second-quarter 2013 net income rose63 percent to \$4.0 billion from \$2.5 billion in the second quarter of 2012. Earnings per diluted share increased to \$0.32 from \$0.19 in the second quarter of 2012. Revenue, net of interest expense, on a fully taxable-equivalent (FTE) basis rose 3 percent to \$22.9 billion from \$22.2 billion a year ago.

The results for the second quarter of 2013 were driven by year-over-year improvements in net interest income, investment and brokerage income, investment banking fees, sales and trading revenue, equity investment income and credit quality as well as expense reductions. These items were partially offset by the absence of year-ago gains related to liability management actions and lower mortgage banking income.

"We are doing more business with our customers and clients, and gaining momentum across every customer group we serve," said Chief Executive Officer Brian Moynihan. "We must keep improving, but with the consumer recovering and businesses strong, we have lots of opportunity ahead."

"At the beginning of the year, we said we would focus on three things – revenue stability, strengthening the balance sheet and managing costs," said Chief Financial Officer Bruce Thompson. "This quarter, we delivered on all three. Revenue increased 3 percent, we continued to build capital ratios, despite the negative impact of higher interest rates on our bond portfolio, and we reduced expenses related to servicing delinquent mortgage loans at a faster rate than we originally expected."

#### **Selected Financial Highlights**

|   | Three Months Ended |                 |    |                  |                 |        |  |  |  |  |  |
|---|--------------------|-----------------|----|------------------|-----------------|--------|--|--|--|--|--|
| (Dollars in millions, except per share data)      |                    | June 30<br>2013 |    | March 31<br>2013 | June 30<br>2012 |        |  |  |  |  |  |
| Net interest income, FTE basis <sup>1</sup>       | \$                 | 10,771          | \$ | 10,875           | \$              | 9,782  |  |  |  |  |  |
| Noninterest income                                |                    | 12,178          |    | 12,533           |                 | 12,420 |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis |                    | 22,949          |    | 23,408           |                 | 22,202 |  |  |  |  |  |
| Provision for credit losses                       |                    | 1,211           |    | 1,713            |                 | 1,773  |  |  |  |  |  |
| Noninterest expense                               |                    | 16,018          |    | 19,500           |                 | 17,048 |  |  |  |  |  |
| Net income  | \$                 | 4,012           | \$ | 1,483            | \$              | 2,463  |  |  |  |  |  |
| Diluted earnings per common share                 | \$                 | 0.32            | \$ | 0.10             | \$              | 0.19   |  |  |  |  |  |

<sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliations to GAAP financial measures, refer to pages 22-24 of this press release. Net interest income on a GAAP basis was \$10.5 billion, \$10.7 billion and \$9.5 billion for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively. Total revenue, net of interest expense, on a GAAP basis was \$22.7 billion, \$23.2 billion and \$22.0 billion for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

Revenue, net of interest expense, on an FTE basish rose \$747 million, or 3 percent, from the second quarter of 2012, to \$22.9 billion, led by higher net interest income.

Net interest income, on an FTE basis, totaled \$10.8 billion in the second quarter of 2013, compared to \$10.9 billion in the first quarter of 2013 and \$9.8 billion in the second quarter of 2012<sup>A</sup>. The improvement from the year-ago quarter was driven by favorable market-related impacts of \$850 million from lower premium amortization and hedge ineffectiveness, reductions in long-term debt balances, lower rates paid on deposits and higher commercial loan balances, partially offset by lower consumer loan balances as well as lower asset yields. Net interest margin was 2.44 percent in the second quarter of 2013, compared to 2.43 percent in the first quarter of 2013 and 2.21 percent in the second quarter of 2012.

Noninterest income decreased \$242 million from the year-ago quarter, as increases in investment banking fees, equity investment income and investment and brokerage income were more than offset by a decline in other income, as the year-ago quarter included gains related to liability management actions, and lower mortgage banking income

Noninterest expense decreased \$1.0 billion compared to the year-ago quarter to\$16.0 billion, driven primarily by lower litigation expense, reduced expenses in Legacy Assets and Servicing (LAS) and lower personnel expense as the company continued to streamline processes and achieve cost savings.

Previously, Bank of America stated that by the end of 2013, noninterest expense in LAS, excluding litigation costs, was expected to decline to \$2.1 billion a quarter and the number of 60+ days delinquent mortgage loans would decline to 400,000. Based on the progress in the first half of 2013, the company now expects that by the fourth quarter of 2013, noninterest expense in LAS, excluding litigation costs, will be below \$2.0 billion and that the number of 60+ days delinquent mortgage loans will decline below 375,000.

Litigation expense was \$471 million in thesecond quarter of 2013, compared to \$2.2 billion in thefirst quarter of 2013 and \$963 million in the second quarter of 2012.

Income tax expense for the second quarter of 2013 was \$1.5 billion on \$5.5 billion of pretax income, resulting in a27 percent effective tax rate. This compares to income tax expense of \$684 million on \$3.1 billion of pretax income resulting in a22 percent effective tax rate in the year-ago quarter.

At June 30, 2013, the company had 257,158 full-time employees, down from 262,812 at March 31, 2013 and 275,460 at June 30, 2012.

#### **Business Segment Results**

The company reports results through five business segments: Consumer and Business Banking (CBB), Consumer Real Estate Services (CRES), Global Wealth and Investment Management (GWIM), Global Banking, and Global Markets, with the remaining operations recorded in All Other.

Unless otherwise noted, business segment revenue, on an FTE basis, is net of interest expense.

## Consumer and Business Banking (CBB)<sup>1</sup>

|  | Three Months Ended |                |    |                  |    |                 |  |  |  |  |  |
|--|--------------------|----------------|----|------------------|----|-----------------|--|--|--|--|--|
| (Dollars in millions)                              | J                  | une 30<br>2013 |    | March 31<br>2013 |    | June 30<br>2012 |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis  | \$                 | 7,434          | \$ | 7,412            | \$ | 7,495           |  |  |  |  |  |
| Provision for credit losses                        |                    | 967            |    | 952              |    | 1,157           |  |  |  |  |  |
| Noninterest expense                                |                    | 4,183          |    | 4,170            |    | 4,420           |  |  |  |  |  |
| Net income   | \$                 | 1,392          | \$ | 1,439            | \$ | 1,208           |  |  |  |  |  |
| Return on average allocated capital <sup>2,3</sup> |                    | 18.64%         |    | 19.48%           |    | _               |  |  |  |  |  |
| Return on average economic capital <sup>2, 3</sup> |                    | —              |    | _                |    | 20.46%          |  |  |  |  |  |
| Average loans                                      | \$                 | 163,593        | \$ | 165,845          | \$ | 173,565         |  |  |  |  |  |
| Average deposits                                   |                    | 522,259        |    | 502,508          |    | 474,328         |  |  |  |  |  |
| At period-end                                      |                    |                |    |                  |    |                 |  |  |  |  |  |
| Brokerage assets                                   | \$                 | 84,182         | \$ | 82,616           | \$ | 72,226          |  |  |  |  |  |

<sup>1</sup> During the second quarter of 2013, the results of consumer Dealer Financial Services (DFS), previously reported in Global Banking, were moved into CBB and prior periods have been reclassified to conform to current period presentation.

<sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

<sup>3</sup> Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

## **Business Highlights**

- Average deposit balances of \$522.3 billion increased \$47.9 billion, or 10 percent, from the same period a year ago. The
  increase was driven by growth in liquid products in a low-rate environment and an \$18 billion average impact of deposit
  transfers primarily from Global Wealth and Investment Management. The average rate paid on deposits in the second
  quarter of 2013 declined 7 basis points from the year-ago quarter due to pricing discipline and a shift in the mix of deposits.
- The number of mobile banking customers increased 28 percent from the year-ago quarter to 13.2 million, and 11.7 million checks were deposited this quarter via Mobile Check Deposits, reflecting a continued focus on enhancing the customer experience.
- U.S. consumer credit card retail spending per average active account increased 9 percent from thesecond quarter of 2012.
- Merrill Edge brokerage assets increased 17 percent from the same period a year ago to \$84.2 billion due to positive account flows and market growth.
- Small business loan originations and commitments rose 24 percent from the year-ago quarter to \$2.8 billion.
- The company's specialized sales force of financial solutions advisors, mortgage loan officers and small business bankers increased to more than 6,800 specialists in the second quarter of 2013, up 21 percent from the same period a year ago, reflecting the company's continued commitment to deepening customer relationships.

## **Financial Overview**

Consumer and Business Banking reported net income of \$1.4 billion, up \$184 million, or 15 percent, from the year-ago quarter, driven by higher net interest income, lower provision expense and lower noninterest expense, partially offset by lower noninterest income.

Net interest income of \$5.0 billion was up \$156 million from the year-ago quarter, reflecting higher asset and liability management (ALM) activities, partially offset by the impact of the continued low-rate environment on deposit spreads, and lower average loans. Noninterest income decreased \$217 million due to lower card income primarily from the exit from consumer protection products.

Provision for credit losses decreased \$190 million from the year-ago quarter to \$967 million reflecting continued improvement in consumer portfolio trends. Noninterest expense was down \$237 million from the year-ago quarter to \$4.2 billion primarily due to decreased litigation expense and lower operating expense.

## **Consumer Real Estate Services (CRES)**

|   | Three Months Ended |                 |    |                  |    |                 |  |  |  |  |  |  |
|---|--------------------|-----------------|----|------------------|----|-----------------|--|--|--|--|--|--|
| (Dollars in millions)                             |                    | June 30<br>2013 |    | March 31<br>2013 |    | June 30<br>2012 |  |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis | \$                 | 2,115           | \$ | 2,312            | \$ | 2,529           |  |  |  |  |  |  |
| Provision for credit losses                       |                    | 291             |    | 335              |    | 187             |  |  |  |  |  |  |
| Noninterest expense                               |                    | 3,394           |    | 5,406            |    | 3,524           |  |  |  |  |  |  |
| Net loss  | \$                 | (937)           | \$ | (2,157)          | \$ | (744)           |  |  |  |  |  |  |
| Average loans and leases                          |                    | 90,114          |    | 92,963           |    | 105,507         |  |  |  |  |  |  |
| At period-end                                     |                    |                 |    |                  |    |                 |  |  |  |  |  |  |
| Loans and leases                                  | \$                 | 89,257          | \$ | 90,971           | \$ | 104,079         |  |  |  |  |  |  |

## **Business Highlights**

- Bank of America funded \$26.8 billion in residential home loans and home equity loans during thesecond quarter of 2013, up 7 percent from the first quarter of 2013, and 41 percent higher than the second quarter of 2012.
- The residential fundings helped more than 112,000 homeowners either refinance an existing mortgage or purchase a home through our retail channels, including more than 4,600 first-time homebuyer mortgages and more than 40,000 mortgages to low- and moderate-income borrowers.
- The number of 60+ days delinquent first mortgage loans serviced by LAS declined 26 percent during thesecond quarter of 2013 to 492,000 loans from 667,000 loans at the end of thefirst quarter of 2013, and declined 54 percent from 1.06 million loans at the end of the second quarter of 2012.

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#### **Financial Overview**

Consumer Real Estate Services reported a net loss of \$937 million for the second quarter of 2013, compared to a net loss of \$744 million for the same period in 2012. Revenuedeclined \$414 million from the second quarter of 2012 to \$2.1 billion. Noninterest income was \$1.4 billion, a decrease of \$400 million from the year-ago quarter, primarily due to lower servicing income driven by a decline in the size of the servicing portfolio. Core production revenue was \$860 million in the second quarter of 2013, down from \$902 million in the year-ago quarter as higher originations were offset by lower margins. This decline was partially offset by higher revenues from the sale of loans that had returned to performing status.

Approximately 83 percent of funded first mortgages were refinances and 17 percent were for home purchases. The provision for representations and warranties was \$197 million in the second quarter of 2013, compared to \$395 million in the second quarter of 2012.

The provision for credit losses increased \$104 million to \$291 million, reflecting a slower rate of improvement compared to the year-ago quarter. Noninterest expense decreased to \$3.4 billion from \$3.5 billion in the second quarter of 2012, due to lower LAS expenses, partially offset by higher expenses in Home Loans. The decline in LAS expenses reflected continued rightsizing of default-related staff and vendors, while the increase in Home Loan expenses was due primarily to higher loan volume.

#### Global Wealth and Investment Management (GWIM)

|   |    | Three Months Ended |    |         |                  |         |  |  |  |  |  |  |
|---|----|--------------------|----|---------|------------------|---------|--|--|--|--|--|--|
| (Dollars in millions)                               | J  | June 30<br>2013    |    |         | March 31<br>2013 |         |  |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis   | \$ | 4,499              | \$ | 4,421   | \$               | 4,094   |  |  |  |  |  |  |
| Provision for credit losses                         |    | (15)               |    | 22      |                  | 47      |  |  |  |  |  |  |
| Noninterest expense                                 |    | 3,272              |    | 3,253   |                  | 3,177   |  |  |  |  |  |  |
| Net income  | \$ | 758                | \$ | 720     | \$               | 548     |  |  |  |  |  |  |
| Return on average allocated capital <sup>1, 2</sup> |    | 30.57%             |    | 29.38%  |                  | _       |  |  |  |  |  |  |
| Return on average economic capital <sup>1, 2</sup>  |    | _                  |    |         |                  | 31.76%  |  |  |  |  |  |  |
| Average loans and leases                            | \$ | 109,589            | \$ | 106,082 | \$               | 98,964  |  |  |  |  |  |  |
| Average deposits                                    |    | 235,344            |    | 253,413 |                  | 238,540 |  |  |  |  |  |  |
| At period-end (Dollars in billions)                 |    |                    |    |         |                  |         |  |  |  |  |  |  |
| Assets under management                             | \$ | 743.6              | \$ | 745.3   | \$               | 667.5   |  |  |  |  |  |  |
| Total client balances <sup>3</sup>                  |    | 2,215.1            |    | 2,231.7 |                  | 2,066.6 |  |  |  |  |  |  |

<sup>1</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

<sup>2</sup> Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

<sup>3</sup> Total client balances are defined as assets under management, assets in custody, client brokerage assets, client deposits and loans (including margin receivables).

## **Business Highlights**

- Record quarterly results in revenue, pretax margin, net income, asset management fees and loan balances.
- Client balances rose 8 percent (excluding balances transferred to Consumer and Business Banking) from the year-ago quarter to \$2.22 trillion.
- Asset management fees grew to \$1.7 billion, up 10 percent from the year-ago quarter.
- Long-term assets under management (AUM) flows more than doubled from the year-ago quarter tc\$7.7 billion, marking the 16th consecutive quarter of positive flows.
- Period-end loan balances increased to \$111.8 billion, up 11 percent from the year-ago quarter.
- Period-end deposit balances decreased \$2.3 billion to \$235.0 billion from the year-ago quarter as \$15 billion of organic growth was offset by \$17 billion of net transfers of deposits to Consumer and Business Banking.

## **Financial Overview**

Global Wealth and Investment Management net income rose38 percent from the second quarter of 2012 to \$758 million. The pretax margin was a record 28 percent for the second quarter of 2013, up from 21 percent in the year-ago quarter.

Revenue increased 10 percent from the year-ago quarter to \$4.5 billion, driven by higher asset management fees related to higher market levels and long-term AUM flows, higher transactional revenue and higher net interest income.

The provision for credit losses decreased \$62 million from the year-ago quarter to a\$15 million benefit driven by credit quality improvement. Noninterest expense of \$3.3 billion increased 3 percent, driven by higher volume-related expenses partially offset by lower personnel costs.

Client balances rose 8 percent (excluding balances transferred to Consumer and Business Banking) from the year-ago quarter to \$2.22 trillion, reflecting higher market levels and net inflows, driven by client activity in long-term AUM, deposits and loans. Assets under management rose \$76.2 billion, or 11 percent, from the second quarter of 2012 to \$743.6 billion, driven by long-term AUM flows and market impact.

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# Global Banking<sup>1</sup>

|  | Three Months Ended |                |                  |         |    |                 |  |  |  |  |  |
|--|--------------------|----------------|------------------|---------|----|-----------------|--|--|--|--|--|
| (Dollars in millions)                              | J                  | une 30<br>2013 | March 31<br>2013 |         |    | June 30<br>2012 |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis  | \$                 | 4,139          | \$               | 4,030   | \$ | 3,908           |  |  |  |  |  |
| Provision for credit losses                        |                    | 163            |                  | 149     |    | (152)           |  |  |  |  |  |
| Noninterest expense                                |                    | 1,859          |                  | 1,837   |    | 1,967           |  |  |  |  |  |
| Net income   | \$                 | 1,291          | \$               | 1,284   | \$ | 1,318           |  |  |  |  |  |
| Return on average allocated capital <sup>2,3</sup> |                    | 22.52%         |                  | 22.65%  |    | _               |  |  |  |  |  |
| Return on average economic capital <sup>2, 3</sup> |                    | _              |                  |         |    | 27.24%          |  |  |  |  |  |
| Average loans and leases                           | \$                 | 255,674        | \$               | 244,068 | \$ | 219,504         |  |  |  |  |  |
| Average deposits                                   |                    | 227,668        |                  | 222,120 |    | 213,862         |  |  |  |  |  |

<sup>1</sup> During the second quarter of 2013, the results of consumer Dealer Financial Services (DFS), previously reported in Global Banking, were moved into CBB and prior periods have been reclassified to conform to current period presentation.

<sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

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## **Business Highlights**

- Bank of America Merrill Lynch (BAML) maintained its No. 2 ranking in global net investment banking fees in the econd quarter of 2013, with a 7.4 percent market share, according to Dealogic. BAML was also ranked among the top three financial institutions in high-yield corporate debt, leveraged loans, investment-grade corporate debt, asset-backed securities, mortgage-backed securities and syndicated loans during the second quarter, according to Dealogic.
- Average loan and lease balances increased \$36.2 billion, or 16 percent, from the year-ago quarter to \$255.7 billion and \$11.6 billion, or 5 percent, from the prior quarter with growth primarily in the commercial and industrial portfolio and the commercial real estate portfolio. Average international loans increased 29 percent from the year-ago quarter, driven by gains across all regions.
- Average deposits rose \$13.8 billion, or 6 percent, from the year-ago quarter to \$227.7 billion, due to growth in international deposits, which increased 22 percent from the year-ago quarter, reflecting the strength of the international franchise.

#### **Financial Overview**

Global Banking reported net income of \$1.3 billion in the second quarter of 2013, relatively unchanged from the year-ago quarter, as an increase in revenue and a decline in noninterest expense were offset by higher provision for credit losses. Revenue of \$4.1 billion was up \$231 million, or 6 percent, from the second quarter of 2012, reflecting higher investment banking fees and higher net interest income driven by loan growth.

Firmwide investment banking fees of \$1.6 billion, excluding self-led deals, increased 36 percent from the year-ago quarter, mainly due to a strong performance in debt and equity underwriting fees. Global Banking investment banking fees, excluding self-led deals, increased 24 percent to \$785 million from \$633 million in the year-ago quarter.

Global Corporate Banking revenue of \$1.6 billion and Global Commercial Banking revenue of \$1.8 billion increased \$91 million and \$140 million, respectively, compared to the year-ago quarter. Business Lending revenue of \$1.9 billion and Treasury Services revenue of \$1.4 billion increased \$160 million and \$71 million, respectively, compared to the year-ago period.

The provision for credit losses increased \$315 million from the year-ago quarter to \$163 million, driven by commercial loan growth. In the year-ago quarter, charge-offs exceeded provision, which resulted in a net reduction in the reserve of \$272 million. Noninterest expense was \$1.9 billion, down 5 percent from the year-ago quarter, primarily from lower personnel-related expenses.

## **Global Markets**

|   | Three Months Ended |                 |    |                  |    |                 |  |  |  |  |
|---|--------------------|-----------------|----|------------------|----|-----------------|--|--|--|--|
| (Dollars in millions)   |                    | June 30<br>2013 |    | March 31<br>2013 |    | June 30<br>2012 |  |  |  |  |
| Total revenue, net of interest expense, FTE basis                             | \$                 | 4,189           | \$ | 4,869            | \$ | 3,578           |  |  |  |  |
| Total revenue, net of interest expense, FTE basis, excluding DVA <sup>1</sup> |                    | 4,151           |    | 4,924            |    | 3,734           |  |  |  |  |
| Provision for credit losses   |                    | (16)            |    | 5                |    | (1)             |  |  |  |  |
| Noninterest expense   |                    | 2,769           |    | 3,073            |    | 2,855           |  |  |  |  |
| Net income  | \$                 | 959             | \$ | 1,169            | \$ | 497             |  |  |  |  |
| Net income, excluding DVA <sup>1</sup>  |                    | 935             |    | 1,204            |    | 595             |  |  |  |  |
| Return on average allocated capital <sup>2,3</sup>                            |                    | 12.85%          |    | 15.83%           |    | _               |  |  |  |  |
| Return on average economic capital <sup>2, 3</sup>                            |                    | _               |    | _                |    | 15.10%          |  |  |  |  |
| Total average assets  | \$                 | 653,116         | \$ | 667,265          | \$ | 596,861         |  |  |  |  |

<sup>1</sup> Total revenue, net of interest expense, on an FTE basis excluding DVA and net income excluding DVA are non-GAAP financial measures. DVA gains (losses) were\$38 million, \$(55) million and \$(156) million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

<sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

<sup>3</sup> Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

## **Business Highlights**

- Equities revenue, excluding DVA<sup>D</sup>, rose 53 percent from the second quarter of 2012, and was the highest since the first quarter of 2011, driven by increased market share and improved trading performance.
- International revenue, excluding DVA<sup>C</sup>, increased to 43 percent of global revenue compared to 34 percent in the year-ago quarter.

#### **Financial Overview**

Global Markets reported net income nearly doubled from the year-ago quarter to\$959 million in the second quarter of 2013, compared to \$497 million in the year-ago quarter. Excluding DVA<sup>C</sup>, net income was \$935 million in the second quarter of 2013, compared to \$595 million in the year-ago quarter.

Global Markets revenue increased \$611 million, or 17 percent, from the year-ago quarter to\$4.2 billion. Excluding DVA<sup>C</sup>, revenue increased \$417 million, or 11 percent, to\$4.2 billion driven by higher equities sales and trading revenue as well as an increase in debt and equity issuance. DVA gains were \$38 million, compared to losses of\$156 million in the year-ago quarter.

Fixed Income, Currency and Commodities sales and trading revenue, excluding DVÆ, was \$2.3 billion in the second quarter of 2013, a decrease of \$296 million from the year-ago quarter, reflecting a challenging trading environment toward the end of the quarter as fixed income assets sold off due to market concerns related to the Federal Reserve's policy announcement in June. Equities sales and trading revenue, excluding DVA<sup>D</sup>, was \$1.2 billion, an increase of \$414 million, or 53 percent, from the year-ago quarter due to increased market share and improved trading performance.

Noninterest expense declined \$86 million to \$2.8 billion from the year-ago quarter primarily driven by lower operating costs.

#### All Other<sup>1</sup>

|  | Three Months Ended  |    |                  |    |                 |  |  |  |  |  |  |
|--|---------------------|----|------------------|----|-----------------|--|--|--|--|--|--|
| (Dollars in millions)  | <br>June 30<br>2013 |    | March 31<br>2013 |    | June 30<br>2012 |  |  |  |  |  |  |
| Total revenue, net of interest expense, FTE basis <sup>2</sup> | \$<br>573           | \$ | 364              | \$ | 598             |  |  |  |  |  |  |
| Provision for credit losses                                    | (179)               |    | 250              |    | 535             |  |  |  |  |  |  |
| Noninterest expense  | 541                 |    | 1,761            |    | 1,105           |  |  |  |  |  |  |
| Net income (loss)  | \$<br>549           | \$ | (972)            | \$ | (364)           |  |  |  |  |  |  |
| Total average loans  | 238,910             |    | 244,557          |    | 263,649         |  |  |  |  |  |  |

<sup>1</sup> All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, and the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity Investments includes Global Principal Investments (GPI), strategic and certain other investments. Other includes certain residential mortgage loans that are managed by Legacy Assets and Servicing within CRES.

<sup>2</sup> Revenue includes equity investment income (loss) of \$576 million, \$520 million and (\$36) million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively, and gains on sales of debt securities of \$452 million, \$67 million and \$354 million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

All Other reported net income of \$549 million in the second quarter of 2013, compared to a net loss of \$364 million for the same period a year ago. The increase was primarily driven by a reduction in the provision for credit losses, higher equity investment income and lower noninterest expense. Partially offsetting these items were \$505 million in gains related to liability management actions in the year-ago period.

The provision for credit losses decreased \$714 million to a \$179 million benefit in the second quarter of 2013, compared to a year ago, driven primarily by continued improvement in portfolio trends and increased home prices in the residential mortgage portfolio. Noninterest expense decreased \$564 million to \$541 million due to lower litigation and personnel expenses.

## **Credit Quality**

|  |    |                 | Th | ree Months Ended |    |                 |
|--|----|-----------------|----|------------------|----|-----------------|
| (Dollars in millions)  |    | June 30<br>2013 |    | March 31<br>2013 |    | June 30<br>2012 |
| Provision for credit losses  | \$ | 1,211           | \$ | 1,713            | \$ | 1,773           |
| Net charge-offs <sup>1</sup>   |    | 2,111           |    | 2,517            |    | 3,626           |
| Net charge-off ratio <sup>1, 2</sup>                                     |    | 0.94            | %  | 1.14 %           | ,  | 1.64 %          |
| Net charge-off ratio, excluding the PCI loan portfolio <sup>2, 3</sup>   |    | 0.97            |    | 1.18             |    | 1.69            |
| Net charge-off ratio, including PCI write-offs <sup>2,3</sup>            |    | 1.07            |    | 1.52             |    | n/a             |
| At period-end  |    |                 |    |                  |    |                 |
| Nonperforming loans, leases and foreclosed properties                    | \$ | 21,280          | \$ | 22,842           | \$ | 25,377          |
| Nonperforming loans, leases and foreclosed properties ratio <sup>3</sup> |    | 2.33            | %  | 2.53 %           | ,  | 2.87 %          |
| Allowance for loan and lease losses                                      | \$ | 21,235          | \$ | 22,441           | \$ | 30,288          |
| Allowance for loan and lease losses ratio <sup>4</sup>                   |    | 2.33            | %  | 2.49%            |    | 3.43 %          |

<sup>1</sup> Excludes write-offs of PCI loans of \$313 million and \$839 million for the three months ended June 30, 2013 and March 31, 2013. There were no write-offs of PCI loans for the three months ended June 30, 2012.

<sup>2</sup> Net charge-off ratios are calculated as net charge-offs divided by average outstanding loans and leases during the period; quarterly results are annualized.

<sup>3</sup> Nonperforming loans, leases and foreclosed properties ratios are calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.

<sup>4</sup> Allowance for loan and lease losses ratios are calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.

n/a = not applicable

Note: Ratios do not include loans measured under the fair value option.

Credit quality continued to improve in thesecond quarter of 2013, with net charge-offs declining across nearly all major portfolios and the provision for credit losses decreasing from the first quarter of 2013 as well as the year-ago quarter. The number of 30+ days performing delinquent loans, excluding fully-insured loans, declined across all major consumer portfolios, reaching record low levels in the U.S. credit card portfolio. Additionally, reservable criticized balances and nonperforming loans, leases and foreclosed properties also continued to decline, down 27 percent and 16 percent from the year-ago period. Net charge-offs were \$2.1 billion in the second quarter of 2013, down from \$2.5 billion in the first quarter of 2013 and \$3.6 billion in the second quarter of 2012. Given the improving trend in delinquencies and other metrics, net charge-offs are expected to come in below \$2.0 billion in the third quarter of 2013.

The provision for credit losses was \$1.2 billion, a decline of \$502 million from the first quarter of 2013 and a decline of \$562 million from the second quarter of 2012. The provision for credit losses in thesecond quarter of 2013 was \$900 million lower than net charge-offs, resulting in a reduction in the allowance for credit losses. This included a \$252 million benefit in the PCI portfolio primarily due to an improved home price outlook. The

remaining reduction was driven by improvement in the non-PCI consumer real estate portfolios, primarily due to increased home prices and continued portfolio improvement, as well as lower levels of delinquencies across the Consumer Lending portfolio.

The allowance for loan and lease losses to annualized net charge-off coverage ratio was 2.51 times in the second quarter of 2013, compared with 2.20 times in the first quarter of 2013 and 2.08 times in the second quarter of 2012. The increase was due to the improvement in net charge-offs discussed above. The allowance to annualized net charge-off coverage ratio, excluding PCI, was 2.04 times, 1.76 times and 1.46 times for the same periods, respectively.

Nonperforming loans, leases and foreclosed properties were \$21.3 billion at June 30, 2013, a decrease from \$22.8 billion at March 31, 2013 and \$25.4 billion at June 30, 2012.

#### **Capital and Liquidity Management**

| (Dollars in millions, except per share information)                       | At June 30<br>2013 | At March 31<br>2013 | At June 30<br>2012 |
|---|--------------------|---------------------|--------------------|
| Total shareholders' equity  | \$<br>231,032      | \$<br>237,293       | \$<br>235,975      |
| Tier 1 common capital   | 139,519            | 136,119             | 134,082            |
| Tier 1 common capital ratio including Market Risk Final Rule <sup>2</sup> | 10.83%             | 10.49%              | n/a                |
| Tangible common equity ratio <sup>1</sup>                                 | 6.98               | 6.88                | 6.83               |
| Common equity ratio   | 10.21              | 10.05               | 10.05              |
| Tangible book value per share <sup>1</sup>                                | \$<br>13.32        | \$<br>13.36         | \$<br>13.22        |
| Book value per share  | 20.18              | 20.19               | 20.16              |

<sup>1</sup> Tangible common equity ratio and tangible book value per share are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to pages22-24 of this press release.

<sup>2</sup> As of January 1, 2013, the Market Risk Final Rule became effective under Basel 1. The Market Risk Final Rule introduces new measures of market risk including a charge related to stressed Value-at-Risk (VaR), an incremental risk charge and a comprehensive risk measure, as well as other technical modifications. The Basel 1 Tier 1 common capital ratio for June 30, 2012 is not presented as the Market Risk Final Rule did not apply during that period.

n/a = not applicable

The Tier 1 common capital ratio, including the Market Risk Final Rule, was10.83 percent at June 30, 2013, up from 10.49 percent at March 31, 2013. Prior to March 31, 2013, reported Basel 1 results were not calculated using the Market Risk Final Rule, which became effective on January 1, 2013.

As of June 30, 2013, the company's Tier 1 common capital ratio on a Basel 3 fully phased-in basis was estimated a9.60 percent, up from 9.52 percent at March 31, 2013 and 7.95 percent at June 30, 2012.

Fully phased-in Basel 3 estimates for June 30, 2013 were calculated under the advanced approach of the final Basel 3 advanced approach rules recently released by the Federal Reserve, assuming all regulatory model approvals, except for the potential reduction to the risk-weighted assets resulting from the Comprehensive Risk Measure after one year.

Under Basel 3, the estimated Tier 1 common capital ratio increased from the first quarter of 2013 primarily due to lower riskweighted assets, offset by a net decline in Tier 1 common capital. Estimated Basel 3 risk-weighted assets were lower than the first quarter of 2013 due to an overall improvement in credit quality. The decline in estimated Tier 1 common

capital under Basel 3 was driven primarily by unrealized losses on available-for-sale debt securities recognized in other comprehensive income, partially offset by favorable earnings.

At June 30, 2013, the company's total Global Excess Liquidity Sources were \$342 billion, down from \$378 billion at June 30, 2012, with long-term debt reductions of \$39 billion from the year-ago period. Time-to-required funding was 32 months at June 30, 2013, compared to 29 months at March 31, 2013 and 37 months at June 30, 2012.

During the second quarter of 2013, a cash dividend of \$0.01 per common share was paid and the company recorded \$441 million in preferred dividends, which included \$76 million in non-cash dividends associated with the preferred stock redemptions. Periodend common shares issued and outstanding were 10.74 billion and 10.78 billion for the second quarter of 2013 and 2012.

The company previously announced that it was authorized to repurchase up to \$5.0 billion of common stock and redeem approximately \$5.5 billion in preferred stock. As of June 30, 2013, approximately 80 million common shares had been repurchased for approximately \$1.0 billion at an average price of \$12.59 per share, and approximately \$5.5 billion of preferred stock, consisting of Series H, 6, 7 and 8, had been redeemed.

Tangible book value per share<sup>E</sup> was \$13.32 at June 30, 2013, compared to \$13.36 at March 31, 2013 and \$13.22 at June 30, 2012. Book value per share was\$20.18 at June 30, 2013, compared to \$20.19 at March 31, 2013 and \$20.16 at June 30, 2012.

A Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release. Total revenue, net of interest expense, on a GAAP basis, was \$22.7 billion, \$23.2 billion and \$22.0 billion for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively. Net interest income on a GAAP basis was \$10.5 billion, \$10.7 billion and \$9.5 billion for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

B Basel 3 Tier 1 common capital ratio is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to page 18 of this press release. Fully phased-in Basel 3 estimates for June 30, 2013 were calculated under the final advanced approach of the Basel 3 rules recently released by the Federal Reserve, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the Comprehensive Risk Measure after one year.

C Sales and trading revenue, international revenue and net income (loss) excluding the impact of DVA are non-GAAP financial measures. DVA gains (losses) were \$38 million, \$(55) million and \$(156) million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

D Fixed Income, Currency and Commodities (FICC) sales and trading revenue, excluding DVA, and Equity sales and trading revenue, excluding DVA, are non-GAAP financial measures. FICC DVA gains (losses) were \$33 million, \$(65) million and \$(137) million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively. Equities DVA gains (losses) were \$5 million, \$10 million and \$(19) million for the three months ended June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

E Tangible book value per share of common stock is a non-GAAP measure. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, refer to pages 22-24 of this press release.

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss second-quarter/2013 results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at <u>http://investor.bankofamerica.com</u>. For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1734 (international) and the conference ID: 79795.

A replay will be available via webcast through the Bank of America Investor Relations website. A replay of the conference call will also be available beginning at noon on July 17 through midnight, July 25 by telephone at 800.753.8546 (U.S.) or 1.402.220.0685 (international).

## Bank of America

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Bank of America and its management may make certain statements that constitute forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "estimates," "intends," "plans," "goals," "believes" and other similar expressions or future or conditional verbs such as "will," "should," "would" and "could." The forward-looking statements made represent Bank of America's current expectations, plans or forecasts of its future results and revenues, including expectations regarding the timing and amount of cost savings due to Project New BAC; expectations regarding previously announced stock repurchases; expectations regarding Legacy Assets and Servicing (LAS) costs; expectations regarding third-quarter 2013 net charge-offs;

and other similar matters. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements.

You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risks, as well as those more fully discussed under Item 1A. "Risk Factors" of Bank of America's 2012 Annual Report on Form 10-K, and in any of

Bank of America's subsequent SEC filings; the company's ability to obtain required approvals or consents from third parties with respect to the MSR sale agreements; the company's resolution of remaining differences with the government-sponsored enterprises (GSEs) regarding representations and warranties repurchase claims, including in some cases with respect to mortgage insurance rescissions and foreclosure delays; the company's ability to resolve representations and warranties claims made by monolines and private-label and other investors, including as a result of any adverse court rulings, and the chance that the company could face related servicing, securities, fraud, indemnity or other claims from one or more of the monolines or private-label and other investors; that final court approval of negotiated settlements is not obtained; if future representations and warranties losses occur in excess of the company's recorded liability and estimated range of possible loss for GSE and non-GSE exposures: uncertainties about the financial stability of several countries in the European Union (EU), the increasing risk that those countries may default on their sovereign debt or exit the EU and related stresses on financial markets, the euro and the EU and the company's direct and indirect exposures to such risks; the uncertainty regarding the timing and final substance of any capital or liquidity standards, including the proposed supplementary leverage ratio requirements and their implementation for U.S. banks through rulemaking by the Board of Governors of the Federal Reserve System (Federal Reserve), including anticipated requirements to hold higher levels of regulatory capital, liquidity and meet higher regulatory capital ratios as a result of proposed capital or liquidity standards; the negative impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the company's businesses and earnings, including as a result of additional regulatory interpretation and rulemaking and the success of the company's actions to mitigate such impacts; the company's satisfaction of its borrower assistance programs under the global settlement agreement with federal agencies and state attorneys general and under the acceleration agreement with the OCC and the Federal Reserve; adverse changes to the company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the company's assets and liabilities; the inherent uncertainty of litigation and, while litigation expense is expected to continue in future periods, it is expected to vary from period to period; unexpected claims, damages and fines resulting from pending or future litigation and regulatory proceedings; the company's ability to fully realize the cost savings and other anticipated benefits from Project New BAC, including in accordance with currently anticipated timeframes; potential tapering of the Federal Reserve's bond buying program; the impacts on the company of a potential higher rate environment; and other similar matters.

Forward-looking statements speak only as of the date they are made, and Bank of America undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

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#### **Selected Financial Data**

(Dollars in millions, except per share data; shares in thousands)

| Summary Income Statement                     | Six Months Ended<br>June 30<br>2013 2012 |        |    |        | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Second<br>Quarter<br>2012 |
|--|--|--------|----|--------|---------------------------|--------------------------|---------------------------|
| Net interest income                          | \$                                       | 21,213 | \$ | 20,394 | \$<br>10,549              | \$<br>10,664             | \$<br>9,548               |
| Noninterest income                           |  | 24,711 |    | 23,852 | 12,178                    | 12,533                   | 12,420                    |
| Total revenue, net of interest expense       |  | 45,924 |    | 44,246 | <br>22,727                | <br>23,197               | 21,968                    |
| Provision for credit losses                  |  | 2,924  |    | 4,191  | 1,211                     | 1,713                    | 1,773                     |
| Noninterest expense                          |  | 35,518 |    | 36,189 | <br>16,018                | <br>19,500               | <br>17,048                |
| Income before income taxes                   |  | 7,482  |    | 3,866  | 5,498                     | 1,984                    | 3,147                     |
| Income tax expense                           |  | 1,987  |    | 750    | <br>1,486                 | <br>501                  | <br>684                   |
| Net income                                   | \$                                       | 5,495  | \$ | 3,116  | \$<br>4,012               | \$<br>1,483              | \$<br>2,463               |
| Preferred stock dividends                    |  | 814    |    | 690    | 441                       | 373                      | 365                       |
| Net income applicable to common shareholders | \$                                       | 4,681  | \$ | 2,426  | \$<br>3,571               | \$<br>1,110              | \$<br>2,098               |
|  |  |        |    |        |                           |                          |                           |
| Earnings per common share                    | \$                                       | 0.43   | \$ | 0.23   | \$<br>0.33                | \$<br>0.10               | \$<br>0.19                |
| Diluted earnings per common share            |  | 0.42   |    | 0.22   | 0.32                      | 0.10                     | 0.19                      |

| Summary Average Balance Sheet | Six Months Ended<br>June 30 |           |    |           |                 | Second          |    | First     |                 | Second    |
|-------------------------------|-----------------------------|-----------|----|-----------|-----------------|-----------------|----|-----------|-----------------|-----------|
|                               | <b>2013</b> 2012            |           |    |           | Quarter<br>2013 | Quarter<br>2013 |    |           | Quarter<br>2012 |           |
| Total loans and leases        | \$                          | 910,269   | \$ | 906,610   | \$              | 914,234         | \$ | 906,259   | \$              | 899,498   |
| Debt securities               |                             | 349,794   |    | 349,350   |                 | 343,260         |    | 356,399   |                 | 357,081   |
| Total earning assets          |                             | 1,784,975 |    | 1,770,336 |                 | 1,769,336       |    | 1,800,786 |                 | 1,772,568 |
| Total assets                  |                             | 2,198,443 |    | 2,190,868 |                 | 2,184,610       |    | 2,212,430 |                 | 2,194,563 |
| Total deposits                |                             | 1,077,631 |    | 1,031,500 |                 | 1,079,956       |    | 1,075,280 |                 | 1,032,888 |
| Common shareholders' equity   |                             | 218,509   |    | 215,466   |                 | 218,790         |    | 218,225   |                 | 216,782   |
| Total shareholders' equity    |                             | 236,024   |    | 234,062   |                 | 235,063         |    | 236,995   |                 | 235,558   |

| Performance Ratios  | <br>Six Mont<br>Jun | ths End<br>1e 30 | led   |    | Second            |    | First            |    | Second            |
|---|---------------------|------------------|-------|----|-------------------|----|------------------|----|-------------------|
|   | 2013                |                  | 2012  |    | Quarter<br>2013   |    | Quarter<br>2013  |    | Quarter<br>2012   |
| Return on average assets  | 0.50 %              |                  | 0.29% |    | 0.74 %            |    | 0.27 %           |    | 0.45%             |
| Return on average tangible shareholders' equity (1)                           | 6.84                |                  | 3.94  |    | 9.98              |    | 3.69             |    | 6.16              |
| Credit Quality  | <br>Six Mont<br>Jun | ths Enc<br>1e 30 | led   |    | Second<br>Quarter |    | First<br>Quarter |    | Second<br>Quarter |
|   | 2013                |                  | 2012  |    | 2013              |    | 2013             |    | 2012              |
| Total net charge-offs   | \$<br>4,628         | \$               | 7,682 | \$ | 2,111             | \$ | 2,517            | \$ | 3,626             |
| Net charge-offs as a % of average loans and leases outstanding <sup>2</sup> ) | 1.04 %              |                  | 1.72% |    | 0.94 %            |    | 1.14%            |    | 1.64%             |
| Provision for credit losses   | \$<br>2,924         | \$               | 4,191 | s  | 1,211             | s  | 1,713            | s  | 1,773             |

|   | June 30<br>2013 | March 31<br>2013 | June 30<br>2012 |
|---|-----------------|------------------|-----------------|
| Total nonperforming loans, leases and foreclosed properties <sup>(3)</sup>                                      | \$<br>21,280    | \$<br>22,842     | \$<br>25,377    |
| Nonperforming loans, leases and foreclosed properties as a % of total loans, leases and foreclosed propertie(s) | 2.33 %          | 2.53 %           | 2.87%           |
| Allowance for loan and lease losses   | \$<br>21,235    | \$<br>22,441     | \$<br>30,288    |
| Allowance for loan and lease losses as a % of total loans and leases outstanding)                               | 2.33 %          | 2.49%            | 3.43 %          |

For footnotes see page 18.

More

This information is preliminary and based on company data available at the time of the presentation.

#### Selected Financial Data (continued)

(Dollars in millions, except per share data; shares in thousands)

| Capital Management<br>Risk-based capital <sup>(4, 5)</sup> :   | <br>June 30<br>2013 | <br>March 31<br>2013 | <br>June 30<br>2012 |
|--|---------------------|----------------------|---------------------|
| Tier 1 common capital  | \$<br>139,519       | \$<br>136,119        | \$<br>134,082       |
| Tier 1 common capital ratio <sup>(6)</sup>   | 10.83%              | 10.49%               | 11.24%              |
| Tier 1 leverage ratio  | 7.49                | 7.49                 | 7.84                |
| Tangible equity ratio <sup>(7)</sup>   | 7.67                | 7.78                 | 7.73                |
| Tangible common equity ratio <sup>(7)</sup>  | 6.98                | 6.88                 | 6.83                |
| Period-end common shares issued and outstanding  | 10,743,098          | 10,822,380           | 10,776,869          |
| Basel 1 to Basel 3 (fully phased-in) Reconciliation <sup>(5, 8)</sup>  | <br>June 30<br>2013 | <br>March 31<br>2013 | <br>June 30<br>2012 |
| Regulatory capital – Basel 1 to Basel 3 (fully phased-in)  |                     |                      |                     |
| Basel 1 Tier 1 capital   | \$<br>156,689       | \$<br>158,677        | \$<br>164,665       |
| Deduction of qualifying preferred stock and trust preferred securities   | <br>(17,170)        | <br>(22,558)         | <br>(30,583)        |
| Basel 1 Tier 1 common capital Deduction of defined benefit pension assets  | 139,519             | 136,119              | 134,082             |
| Change in deferred tax assets and threshold deductions (deferred tax asset temporary differences, MSRs and significant | (787)               | (776)                | (3,057)             |
| investments)   | (6,761)             | (4,501)              | (3,745)             |
| Change in all other deductions, net  | <br>(6,125)         | <br>(2,032)          | <br>(2,459)         |
| Basel 3 (fully phased-in) Tier 1 common capital  | \$<br>125,846       | \$<br>128,810        | \$<br>124,821       |
| Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)  |                     |                      |                     |
| Basel 1 risk-weighted assets   | \$<br>1,288,159     | \$<br>1,298,187      | \$<br>1,193,422     |
| Net change in credit and other risk-weighted assets  | 22,276              | 55,454               | 298,003             |
| Increase due to Market Risk Final Rule   | <br>_               | <br>                 | <br>79,553          |
| Basel 3 (fully phased-in) risk-weighted assets   | \$<br>1,310,435     | \$<br>1,353,641      | \$<br>1,570,978     |

#### Tier 1 common capital ratios

| Basel 1                   |                      |         | 10.83 %           | 10.49%          | 11.24%            |
|---------------------------|----------------------|---------|-------------------|-----------------|-------------------|
| Basel 3 (fully phased-in) |                      |         | 9.60              | 9.52            | 7.95              |
|                           | Six Months<br>June 3 |         | Second<br>Quarter | First           | Second<br>Quarter |
|                           | 2013                 | 2012    | 2013              | Quarter<br>2013 | 2012              |
| Common shares issued      | 44,480               | 240,931 | 364               | 44,116          | 1,265             |

|  |            |            |            | · · · · · · · · · · · · · · · · · · · | · · · · · · |
|--|------------|------------|------------|---------------------------------------|-------------|
| Average common shares issued and outstanding         | 10,787,357 | 10,714,881 | 10,775,867 | 10,798,975                            | 10,775,695  |
| Average diluted common shares issued and outstanding | 11,549,693 | 11,509,945 | 11,524,510 | 11,154,778                            | 11,556,011  |
| Dividends paid per common share                      | \$<br>0.02 | \$<br>0.02 | \$<br>0.01 | \$<br>0.01                            | \$<br>0.01  |

#### Summary Period-End Balance Sheet

| Total loans and leases Total debt securities Total earning assets Total assets Total assets | June 30<br>2013 | March 31<br>2013 | June 30<br>2012 |
|---|-----------------|------------------|-----------------|
| Total earning assets Total assets   | \$<br>921,570   | \$<br>911,592    | \$<br>892,315   |
| Total assets  | 336,403         | 354,709          | 349,140         |
|   | 1,719,866       | 1,763,737        | 1,737,809       |
|   | 2,123,320       | 2,174,819        | 2,160,854       |
| Total deposits  | 1,080,783       | 1,095,183        | 1,035,225       |
| Total shareholders' equity  | 231,032         | 237,293          | 235,975         |
| Common shareholders' equity   | 216,791         | 218,513          | 217,213         |
| Book value per share of common stock  | \$<br>20.18     | \$<br>20.19      | \$<br>20.16     |
| Tangible book value per share of common stock <sup>(1)</sup>                                | 13.32           | 13.36            | 13.22           |

(i) Return on average tangible shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measureson pages 22-24.
 (2) Ratios do not include loans accounted for under the fair value option during the period. Charge-off ratios are annualized for the quarterly

(a) Ratios do not include totals accounted for lancer the fair value option during the period. Charge-on faitos are annualized tot the quartery presentation.
 (b) Balances do not include past due consumer cedit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate; purchased credit-impaired loans even though the customer may be contractually past due; nonperforming loans held-for-sale; nonperforming loans accounted for under the fair value option; and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.
 (c) Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-oc

<sup>50</sup>.
 <sup>(5)</sup> Includes the Market Risk Final Rule at June 30, 2013 and March 31, 2013. At June 30, 2012, the Basel 1 information did not include the Market Risk Final

Rule.
(6) Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted

assets. (7) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measures on pages 22-24.

(8) Basel 3 (fully phased-in) estimates as of June 30, 2013 are based on the Advanced Approach under the final Basel 3 rules issued on July 2, 2013.

Certain prior period amounts have been reclassified to conform to current period presentation.

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This information is preliminary and based on company data available at the time of the presentation.

#### Quarterly Results by Business Segment

(Dollars in millions)

|   |                         |                                     | Second Qu         | larter | 2013              |               | <br>          |
|---|-------------------------|-------------------------------------|-------------------|--------|-------------------|---------------|---------------|
|   | nsumer &<br>ess Banking | Consumer<br>Real Estate<br>Services | Global<br>Banking |        | Global<br>Markets | GWIM          | All<br>Other  |
| Total revenue, net of interest expense (FTE basis)(1) | \$<br>7,434             | \$<br>2,115                         | \$<br>4,139       | \$     | 4,189             | \$<br>4,499   | \$<br>573     |
| Provision for credit losses                           | 967                     | 291                                 | 163               |        | (16)              | (15)          | (179)         |
| Noninterest expense                                   | 4,183                   | 3,394                               | 1,859             |        | 2,769             | 3,272         | 541           |
| Net income (loss)                                     | 1,392                   | (937)                               | 1,291             |        | 959               | 758           | 549           |
| Return on average allocated capital (2, 3)            | 18.64%                  | n/m                                 | 22.52%            |        | 12.85%            | 30.57%        | n/m           |
| Balance Sheet   |                         |                                     |                   |        |                   |               |               |
| Average   |                         |                                     |                   |        |                   |               |               |
| Total loans and leases                                | \$<br>163,593           | \$<br>90,114                        | \$<br>255,674     |        | n/m               | \$<br>109,589 | \$<br>238,910 |
| Total deposits  | 522,259                 | n/m                                 | 227,668           |        | n/m               | 235,344       | 33,774        |
| Allocated capital (2, 3)                              | 30,000                  | 24,000                              | 23,000            | s      | 30,000            | 10,000        | n/m           |
| Period end  |                         |                                     |                   |        |                   |               |               |
| Total loans and leases                                | \$<br>164,851           | \$<br>89,257                        | \$<br>258,502     |        | n/m               | \$<br>111,785 | \$<br>234,047 |
| Total deposits  | 525,099                 | n/m                                 | 229,586           |        | n/m               | 235,012       | 34,597        |
|   |                         |                                     |                   |        |                   |               |               |

|   |                         |                                     | First Qua         | arter 20 | 013               |               |               |
|---|-------------------------|-------------------------------------|-------------------|----------|-------------------|---------------|---------------|
|   | isumer &<br>ess Banking | Consumer<br>Real Estate<br>Services | Global<br>Banking |          | Global<br>Markets | GWIM          | All<br>Other  |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$<br>7,412             | \$<br>2,312                         | \$<br>4,030       | \$       | 4,869             | \$<br>4,421   | \$<br>364     |
| Provision for credit losses                                       | 952                     | 335                                 | 149               |          | 5                 | 22            | 250           |
| Noninterest expense   | 4,170                   | 5,406                               | 1,837             |          | 3,073             | 3,253         | 1,761         |
| Net income (loss)   | 1,439                   | (2,157)                             | 1,284             |          | 1,169             | 720           | (972)         |
| Return on average allocated capital (2, 3)                        | 19.48%                  | n/m                                 | 22.65%            |          | 15.83%            | 29.38%        | n/m           |
| Balance Sheet   |                         |                                     |                   |          |                   |               |               |
| Average   |                         |                                     |                   |          |                   |               |               |
| Total loans and leases  | \$<br>165,845           | \$<br>92,963                        | \$<br>244,068     |          | n/m               | \$<br>106,082 | \$<br>244,557 |
| Total deposits  | 502,508                 | n/m                                 | 222,120           |          | n/m               | 253,413       | 35,549        |
| Allocated capital <sup>(2, 3)</sup>                               | 30,000                  | 24,000                              | 23,000            | \$       | 30,000            | 10,000        | n/m           |
| Period end  |                         |                                     |                   |          |                   |               |               |
| Total loans and leases  | \$<br>163,820           | \$<br>90,971                        | \$<br>250,985     |          | n/m               | \$<br>107,048 | \$<br>241,406 |
| Total deposits  | 530,581                 | n/m                                 | 228,248           |          | n/m               | 239,853       | 35,759        |

|   | Second Quarter 2012 |                           |    |                                     |    |                   |    |                   |    |         |               |
|---|---------------------|---------------------------|----|-------------------------------------|----|-------------------|----|-------------------|----|---------|---------------|
|   |                     | onsumer &<br>ness Banking |    | Consumer<br>Real Estate<br>Services |    | Global<br>Banking |    | Global<br>Markets |    | GWIM    | All<br>Other  |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$                  | 7,495                     | \$ | 2,529                               | \$ | 3,908             | \$ | 3,578             | \$ | 4,094   | \$<br>598     |
| Provision for credit losses                                       |                     | 1,157                     |    | 187                                 |    | (152)             |    | (1)               |    | 47      | 535           |
| Noninterest expense   |                     | 4,420                     |    | 3,524                               |    | 1,967             |    | 2,855             |    | 3,177   | 1,105         |
| Net income (loss)   |                     | 1,208                     |    | (744)                               |    | 1,318             |    | 497               |    | 548     | (364)         |
| Return on average economic capital <sup>(2, 3)</sup>              |                     | 20.46%                    |    | n/m                                 |    | 27.24%            |    | 15.10%            |    | 31.76%  | n/m           |
| Balance Sheet   |                     |                           |    |                                     |    |                   |    |                   |    |         |               |
| Average   |                     |                           |    |                                     |    |                   |    |                   |    |         |               |
| Total loans and leases  | \$                  | 173,565                   | \$ | 105,507                             | \$ | 219,504           |    | n/m               | \$ | 98,964  | \$<br>263,649 |
| Total deposits  |                     | 474,328                   |    | n/m                                 |    | 213,862           |    | n/m               |    | 238,540 | 43,722        |
| Economic capital (2, 3)   |                     | 23,807                    |    | 14,120                              |    | 19,472            | \$ | 13,316            |    | 7,011   | n/m           |
| Period end  |                     |                           |    |                                     |    |                   |    |                   |    |         |               |
| Total loans and leases  | \$                  | 171,094                   | \$ | 104,079                             | \$ | 218,681           |    | n/m               | \$ | 100,261 | \$<br>259,830 |
| Total deposits  |                     | 479,795                   |    | n/m                                 |    | 216,529           |    | n/m               |    | 237,339 | 39,362        |
|   |                     |                           |    |                                     |    |                   |    |                   |    |         |               |

(1) Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes.
 (2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segment on connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital and freturn on average elocomic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.
 (3) Return on average allocated capital and return on average economic capital ac capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 22-24.)

n/m = not meaningful

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

#### Year-to-Date Results by Business Segment

(Dollars in millions)

|   |                           |                                     | Six Months End    | ed Ju | ine 30, 2013      |               |               |
|---|---------------------------|-------------------------------------|-------------------|-------|-------------------|---------------|---------------|
|   | onsumer &<br>ness Banking | Consumer<br>Real Estate<br>Services | Global<br>Banking |       | Global<br>Markets | GWIM          | All<br>Other  |
| Total revenue, net of interest expense (FTE basis)(1) | \$<br>14,846              | \$<br>4,427                         | \$<br>8,169       | \$    | 9,058             | \$<br>8,920   | \$<br>937     |
| Provision for credit losses                           | 1,919                     | 626                                 | 312               |       | (11)              | 7             | 71            |
| Noninterest expense                                   | 8,353                     | 8,800                               | 3,696             |       | 5,842             | 6,525         | 2,302         |
| Net income (loss)                                     | 2,831                     | (3,094)                             | 2,575             |       | 2,128             | 1,478         | (423)         |
| Return on average allocated capital (2, 3)            | 19.06%                    | n/m                                 | 22.58%            |       | 14.33%            | 29.98%        | n/m           |
| Balance Sheet   |                           |                                     |                   |       |                   |               |               |
| Average   |                           |                                     |                   |       |                   |               |               |
| Total loans and leases                                | \$<br>164,713             | \$<br>91,531                        | \$<br>249,903     |       | n/m               | \$<br>107,845 | \$<br>241,718 |
| Total deposits  | 512,438                   | n/m                                 | 224,909           |       | n/m               | 244,329       | 34,657        |
| Allocated capital (2, 3)                              | 30,000                    | 24,000                              | 23,000            | \$    | 30,000            | 10,000        | n/m           |
| Period end  |                           |                                     |                   |       |                   |               |               |
| Total loans and leases                                | \$<br>164,851             | \$<br>89,257                        | \$<br>258,502     |       | n/m               | \$<br>111,785 | \$<br>234,047 |
| Total deposits  | 525,099                   | n/m                                 | 229,586           |       | n/m               | 235,012       | 34,597        |
|   | 525,099                   | n/m                                 | 229,586           |       | n/m               | 235,012       | 34,597        |

|   |                          |                                     | Six Months End    | led Jun | ne 30, 2012       |             |              |
|---|--------------------------|-------------------------------------|-------------------|---------|-------------------|-------------|--------------|
|   | nsumer &<br>less Banking | Consumer<br>Real Estate<br>Services | Global<br>Banking |         | Global<br>Markets | GWIM        | All<br>Other |
| Total revenue, net of interest expense (FTE basis)(1) | \$<br>15,128             | \$<br>5,193                         | \$<br>7,937       | \$      | 7,985             | \$<br>8,241 | \$<br>203    |
| Provision for credit losses                           | 2,064                    | 694                                 | (427)             |         | (14)              | 93          | 1,781        |
| Noninterest expense                                   | 8,725                    | 7,404                               | 3,928             |         | 6,090             | 6,409       | 3,633        |
| Net income (loss)                                     | 2,740                    | (1,879)                             | 2,802             |         | 1,326             | 1,098       | (2,971)      |
| Return on average economic capital <sup>(2, 3)</sup>  | 23.32%                   | n/m                                 | 29.31%            |         | 19.32%            | 33.24%      | n/m          |
| Balance Sheet   |                          |                                     |                   |         |                   |             |              |

| Average                 |               |               |               |              |               |               |
|-------------------------|---------------|---------------|---------------|--------------|---------------|---------------|
| Total loans and leases  | \$<br>177,971 | \$<br>107,554 | \$<br>221,854 | n/m          | \$<br>98,490  | \$<br>266,938 |
| Total deposits          | 469,181       | n/m           | 212,638       | n/m          | 239,200       | 48,125        |
| Economic capital (2, 3) | 23,682        | 14,455        | 19,243        | \$<br>13,849 | 6,716         | n/m           |
| Period end              |               |               |               |              |               |               |
| Total loans and leases  | \$<br>171,094 | \$<br>104,079 | \$<br>218,681 | n/m          | \$<br>100,261 | \$<br>259,830 |
| Total deposits          | 479,795       | n/m           | 216,529       | n/m          | 237,339       | 39,362        |
|                         |               |               |               |              |               |               |

(1) Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative

(a) Fully laxable-equivalent basis is a performance measure used by management in operating the business nat management believes provides investors with a more accurate picture of the interest margin for comparative purposes.
 (2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentan connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 22-24.
 (3) Return on average allocated capital and return on average capital and return on average capital and returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 22-24.)

n/m = not meaningful

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

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This information is preliminary and based on company data available at the time of the presentation.

#### **Supplemental Financial Data**

(Dollars in millions)

| Fully taxable-equivalent (FTE) basis data <sup>(1)</sup> | <br>Six Mont<br>Jur | ths End<br>1e 30 | ded    |    | Second          | First           | Second          |
|--|---------------------|------------------|--------|----|-----------------|-----------------|-----------------|
|  | 2013                |                  | 2012   |    | Quarter<br>2013 | Quarter<br>2013 | Quarter<br>2012 |
| Net interest income                                      | \$<br>21,646        | \$               | 20,835 | \$ | 10,771          | \$ 10,875       | \$ 9,782        |
| Total revenue, net of interest expense                   | 46,357              |                  | 44,687 |    | 22,949          | 23,408          | 22,202          |
| Net interest yield <sup>(2)</sup>                        | 2.44 %              |                  | 2.36%  |    | 2.44 %          | 2.43 %          | 2.21 %          |
| Efficiency ratio   | 76.62               |                  | 80.98  |    | 69.80           | 83.31           | 76.79           |
|  |                     |                  |        |    |                 |                 |                 |
|  |                     |                  |        |    |                 |                 |                 |
| Other Data   |                     |                  |        | J  | une 30, 2013    | March 31, 2013  | June 30, 2012   |
| Number of banking centers - U.S.                         |                     |                  |        |    | 5,328           | 5,389           | 5,594           |
| Number of branded ATMs - U.S.                            |                     |                  |        |    | 16,354          | 16,311          | 16,220          |
| Ending full-time equivalent employees                    |                     |                  |        |    | 257,158         | 262,812         | 275,460         |
|  |                     |                  |        |    |                 |                 |                 |

FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. See Reconciliations to GAAP financial Measureson pages 22-24.
 Calculation includes fees carned on overnight deposits placed with the Federal Reserve and, beginning in the third quarter *d*012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, *d*873 million and \$99 million for the second quarter *o*12012, respectively.

Certain prior period amounts have been reclassified to conform to current period presentation.

More

This information is preliminary and based on company data available at the time of the presentation.

#### **Reconciliations to GAAP Financial Measures**

#### (Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, a long to the interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation ensures the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity around shareholders' equity around which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average shareholders' equity measures the corporation's earnings contribution as a percentage of adjusted average shareholders' equity. The tangible satest less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents adjusted ending common shareholders' equity. The tangible satest less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents tadjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common shareholders' equity divided by ending common shareholders' equity. These measures are used to evaluate the Corporation's equitable. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

Effective January 1, 2013, on a prospective basis, the Corporation adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) now also considers the effect of regulatory capital requirements in addition to internal risk-based economic capital models. The Corporation's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. The capital allocated to the Corporation's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Corporation's business segments is subject to change over time.

See the tables below and on pages23-24 for reconciliations of these non-GAAP financial measures with financial measures defined by GAAP for the months ended June 30, 2013 and 2012, and the three months ended June 30, 2013, March 31, 2013 and June 30, 2012. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|   | <br>Six Mon<br>Jur | ths End<br>1e 30 | led      | Second<br>Quarter | First<br>Quarter | Second<br>Quarter |
|---|--------------------|------------------|----------|-------------------|------------------|-------------------|
|   | <br>2013           |                  | 2012     | <br>2013          | <br>2013         | <br>2012          |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis                                      |                    |                  |          |                   |                  |                   |
| Net interest income   | \$<br>21,213       | \$               | 20,394   | \$<br>10,549      | \$<br>10,664     | \$<br>9,548       |
| Fully taxable-equivalent adjustment   | <br>433            |                  | 441      | <br>222           | <br>211          | <br>234           |
| Net interest income on a fully taxable-equivalent basis   | \$<br>21,646       | \$               | 20,835   | \$<br>10,771      | \$<br>10,875     | \$<br>9,782       |
| Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basi |                    |                  |          |                   |                  |                   |
| Total revenue, net of interest expense  | \$<br>45,924       | \$               | 44,246   | \$<br>22,727      | \$<br>23,197     | \$<br>21,968      |
| Fully taxable-equivalent adjustment   | <br>433            |                  | 441      | <br>222           | <br>211          | <br>234           |
| Total revenue, net of interest expense on a fully taxable-equivalent basis  | \$<br>46,357       | \$               | 44,687   | \$<br>22,949      | \$<br>23,408     | \$<br>22,202      |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis  |                    |                  |          |                   |                  |                   |
| Income tax expense  | \$<br>1,987        | \$               | 750      | \$<br>1,486       | \$<br>501        | \$<br>684         |
| Fully taxable-equivalent adjustment   | <br>433            |                  | 441      | <br>222           | <br>211          | <br>234           |
| Income tax expense on a fully taxable-equivalent basis  | \$<br>2,420        | \$               | 1,191    | \$<br>1,708       | \$<br>712        | \$<br>918         |
| Reconciliation of average common shareholders' equity to average tangible common shareholders' equity                                 |                    |                  |          |                   |                  |                   |
| Common shareholders' equity   | \$<br>218,509      | \$               | 215,466  | \$<br>218,790     | \$<br>218,225    | \$<br>216,782     |
| Goodwill  | (69,937)           |                  | (69,971) | (69,930)          | (69,945)         | (69,976)          |
| Intangible assets (excluding mortgage servicing rights)   | (6,409)            |                  | (7,701)  | (6,270)           | (6,549)          | (7,533)           |
| Related deferred tax liabilities  | 2,393              |                  | 2,663    | 2,360             | 2,425            | 2,626             |
| Tangible common shareholders' equity  | \$<br>144,556      | \$               | 140,457  | \$<br>144,950     | \$<br>144,156    | \$<br>141,899     |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity   |                    |                  |          |                   |                  |                   |
| Shareholders' equity  | \$<br>236,024      | \$               | 234,062  | \$<br>235,063     | \$<br>236,995    | \$<br>235,558     |
| Goodwill  | (69,937)           |                  | (69,971) | (69,930)          | (69,945)         | (69,976)          |
| Intangible assets (excluding mortgage servicing rights)   | (6,409)            |                  | (7,701)  | (6,270)           | (6,549)          | (7,533)           |
| Related deferred tax liabilities  | 2,393              |                  | 2,663    | 2,360             | 2,425            | 2,626             |
| Tangible shareholders' equity   | \$<br>162,071      | \$               |          | \$                |                  |                   |

Certain prior period amounts have been reclassified to conform to current period presentation.

More

This information is preliminary and based on company data available at the time of the presentation

## **Reconciliations to GAAP Financial Measures (continued)**

(Dollars in millions)

| Image: Part of the second later of the seco | Quarter<br>2012<br>217,213<br>(69,976)<br>(7,335)<br>2,559<br>142,461<br>235,975<br>(69,976) |
|---|--|
| Common shareholders' equity       S       216,791       S       217,213       S       216,791       S       218,513       S         Godwill       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,297       2,203       1       5       144,054  | (69,976)<br>(7,335)<br>2,559<br>142,461<br>235,975<br>(69,976)                               |
| Goodwill         (609,30)         (609,76)         (609,30)         (609,30)         (609,30)         (609,30)         (60,90,30)         (60,90,30)         (60,90,30)         (60,379)         (60,379)         (60,104)         (61,379)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,378)         (61,04)         (61,03)         (61,04)         (61,03)         (61,04)         (61,03)         (61,04)         (61,03)  | (69,976)<br>(7,335)<br>2,559<br>142,461<br>235,975<br>(69,976)                               |
| Intangible assets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (6,379)         Related defered tax liabilities       2,297       2,559       2,297       2,363       5         Tangible common shareholders' equity       S       143,054       S       144,567       S         Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity       S       231,032       S       237,293       S         Coodwill       (69,930)       (69,976)       (69,930)       (  | (7,335)<br>2,559<br>142,461<br>235,975<br>(69,976)   |
| Related deferred tax liabilities       2.297       2.597       2.597       2.637       5       143,054       5       143,054       5       143,054       5       143,054       5       143,054       5       143,054       5       144,567       5         Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity       s       231,032       5       163,347       5       3       3       35   | 2,559<br>142,461<br>235,975<br>(69,976)  |
| Tangible common shareholders' equity       S       143,054       S       143,054       S       143,054       S       143,054       S       144,567       S         Reconciliation of period-end shareholders' equity       S       231,032       S       235,975       S       231,032       S       231,032       S       231,032       S       231,032       S       237,293       S         Goodwill       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (63,79)       Intangible sasets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (63,37)       S       163,347       S       Intangible shareholders' equity       S       163,347       S       163,347       S       Intangible sasets to period-end tangible assets       S       161,223       S       163,347       S       Intangible assets to period-end tangible assets       S       163,347       S       Intangible assets (excluding mortgage servicing rights)       S       163,347       S       Intangible assets (excluding mortgage servicing rights)       S       163,347       S       Intangible assets (excluding mortgage servicing rights)       S       2,123,320       S       2,174,819       S <td>142,461<br/>235,975<br/>(69,976)</td>   | 142,461<br>235,975<br>(69,976)   |
| Importantion of period-end shareholders' equity       s       231,032       s       163,347       s         Reconciliation of period-end assets to period-end tangible assets       s       2,123,320       s       2,174,819       s       3       <   | 235,975<br>(69,976)  |
| Shareholders' equity       S       231,032       S       163,347       S         Reacociliation of period-end sasets to period-end tangible assets       S       2,123,320       S       2,174,819       S       S       2,123,320       S       2,174,819       S         Goodwill       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)   | (69,976)   |
| Goodwill       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)         Intangible assets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (6,379)         Related deferred tax liabilities       2,297       2,559       2,297       2,363       2,363         Tangible shareholders' equity       \$       157,295       \$       161,223       \$       2,123,320       \$       2,123,320       \$       2,123,320       \$       2,123,320       \$       2,123,320       \$       2,174,819       \$         Assets       \$       2,123,320       \$       2,160,854       \$       2,123,320       \$       2,174,819       \$         Goodwill       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       1         Related deferred tax liabilities       (6,104)       (7,335)       (6,104)       (6,379)       1   | (69,976)   |
| Intagible assets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (6,379)         Related deferred tax liabilities       2,297       2,559       2,297       2,363       2,363         Tangible shareholders' equity       \$ 157,295       \$ 161,223       \$ 157,295       \$ 161,223       \$ 157,295       \$ 163,347       \$         Reconciliation of period-end assets to period-end tangible assets       \$ 2,123,320       \$ 2,160,854       \$ 2,123,320       \$ 2,123,320       \$ 2,123,320       \$ 2,174,819       \$         Goodwill       (69,930)       (69,976)       (69,930)       (69,930)       (69,930)       (63,79)         Intagible assets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (6,379)       \$         Related deferred tax liabilities       2,297       2,559       2,297       2,363       \$   |  |
| Related deferred tax liabilities       2,297       2,559       2,297       2,363       2         Tangible shareholders' equity       S       157,295       S       161,223       S       157,295       S       163,347       S         Reconciliation of period-end assets to period-end tangible assets       S       2,123,320       S       2,160,854       S       2,123,320       S       2,174,819       S         Goodwill       (69,930)       (69,976)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       2,297       2,363       D         Related deferred tax liabilities       2,297       2,297       2,363       D <thd< th="">       D       D       D<td></td></thd<>   |  |
| Tangible shareholders' equity       S       157,295       S       161,223       S       157,295       S       163,347       S         Reconciliation of period-end assets to period-end tangible assets       S       2,123,320       S       2,160,854       S       2,123,320       S       2,123,320       S       2,123,320       S       2,123,320       S       2,174,819       S         Goodwill       (69,930)       (69,976)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (61,044)       (6,379)       Imagible assets (excluding mortgage servicing rights)       (6,104)       (7,335)       (6,104)       (6,379)       Imagible assets (excluding mortgage servicing rights)       2,297       2,363       Imagible assets (excluding mortgage servicing rights)       2,297       2,363       Imagible assets (excluding mortgage servicing rights)       Imagible assets (excluding mortgage servicing rights)       2,297       2,363       Imagible assets (excluding mortgage servicing rights)       Imagible asset (excluding mortgage servicing rights)       Imagible  | (7,335)  |
| Reconciliation of period-end assets to period-end tangible assets         S         2,123,320         S         2,174,819         S           Goodwill         (69,930)         (69,93   | 2,559  |
| Assets       \$       2,123,320       \$       2,160,854       \$       2,123,320       \$       2,174,819       \$         Goodwill       (69,930)       (69,976)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (69,930)       (61,04)       (7,335)       (6,104)       (6,379)       (6,179)  | 161,223  |
| Goodwill         (69,930)         (69,976)         (69,930)         (69,930)           Intangible assets (excluding mortgage servicing rights)         (6,104)         (7,335)         (6,104)         (6,379)           Related deferred tax liabilities         2,297         2,559         2,297         2,363   |  |
| Intangible assets (excluding mortgage servicing rights)         (6,104)         (7,335)         (6,104)         (6,379)           Related deferred tax liabilities         2,297         2,559         2,297         2,363  | 2,160,854  |
| Related deferred tax liabilities         2,297         2,559         2,297         2,363  | (69,976)   |
|   | (7,335)  |
| S         2,049,583         S         2,049,583         S         2,100,873         S   | 2,559  |
|   | 2,086,102  |
| Book value per share of common stock  |  |
| Common shareholders' equity \$ 216,791 \$ 217,213 \$ 216,791 \$ 218,513 \$  | 217,213  |
| Ending common shares issued and outstanding 10,776,869 10,776,869 10,822,380  | 10,776,869   |
| Book value per share of common stock         \$         20.18         \$         20.18         \$         20.19         \$  | 20.16  |
| Tangible book value per share of common stock   |  |
| Tangible common shareholders' equity <b>\$ 143,054 \$ 142,461 \$ 143,054 \$ 144,567 \$</b>  |  |
| Ending common shares issued and outstanding 10,776,869 10,776,869 10,822,380  | 142,461  |
| S         13.32         \$         13.32         \$         13.32         \$         13.36         \$   | 142,461<br>10,776,869  |

Certain prior period amounts have been reclassified to conform to current period presentation.

More

This information is preliminary and based on company data available at the time of the presentation.

#### **Reconciliations to GAAP Financial Measures (continued)**

| (Dollars in millions)   |    |                 |                |          | _  |                 |                     |                     |
|---|----|-----------------|----------------|----------|----|-----------------|---------------------|---------------------|
|   |    | Six Mont<br>Jun | hs En<br>ie 30 | ded      |    | Second          | First               | Second              |
|   |    | 2013            |                | 2012     |    | Quarter<br>2013 | <br>Quarter<br>2013 | <br>Quarter<br>2012 |
| Reconciliation of return on average allocated capital/economic capital(1) |    |                 |                |          |    |                 |                     |                     |
| Consumer & Business Banking   |    |                 |                |          |    |                 |                     |                     |
| Reported net income   | \$ | 2,831           | \$             | 2,740    | \$ | 1,392           | \$<br>1,439         | \$<br>1,208         |
| Adjustment related to intangibles <sup>(2)</sup>                          |    | 4               |                | 7        |    | 2               | <br>2               | <br>4               |
| Adjusted net income   | \$ | 2,835           | \$             | 2,747    | \$ | 1,394           | \$<br>1,441         | \$<br>1,212         |
| Average allocated equity <sup>(3)</sup>                                   | \$ | 62,070          | \$             | 55,880   | \$ | 62,058          | \$<br>62,083        | \$<br>55,987        |
| Adjustment related to goodwill and a percentage of intangibles            |    | (32,070)        |                | (32,198) |    | (32,058)        | <br>(32,083)        | <br>(32,180)        |
| Average allocated capital/economic capital                                | \$ | 30,000          | \$             | 23,682   | \$ | 30,000          | \$<br>30,000        | \$<br>23,807        |
| Global Banking  |    |                 |                |          |    |                 |                     |                     |
| Reported net income   | \$ | 2,575           | \$             | 2,802    | \$ | 1,291           | \$<br>1,284         | \$<br>1,318         |
| Adjustment related to intangibles <sup>(2)</sup>                          |    | 1               |                | 2        |    | _               | <br>1               | 1                   |
| Adjusted net income   | \$ | 2,576           | \$             | 2,804    | \$ | 1,291           | \$<br>1,285         | \$<br>1,319         |
| Average allocated equity <sup>(3)</sup>                                   | \$ | 45,412          | \$             | 41,677   | \$ | 45,416          | \$<br>45,407        | \$<br>41,903        |
| Adjustment related to goodwill and a percentage of intangibles            |    | (22,412)        |                | (22,434) |    | (22,416)        | (22,407)            | (22,431)            |
| Average allocated capital/economic capital                                | \$ | 23,000          | \$             | 19,243   | \$ | 23,000          | \$<br>23,000        | \$<br>19,472        |
| Global Markets  |    |                 |                |          |    |                 |                     |                     |
| Reported net income   | \$ | 2,128           | \$             | 1,326    | \$ | 959             | \$<br>1,169         | \$<br>497           |
| Adjustment related to intangibles <sup>(2)</sup>                          |    | 4               |                | 5        |    | 2               | <br>2               | <br>3               |
| Adjusted net income   | \$ | 2,132           | \$             | 1,331    | \$ | 961             | \$<br>1,171         | \$<br>500           |
| Average allocated equity <sup>(3)</sup>                                   | \$ | 35,372          | \$             | 19,207   | \$ | 35,372          | \$<br>35,372        | \$<br>18,655        |
| Adjustment related to goodwill and a percentage of intangibles            |    | (5,372)         |                | (5,358)  |    | (5,372)         | <br>(5,372)         | <br>(5,339)         |
| Average allocated capital/economic capital                                | \$ | 30,000          | \$             | 13,849   | \$ | 30,000          | \$<br>30,000        | \$<br>13,316        |
| Global Wealth & Investment Management                                     |    |                 |                |          |    |                 |                     |                     |
| Reported net income   | \$ | 1,478           | \$             | 1,098    | \$ | 758             | \$<br>720           | \$<br>548           |
| Adjustment related to intangibles <sup>(2)</sup>                          |    | 9               |                | 12       |    | 5               | <br>4               | <br>6               |
| Adjusted net income   | \$ | 1,487           | \$             | 1,110    | \$ | 763             | \$<br>724           | \$<br>554           |
| Average allocated equity <sup>(3)</sup>                                   | \$ | 20,311          | \$             | 17,107   | \$ | 20,300          | \$<br>20,323        | \$<br>17,391        |
| Adjustment related to goodwill and a percentage of intangibles            |    | (10,311)        |                | (10,391) |    | (10,300)        | (10,323)            | (10,380)            |
| Average allocated capital/economic capital                                | \$ | 10,000          | \$             | 6,716    | \$ | 10,000          | \$<br>10,000        | \$<br>7,011         |
|   | -  |                 |                |          | -  |                 | <br>                | <br>                |

(1) There are no adjustments to reported net income (loss) or average allocated equity fo*Consumer Real Estate* Services.
(2) Represents cost of funds, earnings credits and certain expenses related to intangibles.
(3) Average allocated equity is comprised of average allocated capital (or economic capital prior to 2013) plus capital for the portion of goodwill and intangibles specifically assigned to the business segment.

Certain prior period amounts have been reclassified to conform to current period presentation.

More

This information is preliminary and based on company data available at the time of the presentation.



# Forward-Looking Statements

Bank of America and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "hopes," "estimates," "intends," "plans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "will," "should," would" and "could." The forward-looking statements made in this presentation represent Bank of America's current expectations, plans or forecasts of its future results and revenues and include statements regarding: the expectation that time to required funding will remain above two years' coverage; estimates of the bank holding company and bank leverage ratios; expectations regarding long-term debt levels, including that long-term debt will continue to decline over the remainder of 2013 and 2014; expectations regarding declining funding costs; estimates of Basel 3 liquidity ratios; estimates regarding the future levels of quarterly net interest income; expectations regarding Legacy Assets & Servicing (LAS) cost levels; expectations regarding LAS employee and contractor level; expectations regarding the amount and timing of cost savings the Company will have via Project New BAC; expectations regarding net charge-offs and future reserve releases; expectations regarding preferred dividends; expectations regarding fuer levels of mortgage production; expectations regarding the effective tax rate for 2013 and the impact of an additional U.K. corporate tax rate reduction; expectations regarding loans levels, including 60+ day delinquent loans; estimates of liability and range of possible loss for various representations and warranties claims; and other similar matters.

These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements. You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risks, as well as those more fully discussed under Item 1A. "Risk Factors" of Bank of America's 2012 Annual Report on Form 10-K, and in any of Bank of America's subsequent SEC filings: the Company's ability to obtain required approvals or consents from third parties with respect to the MSR sale agreements; the Company's resolution of remaining differences with the government-sponsored enterprise (GSE)s regarding representations and warranties repurchase claims, including in some cases with respect to mortgage insurance rescissions, and foreclosure delays; the Company's ability to resolve representations and warranties claims made by monolines and private-label and other investors, including as a result of any adverse court rulings, and the chance that the Company could face related servicing, securities, fraud, indemnity or other claims from one or more of the monolines or private-label and other investors; that final court approval of negotiated settlements is not obtained; future representations and warranties losses occurring in excess of the Company's recorded liability and estimated range of possible loss for GSE and non-GSE exposures; uncertainties about the financial stability of several countries in the European Union (EU), the increasing risk that those countries may default on their sovereign debt or exit the EU, and the related stresses on financial markets, the Euro and the EU and the Company's direct and indirect exposures to such risks; the uncertainty regarding the timing and final substance of any capital or liquidity standards, including the final Basel 3 requirements and their implementation for U.S. banks through rulemaking by the Board of Governors of the Federal Reserve System (Federal Reserve), including anticipated requirements to hold higher levels of regulatory capital, liquidity and meet higher regulatory capital ratios as a result of final Basel 3 or other capital or liquidity standards; the negative impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the Company's businesses and earnings, including as a result of additional regulatory interpretation and rulemaking and the success of the Company's actions to mitigate such impacts; the Company's satisfaction of its borrower assistance programs under the global settlement agreement with federal agencies and state attorneys general (National Mortgage Settlement) and under the agreement with the Office of the Comptroller of the Currency (OCC) and Federal Reserve; adverse changes to the Company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the Company's assets and liabilities; the inherent uncertainty of litigation and, while litigation expense is expected to continue in future periods, it is expected to vary from period to period; unexpected claims, damages and fines resulting from pending or future litigation and regulatory proceedings; the Company's ability to fully realize the cost savings and other anticipated benefits from Project New BAC, including in accordance with currently anticipated timeframes; potential tapering of the Federal Reserve Bank's bond buying program; the impacts on the Company of a higher interest rate environment; and other similar matters.

Forward-looking statements speak only as of the date they are made, and Bank of America undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

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# **Important Presentation Information**

- The information contained herein is preliminary and based on Company data available at the time of the earnings presentation. It
  speaks only as of the particular date or dates included in the accompanying slides. Bank of America does not undertake an obligation
  to, and disclaims any duty to, update any of the information provided.
- Certain prior period amounts have been reclassified to conform to current period presentation.
- The Company's fully phased-in Basel 3 estimates and the proposed supplementary leverage ratio are based on its current understanding of the Advanced Approach under the final Basel 3 rules, assuming all relevant regulatory model approvals except for the potential reduction to RWA resulting from the Comprehensive Risk Measure after one year. These estimates will evolve over time as the Company's businesses change and as a result of further rulemaking or clarification by U.S. regulatory agencies. The final Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the Company's capital ratio would likely be adversely impacted, which in some cases could be significant. In addition to Basel 1 with Market Risk Final Rule capital ratios, these estimates assist management, investors and analysts in assessing capital adequacy and comparability under Basel 3 capital standards to other financial services companies. The Company continues to evaluate the potential impact of proposed rules and anticipates it will be in compliance with any final rules by the proposed effective dates.
- Certain financial measures contained herein represent non-GAAP financial measures. For more information about the non-GAAP financial measures contained herein, please see the presentation of the most directly comparable financial measures calculated in accordance with GAAP and accompanying reconciliations in the earnings press release for the quarter ended June 30, 2013 and other earnings-related information available through the Bank of America Investor Relations web site at: <a href="http://investor.bankofamerica.com">http://investor.bankofamerica.com</a>.
- Effective January 1, 2013, on a prospective basis, the Company adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) now also considers the effect of regulatory capital requirements in addition to internal risk-based economic capital models. The Company 's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. The capital allocated to the Company 's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Company 's business segments is subject to change over time.

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# Solid Progress on Core Strategy

- Financial foundation remains strong:
  - Continued to optimize the balance sheet, reduce debt and maintain significant liquidity
  - Further improved Basel 1 and Basel 3 Tier 1 common capital ratios
  - Redeemed \$5.5B of preferred stock and repurchased \$1.0B of common stock, or 80MM shares
  - Reduced expenses while investing in focused areas to drive growth
- Driving business with the customers and clients we serve:
  - Consumer businesses regaining market share post-transformation
    - Solid mortgage originations
    - U.S. credit card balances have stabilized
  - Wealth management achieved record revenue and profitability
  - Commercial lending grew with new and existing clients
  - Investment banking and sales and trading platforms remain industry leaders



# 2Q13 Results

# Summary Income Statement (\$B except EPS) <sup>1</sup>

| Net interest income <sup>2, 3</sup>          | \$10.8 |
|--|--------|
| Noninterest income                           | 12.2   |
| Total revenue, net of interest expense 2,3   | 22.9   |
| Noninterest expense                          | 16.0   |
| Pre-tax, pre-provision earnings <sup>2</sup> | 6.9    |
| Provision for credit losses                  | 1.2    |
| Income before income taxes                   | 5.7    |
| Income tax expense <sup>2, 3</sup>           | 1.7    |
| Net income                                   | \$4.0  |
| Diluted earnings per share                   | \$0.32 |
| Average diluted common shares (in billions)  | 11.5   |

<sup>1</sup> Amounts may not total due to rounding. <sup>2</sup> Fully taxable-equivalent (FTE) basis. Represents a non-GAAP financial measure. <sup>3</sup> Represents a non-GAAP financial measure. On a GAAP basis, net interest income; total revenue, net of interest expense; and income tax expense were \$10.5B, \$22.7B and \$1.5B for 2Q13, respectively. For reconciliations of these measures to GAAP financial measures, see the accompanying reconciliations in the earnings release and other earnings-related information.



# **Balance Sheet Highlights**

|           |  | Inc /   | Dec)  |
|-----------|--|---|---|
| 2Q13      |  | 1Q13  | 2Q12  |
| \$2,123.3 |  | (\$51.5)  | (\$37.5)  |
| 921.6     |  | 10.0  | 29.3  |
| 1,080.8   |  | (14.4)  | 45.6  |
| 14.2      |  | (4.5)   | (4.5)   |
| 143.1     |  | (1.5)   | 0.6   |
| 6.98      | %  | 10 bps  | 15 bps  |
| \$216.8   |  | (\$1.7)   | (\$0.4)   |
| 10.21     | %  | 16 bps  | 16 bps  |
| 6.55      |  | 449   | 266   |
| 9.88      |  | 676   | 393   |
| 0.74      |  | 47  | 29  |
| \$13.32   |  | (\$0.04)  | \$0.10  |
| 20.18     |  | (0.01)  | 0.02  |
| 10.74     |  | (0.08)  | (0.03)  |
|           | \$2,123.3<br>921.6<br>1,080.8<br>14.2<br>143.1<br>6.98<br>\$216.8<br>10.21<br>6.55<br>9.88<br>0.74<br>\$13.32<br>20.18 | \$2,123.3<br>921.6<br>1,080.8<br>144.2<br>143.1<br>5,216.8<br>5,216.8<br>5,216.5<br>9,88<br>0,74<br>5,13.32<br>2,0.18 | \$2,123.3     \$\$\$(\$\$1.5)       921.6     10.0       1,080.8     \$\$(14.4)       14.2     \$\$(15.5)       143.1     \$\$(15.7)       5216.8     \$\$(\$1.7)       10.21     \$\$(\$1.6)       6.55     \$\$449       9.88     \$\$676       0.74     \$\$47       \$\$13.32     \$\$(\$0.04)       \$\$21.33     \$\$(\$0.04) |

- Loans and leases were up \$10B from 1Q13, driven by continued strength in commercial loan originations
- Ending deposits were down seasonally from 1Q13, however, average deposits increased \$5B during 2Q13
- Redeemed \$5.5B of high coupon preferred stock
- Returned approximately \$1.0B of capital through 80MM common shares repurchased below tangible book value per share at an average price of \$12.59; authorized to repurchase an additional \$4.0B through 1Q14
- Tangible book value per share of \$13.32<sup>1</sup> was down slightly from 1Q13, as earnings and share repurchases mostly offset a \$4.2B after-tax decline in accumulated other comprehensive income (AOCI)

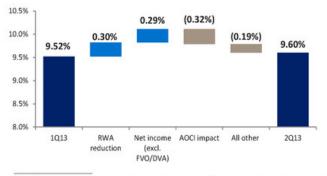
<sup>1</sup> Represents a non-GAAP financial measure. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

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# **Regulatory Capital**

| \$ in billions                         | 4Q12    | Pro-forma<br>4Q12 <sup>1,2</sup> | 1Q13    | 2Q13    |
|--|---------|----------------------------------|---------|---------|
| Basel 1 1                              |         |                                  |         |         |
| Tier 1 common capital                  | \$133.4 | \$133.4                          | \$136.1 | \$139.5 |
| Risk-weighted assets                   | 1,206.0 | 1,284.8                          | 1,298.2 | 1,288.2 |
| Tier 1 common ratio                    | 11.06%  | 10.38%                           | 10.49%  | 10.83%  |
| Basel 3 (fully phased-in) <sup>3</sup> |         |                                  |         |         |
| Tier 1 common capital                  | \$128.6 |                                  | \$128.8 | \$125.8 |
| Risk-weighted assets                   | 1,390.9 |                                  | 1,353.6 | 1,310.4 |
| Tier 1 common ratio                    | 9.25%   |                                  | 9.52%   | 9.60%   |

#### Basel 3 Tier 1 Common Ratio <sup>3</sup>



#### Basel 1<sup>1</sup>

• Continued to grow Tier 1 common capital ratio to 10.83%, up 34bps from 1Q13 and 45bps from pro-forma 4Q12

#### Basel 3<sup>3</sup>

- Estimated Tier 1 common capital ratio of 9.60%, up 8bps from 1Q13
- \$43B RWA reduction driven by overall improvement in credit quality

#### Proposed Supplementary Leverage Ratio <sup>4</sup>

 In connection with the July 2013 proposed U.S. NPR, we estimate our bank holding company supplementary leverage ratio to be approximately 4.9% - 5.0% at 2Q13

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<sup>1</sup> As of January 1, 2013, the Market Risk Final Rule became effective under Basel 1. The Market Risk Final Rule introduces new measures of market risk including a charge related to stressed Value-at-Risk (sVaR), an incremental risk charge and a comprehensive risk measure, as well as other technical modifications. Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-SC. <sup>2</sup> Pro-forma 4Q12 Tier 1 common capital includes the estimated impact of the Market Risk Final Rule, an increase of approximately \$78.88 of risk-weighted assets, as of 4Q12. Represents a non-GAAP financial measure.

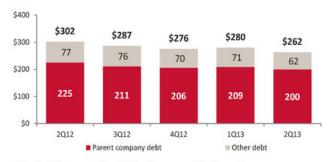
<sup>3</sup> Based on the Advanced Approach under the final Basel 3 rules issued on July 2, 2013. Represents a non-GAAP financial measure. For important presentation information, see slide 3 and reconciliations on slide 23.

<sup>4</sup>The supplementary leverage ratio is calculated in accordance with the final Basel 3 rules and represents an average of the monthly ratios for the quarter of Tier 1 capital to the sum of on-balance sheet assets and off-balance sheet exposures, including, among other items, derivative and securities financing transactions.

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## **Funding and Liquidity**

### Long-term Debt (\$B)



### Global Excess Liquidity Sources (\$B) and Time to Required Funding (months) <sup>1, 2</sup>



- Long-term debt declined approximately \$18B, as maturities continued to outpace issuances, resulting in reduced interest expense
  - Long-term debt expected to continue to decline over the remainder of 2013 and 2014
  - Scheduled parent company debt maturities are \$13B for the second half of 2013 and \$39B in 2014 <sup>3</sup>
- Global Excess Liquidity Sources continued to be robust at \$342B
  - Quarterly decline of \$30B driven by expected seasonal deposit outflows, debt maturities and preferred stock redemptions, as well as a reduction in securities balance valuations in the bank
  - Parent company liquidity remained strong at \$95B, down only \$5B due to capital actions from subsidiaries
  - Time to Required Funding <sup>2</sup> increased to 32 months; expected to remain above two years coverage

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<sup>1</sup> Global Excess Liquidity Sources include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity from the bank or broker/dealer subsidiaries are subject to certain regulatory restrictions.

<sup>2</sup> Time to Required Funding is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of both Bank of America Corporation and Merrill Lynch & Co., Inc. can be met using only its Global Excess Liquidity Sources without issuing debt or sourcing additional liquidity. For 2Q12 through 2Q13, we have included in the amount of unsecured contractual obligations the \$9.6B liability, including estimated costs, for settlements such as the previously announced BNY Mellon private-label securitization settlement.

<sup>3</sup> Parent company debt maturities are defined as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation or Merrill Lynch & Co., Inc.

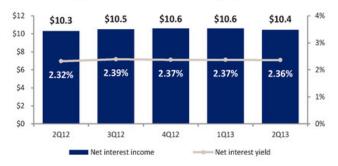
| Bank of America 🖤 |  |  |
|-------------------|--|--|
|                   |  |  |

### Net Interest Income

Reported Net Interest Income (NII) (\$B)<sup>1</sup>

#### \$10.9 \$12 \$10.8 4% \$10.6 \$10.2 \$9.8 \$10 3% \$8 \$6 2.43% 2.44% 2% 2.35% 2.32% 2.21% \$4 1% \$2 \$0 0% 2Q12 3Q12 4Q12 1Q13 2Q13 Net interest income Net interest yield

### NII Excluding Market-related Items (\$B) 1,2



2Q13 reported NII decreased modestly to \$10.8B, while the net interest yield improved slightly from 1Q13 due to:

Benefits from:

- Reduction in long-term debt
- Higher commercial loan balances
- Positive impacts from market-related premium amortization expense
- One additional interest accrual day

Primarily offset by:

- Lower consumer loan balances and yields
- Less trading NII due to a reduction in balances and shift in composition
- We continue to be asset sensitive with benefits to NII as rates move higher
- Given the increase in rates during the quarter, we expect NII excluding market-related items to build over time from \$10.4B at 2Q13

<sup>1</sup> FTE basis. NII on a FTE basis represents a non-GAAP financial measure. On a GAAP basis, reported NII was \$10.5B, \$10.7B, \$10.3B, \$9.9B and \$9.5B for 2Q13, 1Q13, 4Q12, 3Q12 and 2Q12, respectively. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.
<sup>2</sup> NII on a FTE basis excluding market-related items represents a non-GAAP financial measure. The difference between reported NII on a FTE basis and adjusted reflects market-related impacts of premium

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|-------------------|--|--|---|
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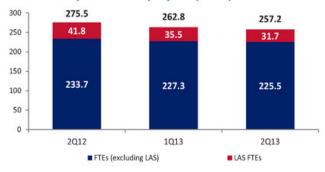
amortization expense and hedge ineffectiveness of \$0.4B, \$0.3B, \$0.0B, \$(0.3)B and \$(0.5)B for 2Q13, 1Q13, 4Q12, 3Q12 and 2Q12, respectively.

# **Expense Highlights**

### Noninterest Expense (\$B)



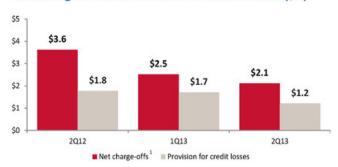
#### Full-time Equivalent Employees (000's)



- Continued success in lowering expenses, as New BAC remains on track and LAS initiatives are slightly ahead of schedule
- Total expenses declined \$3.5B from 1Q13
  - Litigation expense declined \$1.7B to \$0.5B, as 1Q13 included notable settlement costs<sup>2</sup>
  - LAS expense, excluding mortgage-related litigation, of \$2.3B declined approximately \$0.25B
    - Given the progress made, we expect 4Q13 LAS expense, excluding litigation, to be below \$2.0B, a modest improvement from our previous estimate of \$2.1B
  - Annual retirement-eligible compensation costs of \$0.9B were recorded in 1Q13
  - All other expense decline of \$0.6B was primarily driven by lower incentive compensation and New BAC efforts
- FTE employees were down 5.6K, or 2.1%, from 1Q13, primarily due to reductions in LAS and staff associated with consumer delivery network optimization

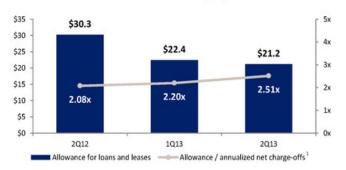
<sup>1</sup> Represents a non-GAAP financial measure. Excludes mortgage-related litigation expense of \$215MM, \$2.0B and \$175MM in 2Q13, 1Q13 and 2Q12, respectively.
<sup>2</sup> 1Q13 included settlements associated with MBIA and RMBS litigation.

### Asset Quality Trends Continued to Improve



#### Net Charge-offs and Provision for Credit Losses (\$B)

### Allowance for Loans and Leases (\$B)



- Net charge-off and delinquency trends continue to be positive
- Improvement in our consumer real estate portfolio drove a 16% decline in net charge-offs from 1Q13, to \$2.1B at 2Q13
- Residential mortgage and home equity losses improved 29% from 1Q13 and 54% from 2Q12
- Total net charge-off ratio was 0.94% in 2Q13; below 1% for the first time since 2006
- Reserve coverage levels remain strong, with allowance to net charge-offs improving to 2.51x<sup>1</sup>
  - 2Q13 included a reserve release of \$0.9B, of which \$0.3B was associated with the purchased-credit impaired portfolio
- Given improving trend in delinquencies and other metrics, we expect net charge-offs to come in below \$2.0B in 3Q13

<sup>1</sup> Net charge-offs for 2013 and 1013 exclude write-offs of consumer PCI loans of \$313MM and \$839MM. There were no write-offs of consumer PCI loans in 2012. Allowance/annualized net charge-offs and PCI write-offs were 2.18x and 1.65x for 2013 and 1013. The allowance (excluding PCI loans)/annualized net charge-offs were 2.04x, 1.76x and 1.46x for 2013, 1013 and 2012, respectively, which excludes valuation allowance on purchased credit-impaired loans of \$3.9B, \$4.5B and \$9.0B at 2013, 1013 and 2012, respectively.



# Consumer & Business Banking (CBB)<sup>1</sup>

|  | 12 C    | Inc/(Dec) |       |
|--|---------|-----------|-------|
| \$ in millions                           | 2Q13    | 1Q13      | 2Q12  |
| Net interest income <sup>2</sup>         | \$5,034 | \$21      | \$156 |
| Noninterest income                       | 2,400   | 1         | (217) |
| Total revenue, net of interest expense 2 | 7,434   | 22        | (61)  |
| Provision for credit losses              | 967     | 15        | (190) |
| Noninterest expense                      | 4,183   | 13        | (237) |
| Income tax expense 2                     | 892     | 41        | 182   |
| Net income                               | \$1,392 | (\$47)    | \$184 |

| Key Indicators (\$ in billions)                  | 2Q13    | 1Q13    |   | 2Q12    |
|--|---------|---------|---|---------|
| Average deposits                                 | \$522.3 | \$502.5 |   | \$474.3 |
| Average loans and leases                         | 163.6   | 165.8   |   | 173.6   |
| Client brokerage assets                          | 84.2    | 82.6    |   | 72.2    |
| Rate paid on deposits                            | 0.12    | % 0.13  | % | 0.19 9  |
| Mobile banking customers (MM)                    | 13.2    | 12.6    |   | 10.3    |
| Number of banking centers                        | 5,328   | 5,389   |   | 5,594   |
| Credit card purchase volumes                     | \$58.2  | \$52.2  |   | \$54.4  |
| Debit card purchase volumes                      | 67.7    | 64.6    |   | 65.0    |
| Return on average allocated capital <sup>3</sup> | 18.6    | % 19.5  | % |         |

- Recorded net income of \$1.4B, down modestly from prior quarter, but up 15% from prior year on expense and credit cost improvements
- Customer activity was highlighted by:
  - Increase in average deposit balances of \$8.9B from 1Q13, excluding \$10.9B of transfers from GWIM
  - Average loans reflect stabilized card balances and growth in auto lending
    - Ending U.S. credit card balances grew \$0.5B from 1Q13
  - Extended small business loans and commitments of approximately \$2.8B in 2Q13, a 24% increase over 2Q12
  - U.S. consumer credit card retail spend per average active account increased 9% from 2Q12
  - Client brokerage assets increased 17% from 2Q12, driven by account flows and market growth
- · We continue to optimize the delivery network
  - Customers increasing usage of self-service channels
    - Mobile Banking users are up 28% from 2Q12
    - 4% of all checks, or 11.7MM, now deposited utilizing Mobile Check Deposits (capability launched in mid 2012)
  - Banking centers of 5,328 were reduced by 266 from 2Q12

<sup>1</sup> During 2Q13, consumer Dealer Financial Services results were moved to CBB from Global Banking and prior periods were reclassified to conform to current period presentation. <sup>2</sup> FTE basis.

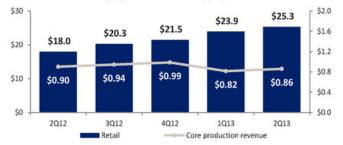
<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

# Consumer Real Estate Services (CRES)<sup>1</sup>: Home Loans

|  |       | Inc/(Dec) |         |
|--|-------|-----------|---------|
| \$ in millions                           | 2Q13  | 1Q13      | 2Q12    |
| Net interest income <sup>2</sup>         | \$344 | (\$3)     | \$ 14   |
| Noninterest income                       | 660   | 27        | (135)   |
| Total revenue, net of interest expense 2 | 1,004 | 24        | (121)   |
| Provision for credit losses              | 64    | (28)      | 99      |
| Noninterest expense                      | 863   | 50        | 72      |
| Income tax expense 2                     | 30    | 2         | (106)   |
| Net income                               | \$47  | \$-       | (\$186) |

| Key Indicators (\$ in billions)           | 2Q13   | 1Q13   | 2Q12   |
|---|--------|--------|--------|
| Average loans and leases                  | \$46.9 | \$47.2 | \$50.6 |
| Total Corporation home loan originations: |        |        |        |
| First mortgage                            | 25.3   | 23.9   | 18.0   |
| Home equity                               | 1.5    | 1.1    | 0.9    |
| Total CRES core production revenue 3      | 0.9    | 0.8    | 0.9    |

### CRES First Mortgage Production (\$B)<sup>3</sup>



<sup>1</sup> CRES includes Home Loans and Legacy Assets & Servicing.

<sup>2</sup> FTE basis.

<sup>3</sup> Includes core production revenue from Home Loans and Legacy Assets & Servicing.

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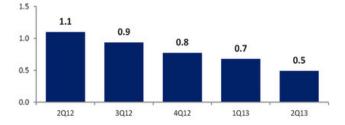
- Total Corporation first-lien retail mortgage originations increased 6% from 1Q13, to \$25.3B
  - Direct-to-retail market share grew to an estimated 5.2% from 4.9% in the prior quarter
- While first-lien mortgage production increased from 1Q13 and 2Q12, we experienced industry-wide margin compression which impacted core production revenue
  - Slowdown in production is expected as the mortgage pipeline came down 5% from 1Q13
- Provision expense was favorable by \$28M from 1Q13, driven by continued portfolio improvements and higher home prices
- Expenses increased from 1Q13 as we increased our fulfillment capacity and employed more mortgage loan officers, primarily in the banking centers

# CRES<sup>1</sup>: Legacy Assets & Servicing

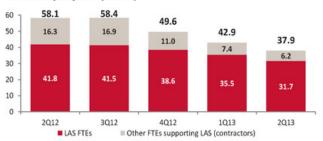
|  |         | Inc/(Dec) |        |
|--|---------|-----------|--------|
| \$ in millions                           | 2Q13    | 1Q13      | 2Q12   |
| Net interest income <sup>2</sup>         | \$355   | (\$41)    | (\$28) |
| Noninterest income                       | 756     | (180)     | (265)  |
| Total revenue, net of interest expense 2 | 1,111   | (221)     | (293)  |
| Provision for credit losses              | 227     | (16)      | 5      |
| Noninterest expense                      | 2,531   | (2,062)   | (202)  |
| Income tax benefit 2                     | (663)   | 637       | (89)   |
| Net loss                                 | (\$984) | \$1,220   | (\$7)  |

| Key Indicators (\$ in billions)            | 2Q13   | 1Q13   | 2Q12   |
|--|--------|--------|--------|
| Average loans and leases                   | \$43.2 | \$45.7 | \$54.9 |
| MSR, end of period (EOP)                   | 5.8    | 5.8    | 5.7    |
| Capitalized MSR (bps)                      | 77     | 61     | 47     |
| Serviced for investors (EOP, in trillions) | 0.8    | 0.9    | 1.2    |
| Servicing income                           | 0.7    | 0.9    | 1.3    |
| Total servicing portfolio (# loans in mm)  | 53     | 6.4    | 8.4    |

#### 60+ day delinquent loans (# loans in MM)



- Net loss of \$1.0B improved from 1Q13 as a result of lower litigation (1Q13 included settlements for MBIA and RMBS litigation) and operating costs, which more than offset a decline in revenue
- Revenue declined \$0.2B from 1Q13, driven by reduced servicing income on a smaller servicing portfolio and less favorable MSR hedged performance, partially offset by a higher sales volume of loans that had returned to performing status
- 60+ day delinquent loans, which peaked at 1.4MM in 4Q10, are down to 492K and are expected to be less than 375K by year-end
- LAS employees declined for the third straight quarter to 37.9K
- LAS expense, excluding litigation, of \$2.3B in 2Q13 compared to a peak of \$3.1B in 4Q12; expect 4Q13 to be below \$2.0B<sup>3</sup>



#### LAS Employees (000's)

<sup>1</sup> CRES includes Home Loans and Legacy Assets & Servicing.

<sup>2</sup> FTE basis.

<sup>3</sup> Represents a non-GAAP financial measure. Excludes mortgage-related litigation expense of \$215MM and \$672MM in 2Q13 and 4Q12. Also excludes \$1.1B provision for IFR acceleration agreement in 4Q12.

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## Global Wealth & Investment Management (GWIM)

|  | 12      | Inc/(Dec) |       |
|--|---------|-----------|-------|
| \$ in millions                           | 2Q13    | 1Q13      | 2Q12  |
| Net interest income 1                    | \$1,505 | (\$91)    | \$112 |
| Noninterest income                       | 2,994   | 169       | 293   |
| Total revenue, net of interest expense 1 | 4,499   | 78        | 405   |
| Provision for credit losses              | (15)    | (37)      | (62)  |
| Noninterest expense                      | 3,272   | 19        | 95    |
| Income tax expense 1                     | 484     | 58        | 162   |
| Net income                               | \$758   | \$38      | \$210 |

| Key Indicators (\$ in billions)       | 2Q13    | 1Q13    | 2Q12    |
|---------------------------------------|---------|---------|---------|
| Liquidity AUM flows                   | (\$0.7) | (\$2.2) | (\$0.1) |
| Long-term AUM flows                   | 7.7     | 20.4    | 3.8     |
| Financial advisors (in thousands) 2   | 15.8    | 16.1    | 16.8    |
| Pre-tax margin                        | 27.6 %  | 25.9 %  | 21.2 %  |
| Return on average allocated capital 3 | 30.6    | 29.4    |         |

### Total Client Balances (\$B, EOP)



- Record quarter with net income of \$0.8B and a pre-tax margin of 27.6%, driven by strong revenue performance and improved credit costs
- Asset management fees of \$1.7B increased \$0.1B, or 7%, from 1Q13 due to improved market conditions and long-term AUM flows
- Noninterest expense increased slightly, driven by volume-related expenses
- Long-term AUM flows of \$8B, double 2Q12 levels
- Ending loans grew by \$5B, or 4%, from 1Q13, driven by securities-based lending and residential mortgage
- Ending deposit balances declined from 1Q13, driven by seasonal tax outflows

<sup>1</sup> FTE basis.

<sup>2</sup> Includes Financial Advisors in the Consumer & Business Banking segment of 1,587, 1,591 and 1,383 at 2Q13, 1Q13 and 2Q12, respectively.

<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

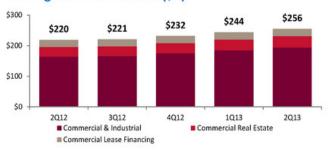
# Global Banking<sup>1</sup>

|   | 5-00-00-00-00-00-00-00-00-00-00-00-00-00 | Inc/(Dec) |         |
|---|--|-----------|---------|
| \$ in millions                                      | 2Q13                                     | 1Q13      | 2Q12    |
| Net interest income <sup>2</sup>                    | \$2,252                                  | \$92      | \$312   |
| Noninterest income                                  | 1,887                                    | 17        | (81)    |
| Total revenue, net of interest expense <sup>2</sup> | 4,139                                    | 109       | 231     |
| Provision for credit losses                         | 163                                      | 14        | 315     |
| Noninterest expense                                 | 1,859                                    | 22        | (108)   |
| Income tax expense 2                                | 826                                      | 66        | 51      |
| Net income  | \$1,291                                  | \$7       | (\$27)  |
| Key Indicators (\$ in billions)                     | 2Q13                                     | 1Q13      | 2Q12    |
| Average loans and leases                            | \$255.7                                  | \$244.1   | \$219.5 |
| Average deposits                                    | 227.7                                    | 221.1     | 213.9   |

|        | 221.1                           | 213.3   |   |
|--------|---------------------------------|---|---|
| 1.9    | 1.8                             | 1.7   |   |
| 1.4    | 1.4                             | 1.4   |   |
| 22.5 % | 22.7                            | % -   |   |
| 0.12   | 0.12                            | 0.23  | %   |
| \$10.6 | \$10.3                          | \$14.8  |   |
| 1.1    | 1.6                             | 3.3   |   |
|        | 1.4<br>22.5 %<br>0.12<br>\$10.6 | 1.9         1.8           1.4         1.4           22.5         %         22.7           0.12         0.12           \$10.6         \$10.3 | 1.9         1.8         1.7           1.4         1.4         1.4           22.5         22.7         %           0.12         0.12         0.23           \$10.6         \$10.3         \$14.8 |

| Corporation-wide IB Fees       | 2Q13    | 1           | Q13     |   | 2Q12    |   |
|--------------------------------|---------|-------------|---------|---|---------|---|
| Advisory                       | \$262   | \$262 \$257 |         |   | \$340   |   |
| Debt                           | 987     |             | 1,022   |   | 646     |   |
| Equity                         | 356     | 356 32      |         |   | 192     |   |
| Gross IB fees (incl. self-led) | 1,605   | -           | 1,602   |   | 1,178   |   |
| Self-led                       | (49)    |             | (67)    |   | (32)    |   |
| Net IB fees (excl. self-led)   | \$1,556 |             | \$1,535 |   | \$1,146 |   |
| Gross IB fees by region        |         |             |         |   |         |   |
| U.S. / Canada                  | 81 9    | 6           | 80      | % | 82      | % |
| International                  | 19      |             | 20      |   | 18      |   |

- Solid earnings from higher net interest income due to strong loan . growth, and near record investment banking fees
- . Maintained strong #2 ranking globally in net IB fees 4
- Corporation-wide IB fees of \$1.6B (excluding self-led) increased . \$21MM from 1Q13, and \$410MM, or 36%, from 2Q12; increase from 2Q12 driven by higher debt and equity underwriting fees
- . Credit quality strength remains stable
- . Average loans and leases increased \$11.6B from 1Q13 and \$36.2B from 2Q12, driven by growth primarily in commercial & industrial and commercial real estate
  - Balances from international regions increased \$6.7B, or 11%, compared to 1Q13 and \$15.7B, or 29%, compared to 2Q12



#### Average Loans and Leases (\$B)

<sup>1</sup> During 2Q13, consumer Dealer Financial Services results were moved from Global Banking to CBB and prior periods were reclassified to conform to current period presentation. <sup>2</sup> FTE basis.

<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information. <sup>4</sup> Ranking per Dealogic as of July 1, 2013.

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# **Global Markets**

|  |         | Inc/(   | Dec)  |
|--|---------|---------|-------|
| in millions                              | 2Q13    | 1Q13    | 2Q12  |
| Net interest income 1                    | \$1,013 | (\$96)  | \$292 |
| Noninterest income (excl. DVA) 2         | 3,138   | (677)   | 125   |
| Total revenue (excl. DVA) 2.3            | 4,151   | (773)   | 417   |
| DVA                                      | 38      | 93      | 194   |
| Total revenue, net of interest expense 1 | 4,189   | (680)   | 611   |
| Provision for credit losses              | (16)    | (21)    | (15)  |
| Noninterest expense                      | 2,769   | (304)   | (86)  |
| Income tax expense 1                     | 477     | (145)   | 250   |
| Net income                               | \$959   | (\$210) | \$462 |
| Net income (excl. DVA) <sup>2</sup>      | 935     | (269)   | 340   |

| Key Indicators (\$ in billions)         | 2Q13    | 1Q13    | 2Q12    |
|---|---------|---------|---------|
| Average trading-related assets          | \$491.0 | \$504.3 | \$459.9 |
| IB fees                                 | 0.7     | 0.7     | 0.4     |
| Sales and trading revenue               | 3.5     | 4.1     | 3.2     |
| Sales and trading revenue (excl. DVA) 4 | 3.5     | 4.2     | 3.3     |
| FICC (excl. DVA) 4                      | 2.3     | 3.0     | 2.6     |
| Equities (excl. DVA) <sup>4</sup>       | 1.2     | 1.1     | 0.8     |
| Average VaR (\$ in MM) 5                | 69      | 80      | 63      |
| Return on average allocated capital 6   | 12.9%   | 15.8%   | -       |

- Revenue and earnings reflect solid improvement from 2Q12 and a decline from 1Q13
- Excluding DVA<sup>4</sup>, sales and trading revenue of \$3.5B decreased \$0.7B, or 17%, from 1Q13; and increased \$0.1B, or 4%, from 2Q12
  - FICC revenue (excl. DVA) <sup>4</sup> of \$2.3B decreased \$0.3B compared to 2Q12 and \$0.7B compared to 1Q13, as market conditions became more challenging toward the end of the quarter
  - Equities revenue (excl. DVA)<sup>4</sup> of \$1.2B increased \$0.4B compared to 2Q12 and \$45MM compared to 1Q13, largely driven by market share gains in cash equities, improved performance in equity derivatives, as well as increased financing activity
- Noninterest expense decreased \$86MM, or 3%, from 2Q12 due to lower operating costs; and decreased \$0.3B, or 10%, from 1Q13, primarily driven by lower incentive compensation

#### <sup>1</sup> FTE basis.

<sup>2</sup> Represents a non-GAAP financial measure. Net DVA results were gains of \$38MM, and losses of \$55MM and \$156MM in 2Q13, 1Q13 and 2Q13, respectively.

<sup>3</sup> In addition to sales and trading revenue, Global Markets shares with Global Banking in certain deal economics from investment banking and loan origination activities.

<sup>4</sup> For this presentation, sales and trading revenue excludes DVA gains/losses which represents a non-GAAP financial measure. Net DVA gains included in fixed income, currency and commodities revenue were \$33 million, losses of \$65 million and \$137 million for 2Q13, 1Q13 and 2Q12, respectively. Net DVA gains included in equities revenue were \$5 million, \$10 million and losses of \$19 million for 2Q13, 1Q13 and 2Q12, respectively.

<sup>6</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.



<sup>&</sup>lt;sup>5</sup>VaR model uses historical simulation approach based on three years of historical data and an expected shortfall methodology equivalent to a 99% confidence level.

# All Other 1

|  | 12    | Inc/(Dec) |        |  |
|--|-------|-----------|--------|--|
| \$in millions                            | 2013  | 1Q13      | 2012   |  |
| Total revenue, net of interest expense 2 | \$573 | \$209     | (\$25) |  |
| Provision for credit losses              | (179) | (429)     | (714)  |  |
| Noninterest expense                      | 541   | (1,220)   | (564)  |  |
| Income tax benefit 2                     | (338) | 337       | 340    |  |
| Net income                               | \$549 | \$1,521   | \$913  |  |

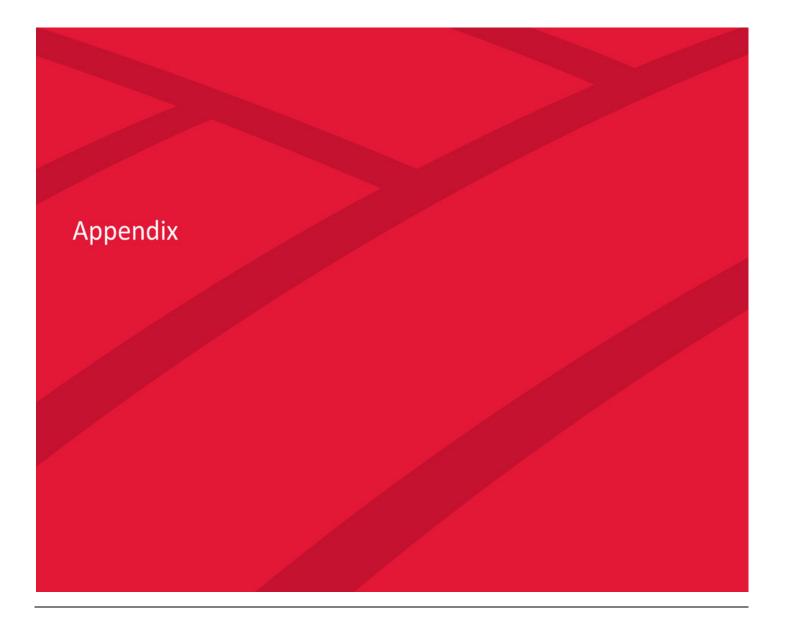
| Key Indicators (\$ in billions)            | 2Q13    | 1Q13    | 2Q12    |
|--|---------|---------|---------|
| Average loans and leases                   | \$238.9 | \$244.6 | \$263.6 |
| Average deposits                           | 33.8    | 35.5    | 43.7    |
| Book value of Global Principal Investments | 2.2     | 2.8     | 4.1     |
| Total BAC equity investment exposure       | 14.3    | 15.0    | 15.8    |
|  |         |         |         |

- Net income improvement from 1Q13 was driven by securities gains, the absence of the 1Q13 annual retirement-eligible compensation costs and a decrease in the provision for credit losses
- Revenue was impacted by the following selected items:

| \$ in millions                        | 2Q13 | 1Q13   | 2Q12   |
|---------------------------------------|------|--------|--------|
| FVO on structured liabilities         | \$10 | (\$90) | (\$62) |
| Equity investment income              | 576  | 520    | (36)   |
| Gains on sales of debt securities     | 452  | 67     | 354    |
| Gains on liability management actions | -    | -      | 505    |

- Provision for credit losses declined \$0.4B from 1Q13 resulting from improvements in the residential mortgage and non-U.S. credit card portfolios
- Noninterest expense decreased \$1.2B from 1Q13 on lower incentive compensation driven by the annual retirement-eligible compensation costs in 1Q13 of \$0.9B; \$0.6B decline from 2Q12, driven by lower litigation costs

<sup>1</sup> All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses, residual expense allocations and other. ALM activities encompass the wholeloan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity Investments include Global Principal Investments, strategic and certain other investments. All Other includes certain residential mortgage loans that are managed by LAS.
<sup>2</sup> FTE basis.



# **Results by Business Segment**

|   |                      |         |         | 2Q13    |                |                |           |
|---|----------------------|---------|---------|---------|----------------|----------------|-----------|
| \$ in millions                                      | Total<br>Corporation | СВВ     | CRES    | GWIM    | Global Banking | Global Markets | All Other |
| Net interest income <sup>1, 2</sup>                 | \$10,771             | \$5,034 | \$699   | \$1,505 | \$2,252        | \$1,013        | \$268     |
| Card income   | 1,469                | 1,186   | -       | 70      | 101            | 31             | 81        |
| Service charges                                     | 1,837                | 1,035   | 1       | 21      | 701            | 79             |           |
| Investment and brokerage services                   | 3,143                | 55      | -       | 2,441   | 29             | 549            | 69        |
| Investment banking income (loss)                    | 1,556                | 1       | (2)     | 143     | 792            | 668            | (46)      |
| Equity investment income                            | 680                  | 38      | -       | 3       | 2              | 61             | 576       |
| Trading account profits (losses)                    | 1,938                |         | (1)     | 41      | 19             | 1,848          | 31        |
| Mortgage banking income (loss)                      | 1,178                |         | 1,411   | 4       |                | 2              | (239)     |
| Gains on sales of debt securities                   | 457                  |         | 1       |         | -              | 4              | 452       |
| All other income (loss)                             | (80)                 | 85      | 6       | 271     | 243            | (66)           | (619)     |
| Total noninterest income                            | 12,178               | 2,400   | 1,416   | 2,994   | 1,887          | 3,176          | 305       |
| Total revenue, net of interest expense 1, 2         | 22,949               | 7,434   | 2,115   | 4,499   | 4,139          | 4,189          | 573       |
| Total noninterest expense                           | 16,018               | 4,183   | 3,394   | 3,272   | 1,859          | 2,769          | 541       |
| Pre-tax, pre-provision earnings (loss) <sup>1</sup> | 6,931                | 3,251   | (1,279) | 1,227   | 2,280          | 1,420          | 32        |
| Provision for credit losses                         | 1,211                | 967     | 291     | (15)    | 163            | (16)           | (179)     |
| Income (loss) before income taxes                   | 5,720                | 2,284   | (1,570) | 1,242   | 2,117          | 1,436          | 211       |
| Income tax expense (benefit) 1, 2                   | 1,708                | 892     | (633)   | 484     | 826            | 477            | (338)     |
| Net income (loss)                                   | \$4,012              | \$1,392 | (\$937) | \$758   | \$1,291        | \$959          | \$549     |

<sup>1</sup> FTE basis. FTE basis for the Total Corporation and pre-tax, pre-provision earnings are non-GAAP financial measures. <sup>2</sup> For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

# Representations and Warranties Exposure<sup>1</sup> (2004-2008 vintages)

|                      | New Claim Trends (UPB) |   |         |   |         |   |         |   |         |   |                  |   |  |  |
|----------------------|------------------------|---|---------|---|---------|---|---------|---|---------|---|------------------|---|--|--|
| \$ in millions       | 2012                   |   | 3Q12    |   | 4Q12    |   | 1013    |   | 2Q13    |   | Mix <sup>2</sup> |   |  |  |
| Pre 2005             | \$117                  |   | \$73    |   | \$79    |   | \$29    |   | \$49    | 1 | 2                | % |  |  |
| 2005                 | 619                    |   | 393     |   | 307     |   | 220     |   | 59      |   | 8                |   |  |  |
| 2006                 | 3,768                  |   | 1,485   |   | 1,566   |   | 737     |   | 476     |   | 34               |   |  |  |
| 2007                 | 2,752                  |   | 2,135   |   | 1,830   |   | 693     |   | 618     |   | 42               |   |  |  |
| 2008                 | 412                    |   | 701     |   | 490     |   | 40      |   | 52      |   | 10               |   |  |  |
| Post 2008            | 545                    |   | 196     |   | 189     |   | 129     |   | 77      |   | 4                |   |  |  |
| New Claims           | \$8,213                |   | \$4,983 |   | \$4,461 |   | \$1,848 |   | \$1,331 |   |                  |   |  |  |
| % GSEs               | 53                     | % | 54      | % | 57      | % | 22      | % | 40      | % |                  |   |  |  |
| Rescinded claims     | \$876                  |   | \$1,877 |   | \$1,131 |   | \$409   |   | \$1,381 |   |                  |   |  |  |
| Approved repurchases | 704                    |   | 322     |   | 468     |   | 311     |   | 364     |   |                  |   |  |  |

|                | Outstandin                | g Claims by (  | counterpar | су (ОРВ)   |              |
|----------------|---------------------------|--|------------|--|--------------|
| \$ in millions | 2Q12                      | 3Q12   | 4Q12       | 1Q13   | 2Q13         |
| GSEs           | \$10,936                  | \$12,274   | \$13,530   | \$1,138  | \$1,120      |
| Private        | 8,641                     | 10,559   | 12,299     | 13,509   | 13,986       |
| Monolines      | 3,128                     | 2,629  | 2,449      | 2,488  | 1,542        |
| Total          | \$22,705                  | \$25,462   | \$28,278   | \$17,135   | \$16,648     |
|                | \$12.2B asso<br>January 2 | laims included<br>ciated with the<br>2013 FNMA<br>lement | ]          | 1Q13 monolii<br>included \$945Mi<br>with the May 2 | M associated |

|                                     | Reserves Established (Balances Shown for 2004-2008 Originations) (\$B) |                        |           |   |   |  |  |  |  |  |  |  |
|-------------------------------------|--|------------------------|-----------|---|---|--|--|--|--|--|--|--|
| Counterparty                        | Original<br>Balance  | Outstanding<br>Balance | Have Paid | Reserves<br>Established <sup>3, 4</sup> | Commentary <sup>3, 5</sup>                          |  |  |  |  |  |  |  |
| GSE - FHLMC (CFC)                   | \$196  | \$56                   |           |   | FHLMC Agreement                                     |  |  |  |  |  |  |  |
| GSE - FNMA (LCHL and LBAC)          | 824  | 202                    |           |   | FNMA Agreement                                      |  |  |  |  |  |  |  |
| GSE All Other                       | 98   | 25                     |           |   | Reserves established; Included in RPL               |  |  |  |  |  |  |  |
| Second-lien monoline                | 81   | 11                     |           |   | Completed agreements with Assured, Syncora and MBIA |  |  |  |  |  |  |  |
| Whole loans sold                    | 55   | 12                     |           |   | Reserves established                                |  |  |  |  |  |  |  |
| Private label (CFC issued)          | 409  | 117                    |           |   | BNY Mellon settlement pending court approval        |  |  |  |  |  |  |  |
| Private label (non CFC bank issued) | 242  | 49                     |           |   | Reserves established; Included in RPL               |  |  |  |  |  |  |  |
| Private label (3rd party issued)    | 176  | 48                     | 6         |   | Reserves established; Included in RPL               |  |  |  |  |  |  |  |
|                                     | \$2,081  | \$520                  | \$21.7    | \$14.0                                  |   |  |  |  |  |  |  |  |

<sup>1</sup> Exposures identified above relate only to repurchase claims associated with purported representations and warranties breaches. They do not include any exposures associated with related litigation matters; separate foreclosure costs and related costs and assessments; or possible losses related to potential claims for breaches of performance of servicing obligations, potential securities law or fraud claims, potential indemnity or other claims against us, including claims related to loans guaranteed by the FHA. If adverse to us, the aforementioned items could have a material adverse effect on our financial results in future periods. <sup>2</sup> Mix for new claim trends is calculated based on last four quarters.

<sup>3</sup> Level of reserves established and RPL are subject to adjustments in future periods based on a number of factors including ultimate resolution of the BNY Mellon settlement, changes in estimated repurchase rates, economic conditions, home prices, consumer and counterparty behavior, and a variety of judgmental factors.

Consummany, nome prices, consumer and counterparty behavior, and a variety or judgmental factors.
 A Does not include litigation reserves established. In addition, the company currently estimates the RPL could be up to \$4B over accruals at June 30, 2013, unchanged from March 31, 2013. Following the FNMA settlement, the remaining RPL covers principally non-SE exposures.
 Sefer to pages 57-59 of Bank of America's 2012 Form 10-K on file with SEC for additional disclosures.

# Home Loans Asset Quality Key Indicators

|  |                      | Residential   | Mortgage 1           |   |                      | Home                                   | Equity               |  |  |
|--|----------------------|---|----------------------|---|----------------------|--|----------------------|--|--|
|  | 2                    | Q13   | 10                   | 213   | 20                   | Q13                                    | 1013                 |  |  |
| \$ in millions                                     | As<br>Reported       | Excluding Purchased<br>Credit-impaired and<br>Fully-insured Loans | As<br>Reported       | Excluding Purchased<br>Credit-impaired and<br>Fully-insured Loans | As<br>Reported       | Excluding Purchased<br>Credit-impaired | As<br>Reported       | Excluding Purchased<br>Credit-impaired |  |
| Loans end of period<br>Loans average               | \$253,959<br>256,224 | \$143,474<br>146,284  | \$256,804<br>257,610 | \$143,944<br>146,019  | \$100,011<br>101,708 | \$92,580<br>94,157                     | \$103,338<br>105,939 | \$95,581<br>97,881                     |  |
| Net charge-offs <sup>2</sup><br>% of average loans | \$271<br>0.43 9      | \$271<br>6 0.74 %   | \$383<br>0.60 %      | \$383<br>1.06 %   | \$486<br>1.92 %      | \$486<br>2.07 %                        | \$684<br>2.62 %      | \$684<br>2.83 %                        |  |
| Allowance for loan losses<br>% of loans            | \$6,071<br>2.39 9    | \$3,677<br>6 2.56 %   | \$6,731<br>2.62 %    | \$3,927<br>2.73 %   | \$6,325<br>6.32 %    | \$4,794<br>5.18 %                      | \$6,707<br>6.50 %    | \$5,021<br>5.25 %                      |  |
| Average refreshed (C)LTV <sup>3</sup>              |                      | 73  |                      | 75  |                      | 78                                     |                      | 79                                     |  |
| 90%+ refreshed (C)LTV 3                            |                      | 23 %  |                      | 26 %  |                      | 35 %                                   |                      | 37 %                                   |  |
| Average refreshed FICO                             |                      | 721   |                      | 718   |                      | 744                                    |                      | 744                                    |  |
| % below 620 FICO                                   |                      | 13 %  |                      | 14 %  |                      | 8 %                                    |                      | 8 %                                    |  |

<sup>1</sup> Excludes FVO loans.

<sup>2</sup> 2Q13 and 1Q13 exclude write-offs of consumer PCI loans of \$203MM and \$94MM related to residential mortgage and \$110MM and \$745MM related to home equity. 2Q13 and 1Q13 net charge-off ratios including the PCI write-offs for residential mortgage were 0.74% and 0.75%, and for home equity were 2.35% and 5.47%. <sup>3</sup> Loan-to-value (LTV) calculations apply to the residential mortgage portfolio. Combined Ioan-to-value (CLTV) calculations apply to the home equity portfolio.

# Basel 1 to Basel 3 (Fully Phased-in) 1, 2, 3

| \$ in millions   | June 30,    | March 31,   | December 31, |
|--|-------------|-------------|--------------|
| Regulatory Capital – Basel 1 to Basel 3 (fully phased-in)                | 2013        | 2013        | 2012         |
| Basel 1 Tier 1 capital   | \$156,689   | \$158,677   | \$155,461    |
| Deduction of qualifying preferred stock and trust preferred securities   | (17,170)    | (22,558)    | (22,058)     |
| Basel 1 Tier 1 common capital  | \$139,519   | \$136,119   | \$133,403    |
| Deduction of defined benefit pension assets                              | (787)       | (776)       | (737)        |
| Change in DTA and other threshold deductions (DTA temporary differences, |             |             |              |
| MSRs and significant investments)  | (6,761)     | (4,501)     | (3,020)      |
| Change in all other deductions, net                                      | (6,125)     | (2,032)     | (1,020)      |
| Basel 3 (fully phased-in) Tier 1 common capital                          | \$125,846   | \$128,810   | \$128,626    |
| Risk-weighted Assets – Basel 1 to Basel 3 (fully phased-in)              |             |             |              |
| Basel 1 risk-weighted assets   | \$1,288,159 | \$1,298,187 | \$1,205,976  |
| Net change in credit and other risk-weighted assets                      | 22,276      | 55,454      | 103,085      |
| Increase due to Market Risk Final Rule                                   | -           | 2           | 81,811       |
| Basel 3 (fully phased-in) risk-weighted assets                           | \$1,310,435 | \$1,353,641 | \$1,390,872  |
| Tier 1 Common Capital Ratios   |             |             |              |
| Basel 1  | 10.83       | % 10.49     | % 11.06 %    |
| Basel 3 (fully phased-in)  | 9.60        | 9.52        | 9.25         |
|  |             |             |              |

Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C. For important presentation information, see slide 3.
 Basel 1 includes the Market Risk Final Rule at June 30, 2013 and March 31, 2013. At December 31, 2012, Basel 1 did not include the Market Risk Final Rule.
 Basel 3 (fully phased-in) estimates based on the Advanced Approach under final Basel 3 rules, issued on July 2, 2013.

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Supplemental Information Second Quarter 2013

This information is preliminary and based on company data available at the time of the earnings presentation. It speaks only as of the particular date or dates included in the accompanying pages. Bank of America does not undertake an obligation to, and disclaims any duty to, update any of the information provided. Any forward-looking statements in this information are subject to the forward-looking language contained in Bank of America's reports filed with the SEC pursuant to the Securities Exchange Act of 1934, which are available at the SEC's website (www.sec.gov) or at Bank of America's website (www.bankofamerica.com). Bank of America's future financial performance is subject to risks and uncertainties as described in its SEC filings.

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#### **Consolidated Financial Highlights**

(Dollars in millions, except per share information; shares in thousands)

|   |    | Six Months Ended<br>June 30 |    |            | Second<br>Quarter |            | First<br>Quarter |            | Fourth<br>Quarter |            | Third<br>Quarter |            | Second<br>Quarter |            |
|---|----|-----------------------------|----|------------|-------------------|------------|------------------|------------|-------------------|------------|------------------|------------|-------------------|------------|
|   |    | 2013                        |    | 2012       |                   | 2013       |                  | 2013       |                   | 2012       |                  | 2012       |                   | 2012       |
| income statement  |    |                             |    |            |                   |            |                  |            |                   |            |                  |            |                   |            |
| Net interest income   | s  | 21,213                      | \$ | 20,394     | \$                | 10,549     | \$               | 10,664     | \$                | 10,324     | \$               | 9,938      | \$                | 9,548      |
| Noninterest income  |    | 24,711                      |    | 23,852     |                   | 12,178     |                  | 12,533     |                   | 8,336      |                  | 10,490     |                   | 12,420     |
| Total revenue, net of interest expense                                |    | 45,924                      |    | 44,246     |                   | 22,727     |                  | 23,197     |                   | 18,660     |                  | 20,428     |                   | 21,968     |
| Provision for credit losses   |    | 2,924                       |    | 4,191      |                   | 1,211      |                  | 1,713      |                   | 2,204      |                  | 1,774      |                   | 1,773      |
| Noninterest expense   |    | 35,518                      |    | 36,189     |                   | 16,018     |                  | 19,500     |                   | 18,360     |                  | 17,544     |                   | 17,048     |
| Income tax expense (benefit)  |    | 1,987                       |    | 750        |                   | 1,486      |                  | 501        |                   | (2,636)    |                  | 770        |                   | 684        |
| Net income  |    | 5,495                       |    | 3,116      |                   | 4,012      |                  | 1,483      |                   | 732        |                  | 340        |                   | 2,463      |
| Preferred stock dividends   |    | 814                         |    | 690        |                   | 441        |                  | 373        |                   | 365        |                  | 373        |                   | 365        |
| Net income (loss) applicable to common shareholders                   |    | 4,681                       |    | 2,426      |                   | 3,571      |                  | 1,110      |                   | 367        |                  | (33)       |                   | 2,098      |
| Diluted earnings per common share <sup>(1)</sup>                      |    | 0.42                        |    | 0.22       |                   | 0.32       |                  | 0.10       |                   | 0.03       |                  | 0.00       |                   | 0.19       |
| Average diluted common shares issued and outstanding <sup>(1)</sup>   |    | 11,549,693                  |    | 11,509,945 |                   | 11,524,510 |                  | 11,154,778 |                   | 10,884,921 |                  | 10,776,173 |                   | 11,556,011 |
| Dividends paid per common share                                       | \$ | 0.02                        | \$ | 0.02       | \$                | 0.01       | \$               | 0.01       | \$                | 0.01       | \$               | 0.01       | \$                | 0.01       |
| terformance ratios  |    |                             |    |            |                   |            |                  |            |                   |            |                  |            |                   |            |
| Return on average assets  |    | 0.50 %                      |    | 0.29%      |                   | 0.74 %     |                  | 0.27%      |                   | 0.13%      |                  | 0.06%      |                   | 0.45       |
| Return on average common shareholders' equity                         |    | 4.32                        |    | 2.26       |                   | 6.55       |                  | 2.06       |                   | 0.67       |                  | n/m        |                   | 3.89       |
| Return on average tangible common shareholders' equity <sup>(2)</sup> |    | 6.53                        |    | 3.47       |                   | 9.88       |                  | 3.12       |                   | 1.01       |                  | n/m        |                   | 5.95       |
| Return on average tangible shareholders' equity $^{(2)}$              |    | 6.84                        |    | 3.94       |                   | 9.98       |                  | 3.69       |                   | 1.77       |                  | 0.84       |                   | 6.16       |
|   |    |                             |    |            |                   |            |                  |            |                   |            |                  |            |                   |            |
| At period end<br>Book value per share of common stock                 | s  | 20.18                       | s  | 20.16      | \$                | 20.18      | \$               | 20.19      | s                 | 20.24      | \$               | 20.40      | s                 | 20.16      |
| Tangible book value per share of common stock <sup>(2)</sup>          | 9  | 13.32                       | φ  | 13.22      | Ģ                 | 13.32      | φ                | 13.36      | φ                 | 13.36      | φ                | 13.48      | φ                 | 13.22      |
| Market price per share of common stock:                               |    | 15.52                       |    | 15.22      |                   | 15.52      |                  | 15.50      |                   | 15.50      |                  | 15.46      |                   | 15.22      |
| Closing price   | s  | 12.86                       | \$ | 8.18       | \$                | 12.86      | \$               | 12.18      | \$                | 11.61      | \$               | 8.83       | \$                | 8.18       |
| High closing price for the period                                     | 3  | 13.83                       | 3  | 9.93       | \$                | 13.83      | ¢                | 12.18      | \$                | 11.61      | ¢                | 9.55       | ¢                 | 9.68       |
| Low closing price for the period                                      |    | 11.03                       |    | 5.80       |                   | 11.44      |                  | 11.03      |                   | 8.93       |                  | 7.04       |                   | 6.83       |
| Market capitalization   |    |                             |    |            |                   |            |                  |            |                   |            |                  |            |                   |            |
|   |    | 138,156                     |    | 88,155     |                   | 138,156    |                  | 131,817    |                   | 125,136    |                  | 95,163     |                   | 88,155     |
| Number of banking centers - U.S.                                      |    | 5,328                       |    | 5,594      |                   | 5,328      |                  | 5,389      |                   | 5,478      |                  | 5,540      |                   | 5,594      |
| Number of branded ATMs - U.S.   |    | 16,354                      |    | 16,220     |                   | 16,354     |                  | 16,311     |                   | 16,347     |                  | 16,253     |                   | 16,220     |
| Full-time equivalent employees  |    | 257,158                     |    | 275,460    |                   | 257,158    |                  | 262,812    |                   | 267,190    |                  | 272,594    |                   | 275,460    |

(1) Due to a net loss applicable to common shareholders for the third quarter of 2012, the impact of antidilutive equity instruments was excluded from diluted earnings per share and average diluted common

(2) Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures nages 47-50.)

n/m = not meaningful

Certain prior period amounts have been reclassified to conform to current period presentation.

#### Bank of America Corporation and Subsidiaries **Supplemental Financial Data**

(Dollars in millions, except per share information)

#### Fully taxable-equivalent (FTE) basis data<sup>(1)</sup>

|  | <br>Six Months Ended<br>June 30 |    |        |      | Second<br>Quarter | First<br>Quarter |        |      | Fourth<br>Quarter | Third<br>Quarter |        |    | Second<br>Quarter |
|--|---------------------------------|----|--------|------|-------------------|------------------|--------|------|-------------------|------------------|--------|----|-------------------|
|  | 2013                            |    | 2012   | 2013 |                   | 2013             |        | 2012 |                   |                  | 2012   |    | 2012              |
| Net interest income                    | \$<br>21,646                    | \$ | 20,835 | s    | 10,771            | \$               | 10,875 | \$   | 10,555            | \$               | 10,167 | \$ | 9,782             |
| Total revenue, net of interest expense | 46,357                          |    | 44,687 |      | 22,949            |                  | 23,408 |      | 18,891            |                  | 20,657 |    | 22,202            |
| Net interest yield <sup>(2)</sup>      | 2.44 %                          |    | 2.36%  |      | 2.44 %            |                  | 2.43 % |      | 2.35%             |                  | 2.32 % |    | 2.21 %            |
| Efficiency ratio                       | 76.62                           |    | 80.98  |      | 69.80             |                  | 83.31  |      | 97.19             |                  | 84.93  |    | 76.79             |

FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations - Reconciliations - Reconciliations - Reconciliations a GAAP Financial Measure. The third quarter and 12, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, and \$73 million and \$99 million for the six months ended June 30, 2013 and 2012 \$40 million and \$33 million for the second and first quarters of 2013, and 424 million and \$52 million for the fourth, third and second quarters of 2012, respectively. For more information, see Quarterly and Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis on pages 10-11 and 12-13.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### **Consolidated Statement of Income**

| Dollars in millions, except per share information; shares in thousands)   | Six Montl<br>Jun  |   | Second   | First   | Fourth   | Third   | Sec           |
|---|---|---|--|---|--|---|---------------|
|   | 2013  | 2012  | Quarter<br>2013  | Quarter<br>2013   | Quarter<br>2012  | Quarter<br>2012   | Qu<br>20      |
| nterest income  |   |   |  |   |  |   |               |
| Loans and leases  | \$ 18,238   | \$ 19,917   | \$ 9,060   | \$ 9,178  | \$ 9,366   | \$ 9,597  | \$            |
| Debt securities   | 5,097   | 4,651   | 2,548  | 2,549   | 2,196  | 2,062   |               |
| Federal funds sold and securities borrowed or purchased under agreements to resell  | 634   | 820   | 319  | 315   | 329  | 353   |               |
| Trading account assets  | 2,518   | 2,598   | 1,181  | 1,337   | 1,307  | 1,189   |               |
| Other interest income   | 1,439   | 1,467   | 717  | 722   | 773  | 775   |               |
| Total interest income   | 27,926  | 29,453  | 13,825   | 14,101  | 13,971   | 13,976  |               |
| terest expense  |   |   |  |   |  |   |               |
| Deposits  | 748   | 1,068   | 366  | 382   | 438  | 484   |               |
| Short-term borrowings   | 1,558   | 1,824   | 809  | 749   | 855  | 893   |               |
| Trading account liabilities   | 899   | 925   | 427  | 472   | 420  | 418   |               |
| Long-term debt  | 3,508   | 5,242   | 1,674  | 1,834   | 1,934  | 2,243   |               |
|   |   |   |  |   |  |   |               |
| Total interest expense Net interest income  | 6,713 21,213  | 9,059<br>20,394   | 3,276  | 3,437   | 3,647  | 4,038<br>9,938  |               |
| nisteret inome  |   |   |  |   |  |   |               |
| initerest income Card income  | 2,879   | 3,035   | 1,469  | 1,410   | 1,548  | 1,538   |               |
| Service charges   | 3,636   | 3,846   | 1,409  | 1,410   | 1,348  | 1,538   |               |
| Service enarges Investment and brokerage services   | 6,170   | 5,723   | 3,143  | 3,027   | 2,889  | 2,781   |               |
|   |   | 2,363   |  |   |  | 1,336   |               |
| Investment banking income   | 3,091   |   | 1,556  | 1,535   | 1,600  |   |               |
| Equity investment income  | 1,243   | 1,133   | 680  | 563   | 699  | 238   |               |
| Trading account profits   | 4,927   | 3,839   | 1,938  | 2,989   | 792  | 1,239   |               |
| Mortgage banking income (loss)  | 2,441   | 3,271   | 1,178  | 1,263   | (540)  | 2,019   |               |
| Gains on sales of debt securities   | 525   | 1,152   | 457  | 68  | 171  | 339   |               |
| Other income (loss)   | (188)   | (464)   | (76)   | (112)   | (642)  | (928)   |               |
| Other-than-temporary impairment losses on available-for-sale debt securities:   |   |   |  |   |  |   |               |
| Total other-than-temporary impairment losses  | (14)  | (62)  | (5)  | (14)  | (1)  | (9)   |               |
| Less: Portion of other-than-temporary impairment losses recognized in other comprehensive income  | 1   | 16  | 1  | 5   |  | 3   |               |
| Net impairment losses recognized in earnings on available-for-sale debt securities  | (13)  | (46)  | (4)  | (9)   | (1)  | (6)   |               |
| Total noninterest income  | 24,711  | 23,852  | 12,178   | 12,533  | 8,336  | 10,490  |               |
| Total revenue, net of interest expense  | 45,924  | 44,246  | 22,727   | 23,197  | 18,660   | 20,428  |               |
| vision for credit losses  | 2,924   | 4,191   | 1,211  | 1,713   | 2,204  | 1,774   |               |
| ninterest expense   |   |   |  |   |  |   |               |
| Personnel   | 18,422  | 18,917  | 8,531  | 9,891   | 8,300  | 8,431   |               |
| Occupancy   | 2,263   | 2,259   | 1,109  | 1,154   | 1,151  | 1,160   |               |
| Equipment   | 1,082   | 1,157   | 532  | 550   | 551  | 561   |               |
|   |   |   |  |   |  |   |               |
| Marketing   | 866   | 914   | 437  | 429   | 480  | 479   |               |
|   | 866<br>1,343  | 914<br>1,705  | 437<br>694   | 429<br>649  | 480<br>996   | 479<br>873  |               |
| Professional fees   |   |   |  |   |  |   |               |
| Professional fees<br>Amortization of intangibles  | 1,343<br>550  | 1,705<br>640  | 694<br>274   | 649<br>276  | 996<br>309   | 873<br>315  |               |
| Professional fees<br>Amortization of intangibles<br>Data processing   | 1,343   | 1,705   | 694  | 649   | 996  | 873   |               |
| Professional fees<br>Amortization of intangibles<br>Data processing<br>Telecommunications   | 1,343<br>550<br>1,591   | 1,705<br>640<br>1,548   | 694<br>274<br>779  | 649<br>276<br>812   | 996<br>309<br>773  | 873<br>315<br>640   |               |
| Professional fees<br>Amortization of intangibles<br>Data processing<br>Telecommunications   | 1,343<br>550<br>1,591<br>820  | 1,705<br>640<br>1,548<br>817  | 694<br>274<br>779<br>411   | 649<br>276<br>812<br>409  | 996<br>309<br>773<br>433   | 873<br>315<br>640<br>410  |               |
| Professional fees Amortization of intangibles Data processing Felecommunications Other general operating  | 1,343<br>550<br>1,591<br>820<br>8,581   | 1,705<br>640<br>1,548<br>817<br>8,232   | 694<br>274<br>779<br>411<br>3,251  | 649<br>276<br>812<br>409<br>5,330   | 996<br>309<br>773<br>433<br>5,367  | 873<br>315<br>640<br>410<br>4,675   |               |
| rorfessional fees Amortization of intangibles Data processing Felecommunications Other general operating Total noninterest expense Income (Joss) before income taxes  | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518   | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189   | 694<br>274<br>779<br>411<br>3,251<br>16,018  | 649<br>276<br>812<br>409<br>5,330<br>19,500   | 996<br>309<br>773<br>433<br>5,367<br>18,360  | 873<br>315<br>640<br>410<br>4,675<br>17,544   |               |
| rorfessional fees Amortization of intangibles Data processing Felecommunications Other general operating Total noninterest expense Income (Joss) before income taxes  | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482  | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189<br>3,866  | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498   | 649<br>276<br>812<br>409<br><u>5,330</u><br><u>19,500</u><br>1,984                                    | 996<br>309<br>773<br>433<br>5,367<br>18,360<br>(1,904)   | 873<br>315<br>640<br>410<br>4,675<br><u>17,544</u><br>1,110   | <u> </u>      |
| roressional fees Amortization of intangibles Data processing Felecommunications Other general operating Total noninterest expense Income (loss) before income taxes ome tax expense (benefit) Net income  | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482<br>1,987   | 1,705<br>640<br>1,548<br>817<br><u>8,232</u><br><u>36,189</u><br><u>3,866</u><br>750  | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486  | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501   | 996<br>309<br>773<br>433<br>5,367<br>18,360<br>(1,904)<br>(2,636)  | 873<br>315<br>640<br>410<br>4,675<br><u>17,544</u><br>1,110<br>770  | 5             |
| Professional fees Amortization of intangibles Data processing Telecommunications Other general operating Total noninterest expense Income (loss) before income taxes ome tax expense (benefit) Net income   | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482<br>1,987<br>5 5,495  | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189<br>3,866<br>750<br>\$ 3,116   | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br>\$ 4,012  | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483                               | 996<br>309<br>773<br>433<br>5,367<br>(1,904)<br>(2,636)<br><u>\$ 732</u>   | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340   | <u>s</u><br>s |
| Professional fees Amortization of intangibles Data processing Felecommunications Chere general operating Total noninterest expense Income (loss) before income taxes ome tax expense (benefit) Net income Ferred stock dividends Net income (loss) applicable to common shareholders  | 1,343<br>550<br>1,591<br>820<br><u>8,581</u><br>35,518<br>7,482<br>1,987<br><u>\$ 5,495</u><br>814                  | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189<br>3,866<br>750<br>\$ 3,116<br>690  | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br>\$ 4,012<br>441   | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483<br>373                        | 996<br>309<br>773<br>433<br>5,367<br>(1,904)<br>(2,636)<br>\$ 732<br>365   | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340<br>373                                  |               |
| Professional fees Amortization of intangibles Data processing Telecommunications Other general operating Total noninterest expense Income (loss) before income taxes ome tax expense (benefit) Net income ferred stock dividends Net income (loss) applicable to common shareholders ecommon share information  | 1,343<br>550<br>1,591<br>820<br><u>8,581</u><br>35,518<br>7,482<br>1,987<br><u>\$ 5,495</u><br>814                  | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189<br>3,866<br>750<br>\$ 3,116<br>690  | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br>\$ 4,012<br>441   | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483<br>373                        | 996<br>309<br>773<br>433<br>5,367<br>(1,904)<br>(2,636)<br>\$ 732<br>365   | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340<br>373                                  | \$            |
| Income (loss) before income taxes<br>come tax expense (benefit)<br>Net income<br>eferred stock dividends<br>Net income (loss) applicable to common shareholders<br>r common share information<br>Earnings   | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482<br>1,987<br>\$ 5,495<br>814<br>\$ 4,681<br>\$ 4,681        | 1,705<br>640<br>1,548<br>817<br><u>8,232</u><br><u>36,189</u><br><u>3,866</u><br>750<br><u>\$3,116</u><br><u>690</u><br><u>\$2,426</u><br><u>\$0,23</u> | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br><u>\$ 4,012</u><br>441<br><u>\$ 3,571</u><br><u>\$ 0,33</u> | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483<br>373<br>\$ 1,110<br>\$ 0,10 | 996<br>309<br>773<br>433<br>5,367<br>18,360<br>(1,904)<br>(2,636)<br>\$ 732<br>365<br>\$ 732<br>365<br>\$ 367            | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340<br>373<br>\$ (33)<br>\$ 0,00            | <u>s</u><br>s |
| Professional fees Amortization of intangibles Data processing Telecommunications Other general operating Total noninterest expense Total noninterest expense Income (loss) before income taxes Total none (loss) before income taxes Total none (loss) applicable to common shareholders Tereend stock dividends Tet income (loss) applicable to common shareholders Tetmings Diluted earnings Diluted earnings | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482<br>1,987<br>\$ 5,495<br>814<br>\$ 4,681<br>\$ 0,43<br>0,42 | 1,705<br>640<br>1,548<br>817<br>8,232<br>36,189<br>3,866<br>750<br>\$ 3,116<br>690<br>\$ 2,426<br>\$ 0,23<br>0,22                                       | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br>5 4,012<br>441<br>5 3,571<br>5 0,33<br>0,32                 | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483<br>373<br>\$ 1,110<br>\$ 0,10 | 996<br>309<br>773<br>433<br>5,367<br>18,360<br>(1,904)<br>(2,636)<br>\$ 732<br>365<br>\$ 732<br>365<br>\$ 367<br>\$ 0.03 | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340<br>373<br>\$ (33)<br>\$ (33)<br>\$ 0,00 | <u>s</u><br>s |
| Professional fees Amortization of intangibles Data processing Telecommunications Other general operating Total noninterest expense Income (loss) before income taxes ome tax expense (benefit) Net income efferred stock dividends ferred stock dividends recommon share information Earnings   | 1,343<br>550<br>1,591<br>820<br>8,581<br>35,518<br>7,482<br>1,987<br>\$ 5,495<br>814<br>\$ 4,681<br>\$ 4,681        | 1,705<br>640<br>1,548<br>817<br><u>8,232</u><br><u>36,189</u><br><u>3,866</u><br>750<br><u>\$3,116</u><br><u>690</u><br><u>\$2,426</u><br><u>\$0,23</u> | 694<br>274<br>779<br>411<br>3,251<br>16,018<br>5,498<br>1,486<br><u>\$ 4,012</u><br>441<br><u>\$ 3,571</u><br><u>\$ 0,33</u> | 649<br>276<br>812<br>409<br>5,330<br>19,500<br>1,984<br>501<br>\$ 1,483<br>373<br>\$ 1,110<br>\$ 0,10 | 996<br>309<br>773<br>433<br>5,367<br>18,360<br>(1,904)<br>(2,636)<br>\$ 732<br>365<br>\$ 732<br>365<br>\$ 367            | 873<br>315<br>640<br>410<br>4,675<br>17,544<br>1,110<br>770<br>\$ 340<br>373<br>\$ (33)<br>\$ 0,00            | \$            |

(1) Due to a net loss applicable to common shareholders for the third quarter of 2012, the impact of antidilutive equity instruments was excluded from diluted earnings per share and average diluted common shares.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### **Consolidated Statement of Comprehensive Income**

(Dollars in millions)

|  | Si    | <b>Six Months Ended</b><br>June 30<br><b>2013</b> 2012 |    | Second<br>Quarter<br>2013 |    | First<br>Quarter<br>2013 |    |                 | Fourth |                 | Third |                 | Second |       |
|--|-------|--|----|---------------------------|----|--------------------------|----|-----------------|--------|-----------------|-------|-----------------|--------|-------|
|  | 2013  |  |    |                           |    |                          |    | Quarter<br>2012 |        | Quarter<br>2012 |       | Quarter<br>2012 |        |       |
| Net income   | \$ 5, | 495  | \$ | 3,116                     | \$ | 4,012                    | \$ | 1,483           | \$     | 732             | \$    | 340             | \$     | 2,463 |
| Other comprehensive income (loss), net-of-tax:                         |       |  |    |                           |    |                          |    |                 |        |                 |       |                 |        |       |
| Net change in available-for-sale debt and marketable equity securities | (5,   | 139)   |    | 606                       |    | (4,233)                  |    | (906)           |        | (1,169)         |       | 2,365           |        | 1,530 |
| Net change in derivatives  |       | 185  |    | 301                       |    | 13                       |    | 172             |        | 381             |       | 234             |        | (81)  |
| Employee benefit plan adjustments                                      |       | 133  |    | 1,031                     |    | 48                       |    | 85              |        | (1,171)         |       | 75              |        | 79    |
| Net change in foreign currency translation adjustments                 |       | (91)   |    | (1)                       |    | (49)                     |    | (42)            |        | (27)            |       | 15              |        | (32)  |
| Other comprehensive income (loss)                                      | (4,   | ,912)  |    | 1,937                     |    | (4,221)                  |    | (691)           |        | (1,986)         |       | 2,689           |        | 1,496 |
| Comprehensive income (loss)  | \$    | 583  | \$ | 5,053                     | \$ | (209)                    | \$ | 792             | \$     | (1,254)         | \$    | 3,029           | \$     | 3,959 |
|  |       |  |    |                           |    |                          |    |                 |        |                 |       |                 |        |       |

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Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### **Consolidated Balance Sheet**

|  | June 30<br>2013 | March 31<br>2013 | <br>June 30<br>2012 |  |
|--|-----------------|------------------|---------------------|--|
| Assets   |                 |                  |                     |  |
| Cash and cash equivalents  | \$ 98,828       | \$ 100,980       | \$<br>123,717       |  |
| Time deposits placed and other short-term investments                                    | 12,916          | 12,740           | 22,350              |  |
| Federal funds sold and securities borrowed or purchased under agreements to resell       | 224,168         | 220,623          | 226,116             |  |
| Trading account assets   | 191,234         | 223,028          | 191,743             |  |
| Derivative assets  | 56,772          | 52,247           | 59,939              |  |
| Debt securities:   |                 |                  |                     |  |
| Carried at fair value  | 281,481         | 305,132          | 313,972             |  |
| Held-to-maturity, at cost  | 54,922          | 49,577           | 35,168              |  |
| Total debt securities  | 336,403         | 354,709          | 349,140             |  |
| Loans and leases   | 921,570         | 911,592          | 892,315             |  |
| Allowance for loan and lease losses  | (21,235)        | (22,441)         | (30,288)            |  |
| Loans and leases, net of allowance   | 900,335         | 889,151          | <br>862,027         |  |
| Premises and equipment, net  | 10,836          | 11,085           | 12,653              |  |
| Mortgage servicing rights (includes \$5,827, \$5,776 and \$5,708 measured at fair value) | 5,839           | 5,896            | 5,880               |  |
| Goodwill   | 69,930          | 69,930           | 69,976              |  |
| Intangible assets  | 6,104           | 6,379            | 7,335               |  |
| Loans held-for-sale  | 14,549          | 19,278           | 13,289              |  |
| Customer and other receivables   | 67,526          | 70,981           | 71,458              |  |
| Other assets   | 127,880         | 137,792          | 145,231             |  |
| Total assets   | \$ 2,123,320    | \$ 2,174,819     | \$<br>2,160,854     |  |

Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)

| Trading account assets                                  | \$ 6,507   | \$<br>9,113   | \$<br>8,499   |
|---|------------|---------------|---------------|
| Derivative assets                                       | 173        | 187           | 1,007         |
| Loans and leases  | 113,045    | 116,236       | 128,386       |
| Allowance for loan and lease losses                     | (3,157)    | (3,310)       | (4,074)       |
| Loans and leases, net of allowance                      | 109,888    | 112,926       | 124,312       |
| Loans held-for-sale                                     | 1,876      | 3,229         | 2,163         |
| All other assets  | 3,927      | 4,728         | 4,113         |
| Total assets of consolidated variable interest entities | \$ 122,371 | \$<br>130,183 | \$<br>140,094 |

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

### Bank of America Corporation and Subsidiaries Consolidated Balance Sheet (continued)

(Dollars in millions)

| 352,447<br>654,370 | \$ 357,623<br>661,930  | s  | 343,308   |
|--------------------|--|--|---|
|                    |  | \$   | ,   |
|                    |  | \$   | ,   |
| 654,370            | 661,930  |  |   |
|                    |  |  | 621,076   |
|                    |  |  |   |
| 6,920              | 7,177  |  | 6,871   |
| 67,046             | 68,453   |  | 63,970  |
| 1,080,783          | 1,095,183  |  | 1,035,225   |
| 232,609            | 248,149  |  | 285,914   |
| 82,381             | 90,547   |  | 77,458  |
| 48,532             | 47,825   |  | 51,515  |
| 46,470             | 42,148   |  | 39,019  |
| 139,033            | 134,033  |  | 133,900   |
| 262,480            | 279,641  |  | 301,848   |
| 1,892,288          | 1,937,526  |  | 1,924,879   |
|                    |  |  |   |
| 14,241             | 18,780   |  | 18,762  |
| 157,192            | 158,157  |  | 158,001   |
| 67,308             | 63,844   |  | 62,712  |
| (7,709)            | (3,488)  |  | (3,500)   |
| 231,032            | 237,293  |  | 235,975   |
| 2,123,320          | \$ 2,174,819   | \$   | 2,160,854   |
|                    | 67,046<br>1,080,783<br>232,609<br>82,381<br>48,532<br>46,470<br>139,033<br>262,480<br>1,892,288<br>14,241<br>157,192<br>67,308<br>(7,709)<br>231,032 | 67,046         68,453           1,080,783         1,095,183           232,609         248,149           82,381         90,547           48,532         47,825           46,470         42,148           139,033         134,033           262,480         279,641           1,892,288         1,937,526           114,241         18,780           157,192         158,157           67,308         63,844           (7,709)         (3,488)           231,032         237,293 | 67,046         68,453           1,080,783         1,095,183           232,609         248,149           82,381         90,547           48,532         47,825           46,470         42,148           139,033         134,033           262,480         279,641           1,892,288         1,937,526           1         14,241         18,780           157,192         158,157           67,308         63,844           (7,709)         (3,488)           231,032         237,293 |

Certain prior period amounts have been reclassified to conform to current period presentation.

| This information is preliminary and based on company data available at the time of the presentation. 7 |  |
|--|--|
|--|--|

#### **Capital Management**

| Dollars in millions)                          |                               |                 |           |                           |           |    |                          |                               |
|---|-------------------------------|-----------------|-----------|---------------------------|-----------|----|--------------------------|-------------------------------|
|   | <br>Second<br>Quarter<br>2013 | Quarter Quarter |           | Fourth<br>Quarter<br>2012 |           |    | Third<br>Quarter<br>2012 | <br>Second<br>Quarter<br>2012 |
| kisk-based capital (1, 2):                    |                               |                 |           |                           |           |    |                          |                               |
| Tier 1 common capital                         | \$<br>139,519                 | \$              | 136,119   | \$                        | 133,403   | \$ | 136,406                  | \$<br>134,082                 |
| Tier 1 capital                                | 156,689                       |                 | 158,677   |                           | 155,461   |    | 163,063                  | 164,665                       |
| Total capital                                 | 196,752                       |                 | 201,211   |                           | 196,680   |    | 205,172                  | 208,936                       |
| Risk-weighted assets (3)                      | 1,288,159                     |                 | 1,298,187 |                           | 1,205,976 |    | 1,195,722                | 1,193,422                     |
| Tier 1 common capital ratio <sup>(3, 4)</sup> | 10.83%                        |                 | 10.49%    |                           | 11.06%    |    | 11.41%                   | 11.24%                        |
| Tier 1 capital ratio                          | 12.16                         |                 | 12.22     |                           | 12.89     |    | 13.64                    | 13.80                         |
| Total capital ratio                           | 15.27                         |                 | 15.50     |                           | 16.31     |    | 17.16                    | 17.51                         |
| Tier 1 leverage ratio                         | 7.49                          |                 | 7.49      |                           | 7.37      |    | 7.84                     | 7.84                          |
| Tangible equity ratio <sup>(5)</sup>          | 7.67                          |                 | 7.78      |                           | 7.62      |    | 7.85                     | 7.73                          |
| Tangible common equity ratio <sup>(5)</sup>   | 6.98                          |                 | 6.88      |                           | 6.74      |    | 6.95                     | 6.83                          |

(1) Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-

(c) Regulatory capital ratios are premining unit free with the reduct reserve on round reserve on reserve on round reserve on round reserve on round reserve on reserve

2012. <sup>(3)</sup> On a pro-forma basis, under the Basel 1– 2013 Rules, fourth quarter 2012 risk-weighted assets and the Tier 1 common capital ratio would have been \$1,284,799 million and 10.38

percent. <sup>(4)</sup> Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted

assets. (3) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity at tangible assets are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 47-50.)

#### Basel 1 to Basel 3 (fully phased-in) Reconciliation (1, 2)

| (Dollars in millions)  | June 30         |    | March 31  | Г  | December 31 | 5  | September 30 |    | June 30   |
|--|-----------------|----|-----------|----|-------------|----|--------------|----|-----------|
|  | <br>2013        |    | 2013      |    | 2012        |    | 2012         |    | 2012      |
| Regulatory capital – Basel 1 to Basel 3 (fully phased-in)  |                 |    |           |    |             |    |              |    |           |
| Basel 1 Tier 1 capital   | \$<br>156,689   | \$ | 158,677   | \$ | 155,461     | \$ | 163,063      | \$ | 164,665   |
| Deduction of qualifying preferred stock and trust preferred securities   | <br>(17,170)    |    | (22,558)  |    | (22,058)    |    | (26,657)     |    | (30,583   |
| Basel 1 Tier 1 common capital  | <br>139,519     |    | 136,119   |    | 133,403     |    | 136,406      |    | 134,082   |
| Deduction of defined benefit pension assets  | (787)           |    | (776)     |    | (737)       |    | (1,709)      |    | (3,057    |
| Change in deferred tax assets and threshold deductions (deferred tax asset temporary differences, mortgage servicing rights and significant investments) | (6,761)         |    | (4,501)   |    | (3,020)     |    | (1,102)      |    | (3,745    |
| Change in all other deductions, net  | <br>(6,125)     |    | (2,032)   |    | (1,020)     |    | 1,040        |    | (2,459    |
| Basel 3 (fully phased-in) Tier 1 common capital  | \$<br>125,846   | \$ | 128,810   | \$ | 128,626     | \$ | 134,635      | \$ | 124,821   |
| Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)  |                 |    |           |    |             |    |              |    |           |
| Basel 1 risk-weighted assets   | \$<br>1,288,159 | \$ | 1,298,187 | \$ | 1,205,976   | \$ | 1,195,722    | \$ | 1,193,422 |
| Net change in credit and other risk-weighted assets  | 22,276          |    | 55,454    |    | 103,085     |    | 216,244      |    | 298,003   |
| Increase due to Market Risk Final Rule   | _               |    | _         |    | 81,811      |    | 88,881       |    | 79,553    |
|  | 1,310,435       | ¢  | 1,353,641 | ¢  | 1,390,872   | \$ | 1,500,847    | s  | 1,570,978 |

| Basel 1                   | 10.83 % | 10.49% | 11.06% | 11.41% | 11.24% |
|---------------------------|---------|--------|--------|--------|--------|
| Basel 3 (fully phased-in) | 9.60    | 9.52   | 9.25   | 8.97   | 7.95   |

(1) Basel 3 (fully phased-in) estimates as of June 30, 2013 are based on the Advanced Approach under the final Basel 3 rules issued on July 2,

(2) Basel 1 includes the Market Risk Final Rule at June 30, 2013 and March 31, 2013. At December 31, 2012, September 30, 2012 and June 30, 2012, Basel 1 did not include the Market Risk Final Rule.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Net Interest Income Excluding Trading-related Net Interest Income

| (Dollars in millions)  |                     |               |           |                   |    |                  |    |                   |                  |                   |
|--|---------------------|---------------|-----------|-------------------|----|------------------|----|-------------------|------------------|-------------------|
|  | <br>Six Mont<br>Jun | hs En<br>e 30 | ided      | Second<br>Ouarter |    | First<br>Quarter |    | Fourth<br>Quarter | Third<br>Quarter | Second<br>Quarter |
|  | <br>2013            |               | 2012      | <br>2013          |    | 2013             |    | 2012              | <br>2012         | <br>2012          |
| Net interest income (FTE basis)  |                     |               |           |                   |    |                  |    |                   |                  |                   |
| As reported (1)  | \$<br>21,646        | \$            | 20,835    | \$<br>10,771      | \$ | 10,875           | \$ | 10,555            | \$<br>10,167     | \$<br>9,782       |
| Impact of trading-related net interest income  | (1,929)             |               | (1,449)   | (919)             |    | (1,010)          |    | (1,012)           | <br>(847)        | <br>(653)         |
| Net interest income excluding trading-related net interest income <sup>(2)</sup>         | \$<br>19,717        | \$            | 19,386    | \$<br>9,852       | \$ | 9,865            | \$ | 9,543             | \$<br>9,320      | \$<br>9,129       |
|  |                     |               |           |                   |    |                  |    |                   |                  |                   |
| Average earning assets   |                     |               |           |                   |    |                  |    |                   |                  |                   |
| As reported  | \$<br>1,784,975     | \$            | 1,770,336 | \$<br>1,769,336   | \$ | 1,800,786        | \$ | 1,788,936         | \$<br>1,750,275  | \$<br>1,772,568   |
| Impact of trading-related earning assets   | (492,510)           |               | (434,499) | (487,345)         |    | (497,730)        |    | (482,366)         | <br>(446,948)    | <br>(444,584)     |
| Average earning assets excluding trading-related earning assets <sup>(2)</sup>           | \$<br>1,292,465     | \$            | 1,335,837 | \$<br>1,281,991   | \$ | 1,303,056        | \$ | 1,306,570         | \$<br>1,303,327  | \$<br>1,327,984   |
|  | <br>                |               |           |                   |    |                  |    |                   |                  | <br>              |
| Net interest yield contribution (FTE basis) <sup>(3)</sup>                               |                     |               |           |                   |    |                  |    |                   |                  |                   |
| As reported (1)  | 2.44 %              |               | 2.36%     | 2.44 %            |    | 2.43 %           |    | 2.35%             | 2.32%            | 2.21 %            |
| Impact of trading-related activities   | 0.62                |               | 0.55      | 0.64              |    | 0.62             |    | 0.56              | 0.53             | 0.55              |
| Net interest yield on earning assets excluding trading-related activities <sup>(2)</sup> | <br>3.06 %          |               | 2.91%     | 3.08 %            |    | 3.05%            |    | 2.91%             | 2.85%            | 2.76%             |
|  |                     | -             |           |                   | _  |                  | -  |                   |                  |                   |

(1) Net interest income and net interest yield include fees earned on overnight deposits placed with the Federal Reserve and, beginning in the third quarter 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, of \$73 million and \$99 million for thesix months ended June 30, 2013 and 2012 \$40 million and \$33 million for thesecond and first quarters of 2013, and \$42 million, \$48 million and \$52 million for the fourth, third and second quarters of 2012,

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(2) Represents a non-GAAP financial measure.
 (3) Calculated on an annualized basis.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis

(Dollars in millions)

|   | Sec                | ond Quarter 2013               |                |                    | First Quarter 2013             |                | 5                  | Second Quarter 2012            |                |
|---|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|
|   | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate |
| Earning assets  |                    |                                |                |                    |                                |                |                    |                                |                |
| Time deposits placed and other short-term investments <sup>(1)</sup>                  | \$ 15,088          | \$ 46                          | 1.21 %         | \$ 16,129          | \$ 46                          | 1.17%          | \$ 27,476          | \$ 64                          | 0.94%          |
| Federal funds sold and securities borrowed or purchased<br>under agreements to resell | 233,394            | 319                            | 0.55           | 237,463            | 315                            | 0.54           | 234,148            | 360                            | 0.62           |
| Trading account assets  | 181,620            | 1,224                          | 2.70           | 194,364            | 1,380                          | 2.87           | 165,906            | 1,302                          | 3.15           |
| Debt securities (2)   | 343,260            | 2,557                          | 2.98           | 356,399            | 2,556                          | 2.87           | 357,081            | 1,910                          | 2.14           |
| Loans and leases <sup>(3)</sup> :   |                    |                                |                |                    |                                |                |                    |                                |                |
| Residential mortgage  | 257,275            | 2,246                          | 3.49           | 258,630            | 2,340                          | 3.62           | 266,365            | 2,555                          | 3.84           |
| Home equity   | 101,708            | 951                            | 3.74           | 105,939            | 997                            | 3.80           | 119,785            | 1,091                          | 3.66           |
| U.S. credit card  | 89,722             | 2,192                          | 9.80           | 91,712             | 2,249                          | 9.95           | 95,018             | 2,356                          | 9.97           |
| Non-U.S. credit card  | 10,613             | 315                            | 11.93          | 11,027             | 329                            | 12.10          | 13,641             | 396                            | 11.68          |
| Direct/Indirect consumer  | 82,485             | 598                            | 2.90           | 82,364             | 620                            | 3.06           | 84,198             | 733                            | 3.50           |
| Other consumer  | 1,756              | 17                             | 4.17           | 1,666              | 19                             | 4.36           | 2,565              | 41                             | 6.41           |
| Total consumer  | 543,559            | 6,319                          | 4.66           | 551,338            | 6,554                          | 4.79           | 581,572            | 7,172                          | 4.95           |
| U.S. commercial   | 217,464            | 1,741                          | 3.21           | 210,706            | 1,666                          | 3.20           | 199,644            | 1,742                          | 3.51           |
| Commercial real estate  | 40,612             | 340                            | 3.36           | 39,179             | 326                            | 3.38           | 37,627             | 323                            | 3.46           |
| Commercial lease financing  | 23,579             | 205                            | 3.48           | 23,534             | 236                            | 4.01           | 21,446             | 216                            | 4.02           |
| Non-U.S. commercial   | 89,020             | 543                            | 2.45           | 81,502             | 467                            | 2.32           | 59,209             | 369                            | 2.50           |
| Total commercial  | 370,675            | 2,829                          | 3.06           | 354,921            | 2,695                          | 3.07           | 317,926            | 2,650                          | 3.35           |
| Total loans and leases  | 914,234            | 9,148                          | 4.01           | 906,259            | 9,249                          | 4.12           | 899,498            | 9,822                          | 4.38           |
| Other earning assets  | 81,740             | 713                            | 3.50           | 90,172             | 733                            | 3.29           | 88,459             | 716                            | 3.24           |
| Total earning assets <sup>(4)</sup>   | 1,769,336          | 14,007                         | 3.17           | 1,800,786          | 14,279                         | 3.20           | 1,772,568          | 14,174                         | 3.21           |
| Cash and cash equivalents (1)   | 104,486            | 40                             |                | 92,846             | 33                             |                | 116,025            | 52                             |                |
| Other assets, less allowance for loan and lease losses                                | 310,788            |                                |                | 318,798            |                                |                | 305,970            |                                |                |
| Total assets  | \$ 2,184,610       |                                |                | \$ 2,212,430       |                                |                | \$ 2,194,563       |                                |                |

(1) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.
 (2) Yields on debt securities carried at fair value are calculated based on fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.
 (3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income are not were the armenized loans.

(4) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest

income on:

|   | Second Quarter 2013 |      |   | First Quarter 20 | 13    | Second Q | uarter 2012 |       |
|---|---------------------|------|---|------------------|-------|----------|-------------|-------|
| Federal funds sold and securities borrowed or purchased under<br>agreements to resell | \$                  | 13   | - | \$               | 11    |          | \$          | 36    |
| Debt securities   |                     | (48) |   |                  | (122) |          |             | (386) |
| U.S. commercial   |                     | (27) |   |                  | (29)  |          |             | (16)  |
| Non-U.S. commercial   |                     | (1)  |   |                  | (1)   |          |             | _     |
| Net hedge expenses on assets  | \$                  | (63) |   | \$               | (141) |          | \$          | (366) |

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

| (Dollars |  |  |
|----------|--|--|
|          |  |  |
|          |  |  |

|  |    | S                  | cond Q | uarter 2013                    |                |    |                    | First Q | uarter 2013                    |                | Second Quarter 2012    |    |                                |                |  |
|--|----|--------------------|--------|--------------------------------|----------------|----|--------------------|---------|--------------------------------|----------------|------------------------|----|--------------------------------|----------------|--|
|  | _  | Average<br>Balance |        | Interest<br>Income/<br>Expense | Yield/<br>Rate |    | Average<br>Balance |         | Interest<br>Income/<br>Expense | Yield/<br>Rate | <br>Average<br>Balance |    | Interest<br>Income/<br>Expense | Yield/<br>Rate |  |
| Interest-bearing liabilities   |    |                    |        |                                |                |    |                    |         |                                |                |                        |    |                                |                |  |
| U.S. interest-bearing deposits:  |    |                    |        |                                |                |    |                    |         |                                |                |                        |    |                                |                |  |
| Savings  | \$ | 44,897             | \$     | 6                              | 0.05%          | \$ | 42,934             | \$      | 6                              | 0.05%          | \$<br>42,394           | \$ | 14                             | 0.13 %         |  |
| NOW and money market deposit accounts  |    | 500,628            |        | 107                            | 0.09           |    | 501,177            |         | 117                            | 0.09           | 460,788                |    | 188                            | 0.16           |  |
| Consumer CDs and IRAs  |    | 85,001             |        | 130                            | 0.62           |    | 88,376             |         | 138                            | 0.63           | 96,858                 |    | 171                            | 0.71           |  |
| Negotiable CDs, public funds and other deposits  |    | 22,721             |        | 27                             | 0.46           |    | 20,880             |         | 26                             | 0.52           | <br>21,661             |    | 35                             | 0.65           |  |
| Total U.S. interest-bearing deposits   |    | 653,247            |        | 270                            | 0.17           |    | 653,367            |         | 287                            | 0.18           | <br>621,701            |    | 408                            | 0.26           |  |
| Non-U.S. interest-bearing deposits:  |    |                    |        |                                |                |    |                    |         |                                |                |                        |    |                                |                |  |
| Banks located in non-U.S. countries  |    | 10,832             |        | 17                             | 0.64           |    | 12,153             |         | 19                             | 0.64           | 14,598                 |    | 25                             | 0.69           |  |
| Governments and official institutions  |    | 924                |        | _                              | 0.26           |    | 901                |         | 1                              | 0.23           | 895                    |    | 1                              | 0.37           |  |
| Time, savings and other  |    | 55,661             |        | 79                             | 0.56           |    | 54,599             |         | 75                             | 0.56           | <br>52,584             |    | 85                             | 0.65           |  |
| Total non-U.S. interest-bearing deposits   |    | 67,417             |        | 96                             | 0.57           |    | 67,653             |         | 95                             | 0.57           | <br>68,077             |    | 111                            | 0.65           |  |
| Total interest-bearing deposits  |    | 720,664            |        | 366                            | 0.20           |    | 721,020            |         | 382                            | 0.22           | 689,778                |    | 519                            | 0.30           |  |
| Federal funds purchased, securities loaned or sold under<br>agreements to repurchase and short-term borrowings |    | 318,028            |        | 809                            | 1.02           |    | 337,644            |         | 749                            | 0.90           | 318,909                |    | 943                            | 1.19           |  |
| Trading account liabilities  |    | 94,349             |        | 427                            | 1.82           |    | 92,047             |         | 472                            | 2.08           | 84,728                 |    | 448                            | 2.13           |  |
| Long-term debt   |    | 270,198            |        | 1,674                          | 2.48           |    | 273,999            |         | 1,834                          | 2.70           | <br>333,173            |    | 2,534                          | 3.05           |  |
| Total interest-bearing liabilities <sup>(1)</sup>  |    | 1,403,239          |        | 3,276                          | 0.94           |    | 1,424,710          |         | 3,437                          | 0.98           | <br>1,426,588          |    | 4,444                          | 1.25           |  |
| Noninterest-bearing sources:   |    |                    |        |                                |                |    |                    |         |                                |                |                        |    |                                |                |  |
| Noninterest-bearing deposits   |    | 359,292            |        |                                |                |    | 354,260            |         |                                |                | 343,110                |    |                                |                |  |
| Other liabilities  |    | 187,016            |        |                                |                |    | 196,465            |         |                                |                | 189,307                |    |                                |                |  |
| Shareholders' equity   |    | 235,063            |        |                                |                |    | 236,995            |         |                                |                | 235,558                |    |                                |                |  |
| Total liabilities and shareholders' equity   | \$ | 2,184,610          |        |                                |                | \$ | 2,212,430          |         |                                |                | \$<br>2,194,563        |    |                                |                |  |
| Net interest spread  |    |                    |        |                                | 2.23 %         |    |                    |         |                                | 2.22%          |                        |    |                                | 1.96%          |  |
| Impact of noninterest-bearing sources  |    |                    |        |                                | 0.20           | _  |                    |         |                                | 0.21           |                        |    |                                | 0.24           |  |
| Net interest income/yield on earning assets <sup>(2)</sup>   |    |                    | \$     | 10,731                         | 2.43 %         |    |                    | \$      | 10,842                         | 2.43 %         | <br>                   | \$ | 9,730                          | 2.20%          |  |

(1) The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased (decreased) interest expense on:

|  | Second Quarter 2013 |       | First Quarter 2013 | Second Quarter 2012 |
|--|---------------------|-------|--------------------|---------------------|
| NOW and money market deposit accounts  | \$                  | (1)   | s —                | \$ (1)              |
| Consumer CDs and IRAs  |                     | 21    | 13                 | 22                  |
| Negotiable CDs, public funds and other deposits  |                     | 4     | 3                  | 4                   |
| Banks located in non-U.S. countries  |                     | 3     | 3                  | 3                   |
| Federal funds purchased, securities loaned or sold under<br>agreements to repurchase and short-term borrowings |                     | 259   | 260                | 307                 |
| Long-term debt   |                     | (946) | (897)              | (926)               |
| Net hedge income on liabilities  | \$                  | (660) | \$ (618)           | \$ (591)            |

(2) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis

(Dollars in millions)

| Earning assets Time deposits placed and other short-term investments <sup>(1)</sup> Federal funds sold and securities borrowed or purchased under agreements to resell |      | verage<br>alance | Б  | 13<br>nterest<br>ncome/<br>xpense | Yield/ |                        | 012                            |                |  |  |  |  |
|--|------|------------------|----|-----------------------------------|--------|------------------------|--------------------------------|----------------|--|--|--|--|
| Time deposits placed and other short-term investments <sup>(1)</sup><br>Federal funds sold and securities borrowed or purchased under                                  | Ba   |                  | Б  | ncome/                            |        |                        | 2012                           |                |  |  |  |  |
| Time deposits placed and other short-term investments <sup>(1)</sup><br>Federal funds sold and securities borrowed or purchased under                                  | \$   |                  |    |                                   | Rate   | <br>Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate |  |  |  |  |
| Federal funds sold and securities borrowed or purchased under  | \$   |                  |    |                                   |        |                        |                                |                |  |  |  |  |
|  |      | 15,606           | \$ | 92                                | 1.19%  | \$<br>29,440           | \$<br>129                      | 0.88%          |  |  |  |  |
|  |      | 235,417          |    | 634                               | 0.54   | 233,604                | 820                            | 0.71           |  |  |  |  |
| Trading account assets   |      | 187,957          |    | 2,604                             | 2.79   | 165,010                | 2,701                          | 3.29           |  |  |  |  |
| Debt securities <sup>(2)</sup>   |      | 349,794          |    | 5,113                             | 2.92   | 349,350                | 4,662                          | 2.67           |  |  |  |  |
| Loans and leases <sup>(3)</sup> :  |      |                  |    |                                   |        |                        |                                |                |  |  |  |  |
| Residential mortgage   |      | 257,949          |    | 4,586                             | 3.56   | 269,436                | 5,145                          | 3.82           |  |  |  |  |
| Home equity  |      | 103,812          |    | 1,948                             | 3.77   | 121,433                | 2,257                          | 3.73           |  |  |  |  |
| U.S. credit card   |      | 90,712           |    | 4,441                             | 9.87   | 96,676                 | 4,815                          | 10.02          |  |  |  |  |
| Non-U.S. credit card   |      | 10,819           |    | 644                               | 12.01  | 13,896                 | 804                            | 11.64          |  |  |  |  |
| Direct/Indirect consumer   |      | 82,425           |    | 1,218                             | 2.98   | 86,259                 | 1,534                          | 3.58           |  |  |  |  |
| Other consumer   |      | 1,710            |    | 36                                | 4.26   | <br>2,592              | 81                             | 6.33           |  |  |  |  |
| Total consumer   |      | 547,427          |    | 12,873                            | 4.73   | <br>590,292            | 14,636                         | 4.98           |  |  |  |  |
| U.S. commercial  |      | 214,103          |    | 3,407                             | 3.21   | 197,377                | 3,498                          | 3.56           |  |  |  |  |
| Commercial real estate   |      | 39,899           |    | 666                               | 3.37   | 38,408                 | 662                            | 3.47           |  |  |  |  |
| Commercial lease financing   |      | 23,556           |    | 441                               | 3.75   | 21,563                 | 488                            | 4.52           |  |  |  |  |
| Non-U.S. commercial  |      | 85,284           |    | 1,010                             | 2.39   | <br>58,970             | 760                            | 2.59           |  |  |  |  |
| Total commercial   |      | 362,842          |    | 5,524                             | 3.07   | <br>316,318            | 5,408                          | 3.44           |  |  |  |  |
| Total loans and leases   |      | 910,269          |    | 18,397                            | 4.07   | 906,610                | 20,044                         | 4.44           |  |  |  |  |
| Other earning assets   |      | 85,932           |    | 1,446                             | 3.39   | <br>86,322             | 1,439                          | 3.35           |  |  |  |  |
| Total earning assets <sup>(4)</sup>  | 1    | 1,784,975        |    | 28,286                            | 3.18   | <br>1,770,336          | 29,795                         | 3.38           |  |  |  |  |
| Cash and cash equivalents <sup>(1)</sup>   |      | 98,698           |    | 73                                |        | 114,268                | 99                             |                |  |  |  |  |
| Other assets, less allowance for loan and lease losses   |      | 314,770          |    |                                   |        | <br>306,264            |                                |                |  |  |  |  |
| Total assets   | \$ 2 | 2,198,443        |    |                                   |        | \$<br>2,190,868        |                                |                |  |  |  |  |

(1) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.
 (2) Yields on debt securities carried at fair value are calculated at fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.
 (3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income and net interest income and net interest income and net interest income and net interest income and present income on these nonperforming loans is recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income and the loan.

(4) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | 2013     | 2012     |  |
|--|----------|----------|--|
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ 24    | \$ 87    |  |
| Debt securities  | (170)    | (526)    |  |
| U.S. commercial  | (56)     | (32)     |  |
| Non-U.S. commercial  | (2)      | (1)      |  |
| Net hedge expenses on assets   | \$ (204) | \$ (472) |  |

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

(Dollars in millions)

|  |              | Six Months Ended June 30       2013     2012       Average     Interest<br>Income/     Niteld/<br>Rate     Average       Balance     Expense     Rate       S     43,921     S     12     0.05%     S     41,468     S     28 |        |              |           |                |  |  |  |  |  |  |
|--|--------------|---|--------|--------------|-----------|----------------|--|--|--|--|--|--|
|  |              | 2013  |        |              | 2012      |                |  |  |  |  |  |  |
|  |              | Income/   |        |              | Income/   | Yield/<br>Rate |  |  |  |  |  |  |
| Interest-bearing liabilities   |              |   |        |              |           |                |  |  |  |  |  |  |
| U.S. interest-bearing deposits:  |              |   |        |              |           |                |  |  |  |  |  |  |
| Savings  | \$ 43,921    | \$ 12   | 0.05 % | \$ 41,468    | \$ 28     | 0.13%          |  |  |  |  |  |  |
| NOW and money market deposit accounts  | 500,901      | 224   | 0.09   | 459,718      | 374       | 0.16           |  |  |  |  |  |  |
| Consumer CDs and IRAs  | 86,679       | 268   | 0.62   | 98,451       | 365       | 0.75           |  |  |  |  |  |  |
| Negotiable CDs, public funds and other deposits  | 21,806       | 53  | 0.49   | 22,125       | 71        | 0.64           |  |  |  |  |  |  |
| Total U.S. interest-bearing deposits   | 653,307      | 557   | 0.17   | 621,762      | 838       | 0.27           |  |  |  |  |  |  |
| Non-U.S. interest-bearing deposits:  |              |   |        |              |           |                |  |  |  |  |  |  |
| Banks located in non-U.S. countries  | 11,489       | 36  | 0.64   | 16,384       | 53        | 0.65           |  |  |  |  |  |  |
| Governments and official institutions  | 912          | 1   | 0.24   | 1,091        | 2         | 0.40           |  |  |  |  |  |  |
| Time, savings and other  | 55,133       | 154   | 0.56   | 53,912       | 175       | 0.65           |  |  |  |  |  |  |
| Total non-U.S. interest-bearing deposits   | 67,534       | 191   | 0.57   | 71,387       | 230       | 0.65           |  |  |  |  |  |  |
| Total interest-bearing deposits  | 720,841      | 748   | 0.21   | 693,149      | 1,068     | 0.31           |  |  |  |  |  |  |
| Federal funds purchased, securities loaned or sold under<br>agreements to repurchase and other short-term borrowings | 327,782      | 1,558   | 0.96   | 305,981      | 1,824     | 1.20           |  |  |  |  |  |  |
| Trading account liabilities  | 93,204       | 899   | 1.95   | 78,300       | 925       | 2.38           |  |  |  |  |  |  |
| Long-term debt   | 272,088      | 3,508   | 2.59   | 348,346      | 5,242     | 3.02           |  |  |  |  |  |  |
| Total interest-bearing liabilities <sup>(1)</sup>  | 1,413,915    | 6,713   | 0.96   | 1,425,776    | 9,059     | 1.28           |  |  |  |  |  |  |
| Noninterest-bearing sources:   |              |   |        |              |           |                |  |  |  |  |  |  |
| Noninterest-bearing deposits   | 356,790      |   |        | 338,351      |           |                |  |  |  |  |  |  |
| Other liabilities  | 191,714      |   |        | 192,679      |           |                |  |  |  |  |  |  |
| Shareholders' equity   | 236,024      |   |        | 234,062      |           |                |  |  |  |  |  |  |
| Total liabilities and shareholders' equity   | \$ 2,198,443 |   |        | \$ 2,190,868 |           |                |  |  |  |  |  |  |
| Net interest spread  |              |   | 2.22 % |              |           | 2.10%          |  |  |  |  |  |  |
| Impact of noninterest-bearing sources  |              |   | 0.21   |              |           | 0.25           |  |  |  |  |  |  |
| Net interest income/yield on earning assets <sup>(2)</sup>   |              | \$ 21,573   | 2.43 % |              | \$ 20,736 | 2.35%          |  |  |  |  |  |  |

(1) The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased(decreased) interest expense on:

|   | 2013       | 2012       |
|---|------------|------------|
| NOW and money market deposit accounts   | \$ (1)     | \$ (1)     |
| Consumer CDs and IRAs   | 34         | 56         |
| Negotiable CDs, public funds and other deposits   | 7          | 7          |
| Banks located in non-U.S. countries   | 6          | 7          |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and other short-term borrowings | 519        | 632        |
| Long-term debt  | (1,843)    | (1,950)    |
| Net hedge income on liabilities   | \$ (1,278) | \$ (1,249) |

(2) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

#### Debt Securities and Available-for-Sale Marketable Equity Securities

| (Dollars in millions)<br>June 30, 2013<br>Gross Gross                                      |    |                   |    |                            |          |                               |    |                                       |  |  |  |  |
|--|----|-------------------|----|----------------------------|----------|-------------------------------|----|---------------------------------------|--|--|--|--|
|  |    | Amortized<br>Cost | Un | Gross<br>realized<br>Gains |          | Gross<br>Unrealized<br>Losses |    | Fair<br>Value                         |  |  |  |  |
| Available-for-sale debt securities   |    |                   |    |                            |          |                               |    |                                       |  |  |  |  |
| U.S. Treasury and agency securities  | \$ | 2,984             | \$ | 144                        | \$       | (29)                          | \$ | 3,099                                 |  |  |  |  |
| Mortgage-backed securities:  |    |                   |    |                            |          |                               |    |                                       |  |  |  |  |
| Agency   |    | 171,486           |    | 1,174                      |          | (3,476)                       |    | 169,184                               |  |  |  |  |
| Agency-collateralized mortgage obligations   |    | 31,315            |    | 1,095                      |          | (409)                         |    | 32,001                                |  |  |  |  |
| Non-agency residential   |    | 7,813             |    | 343                        |          | (130)                         |    | 8,026                                 |  |  |  |  |
| Commercial   |    | 3,521             |    | 228                        |          | (1)                           |    | 3,748                                 |  |  |  |  |
| Non-U.S. securities  |    | 6,397             |    | 47                         |          | (22)                          |    | 6,422                                 |  |  |  |  |
| Corporate/Agency bonds   |    | 1,206             |    | 33                         |          | (8)                           |    | 1,231                                 |  |  |  |  |
| Other taxable securities, substantially all asset-backed securities                        |    | 11,468            |    | 24                         |          | (10)                          |    | 11,482                                |  |  |  |  |
| Total taxable securities   |    | 236,190           |    | 3,088                      |          | (4,085)                       |    | 235,193                               |  |  |  |  |
| Tax-exempt securities  |    | 4,995             |    | 12                         |          | (46)                          |    | 4,961                                 |  |  |  |  |
| Total available-for-sale debt securities   |    | 241,185           |    | 3,100                      |          | (4,131)                       |    | 240,154                               |  |  |  |  |
| Other debt securities carried at fair value  |    | 42,698            |    | 158                        |          | (1,529)                       |    | 41,327                                |  |  |  |  |
| Total debt securities carried at fair value  |    | 283,883           |    | 3,258                      |          | (5,660)                       |    | 281,481                               |  |  |  |  |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |    | 54,922            |    | 10                         |          | (2,076)                       |    | 52,856                                |  |  |  |  |
| Total debt securities  | \$ | 338,805           | \$ | 3,268                      | \$       | (7,736)                       | \$ | 334,337                               |  |  |  |  |
| Available-for-sale marketable equity securities <sup>(1)</sup>                             | \$ | 754               | \$ | 649                        | \$       | (1)                           | \$ | 1,402                                 |  |  |  |  |
|  |    |                   |    | March                      | 21 2012  |                               |    |                                       |  |  |  |  |
| Available-for-sale debt securities   |    |                   |    | watch .                    | 51, 2015 |                               |    |                                       |  |  |  |  |
| U.S. Treasury and agency securities  | \$ | 17,186            | \$ | 315                        | \$       | (62)                          | \$ | 17,439                                |  |  |  |  |
| Nortgage-backed securities:  | .Þ | 17,180            | \$ | 515                        | ð        | (02)                          | \$ | 17,439                                |  |  |  |  |
|  |    | 170.842           |    | 4,050                      |          | (624)                         |    | 174,268                               |  |  |  |  |
| Agency Agency-collateralized mortgage obligations  |    | 33,573            |    | 1,405                      |          | (024)                         |    | 34,761                                |  |  |  |  |
|  |    | 8,591             |    | 402                        |          | (116)                         |    | 8,877                                 |  |  |  |  |
| Non-agency residential Non-agency commercial   |    | 3,539             |    | 295                        |          | (116)                         |    | 3,834                                 |  |  |  |  |
| Non-U.S. securities  |    | 5,606             |    | 52                         |          | (8)                           |    | 5,650                                 |  |  |  |  |
| Corporate/Agency bonds   |    | 1,349             |    | 47                         |          | (8)                           |    | 1,385                                 |  |  |  |  |
| Other taxable securities, substantially all asset-backed securities                        |    | 1,549             |    | 52                         |          | (11)                          |    | 1,383                                 |  |  |  |  |
| Total taxable securities   |    | 251,700           |    | 6,618                      |          | (12)                          |    | 257,268                               |  |  |  |  |
| Tax-exempt securities  |    | 4,607             |    | 17                         |          | (1,050)                       |    | 4,582                                 |  |  |  |  |
| Total available-for-sale debt securities   | ·  |                   |    |                            |          |                               |    |                                       |  |  |  |  |
| t of at available-tor-sale debt securities Other debt securities carried at fair value     |    | 256,307<br>43,442 |    | 6,635<br>129               |          | (1,092)                       |    | 261,850<br>43,282                     |  |  |  |  |
| Total debt securities carried at fair value  |    |                   |    |                            |          |                               |    | · · · · · · · · · · · · · · · · · · · |  |  |  |  |
|  |    | 299,749           |    | 6,764                      |          | (1,381)                       |    | 305,132                               |  |  |  |  |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |    | 49,577            |    | 446                        |          | (249)                         |    | 49,774                                |  |  |  |  |
| Total debt securities  | \$ | 349,326           | \$ | 7,210                      | \$       | (1,630)                       | \$ | 354,906                               |  |  |  |  |
| Available-for-sale marketable equity securities <sup>(1)</sup>                             | \$ | 769               | \$ | 795                        | \$       |                               | \$ | 1,564                                 |  |  |  |  |

 $\overline{^{(1)}}$  Classified in other assets on the Corporation's Consolidated Balance Sheet.

### Other Debt Securities Carried at Fair Value

| (Dollars in millions)   | June 30, 2013 | March 31, 2013 |
|---|---------------|----------------|
| U.S. Treasury and agency securities   | s —           | \$<br>3,861    |
| Mortgage-backed securities:   |               |                |
| Agency  | 26,121        | 29,178         |
| Agency-collateralized mortgage obligations  | 1,006         | 958            |
| Commercial  | 758           | 103            |
| Non-U.S. securities <sup>(1)</sup>  | 13,442        | 9,182          |
| Total   | \$ 41,327     | \$<br>43,282   |
| (1) These securities are used to satisfy certain international regulatory liquidity |               |                |

 These securities are used to satisfy certain international regulatory liquidity requirements.

Certain prior period amounts have been reclassified to conform to current period presentation.

### Quarterly Results by Business Segment

(Dollars in millions)

|  |    |                     |    |                                 | s                                   | econ | d Quarter 2013    |                   |               |               |
|--|----|---------------------|----|---------------------------------|-------------------------------------|------|-------------------|-------------------|---------------|---------------|
|  | с  | Total<br>orporation | 1  | nsumer &<br>Business<br>Banking | Consumer<br>Real Estate<br>Services |      | Global<br>Banking | Global<br>Markets | GWIM          | All<br>Other  |
| Net interest income (FTE basis)                    | \$ | 10,771              | \$ | 5,034                           | \$<br>699                           | \$   | 2,252             | \$<br>1,013       | \$<br>1,505   | \$<br>268     |
| Noninterest income                                 |    | 12,178              |    | 2,400                           | <br>1,416                           |      | 1,887             | <br>3,176         | 2,994         | <br>305       |
| Total revenue, net of interest expense (FTE basis) |    | 22,949              |    | 7,434                           | <br>2,115                           |      | 4,139             | <br>4,189         | <br>4,499     | <br>573       |
| Provision for credit losses                        |    | 1,211               |    | 967                             | 291                                 |      | 163               | (16)              | (15)          | (179)         |
| Noninterest expense                                |    | 16,018              |    | 4,183                           | <br>3,394                           |      | 1,859             | <br>2,769         | <br>3,272     | <br>541       |
| Income (loss) before income taxes                  |    | 5,720               |    | 2,284                           | (1,570)                             |      | 2,117             | <br>1,436         | <br>1,242     | <br>211       |
| Income tax expense (benefit) (FTE basis)           |    | 1,708               |    | 892                             | <br>(633)                           |      | 826               | <br>477           | <br>484       | <br>(338)     |
| Net income (loss)                                  | \$ | 4,012               | \$ | 1,392                           | \$<br>(937)                         | \$   | 1,291             | \$<br>959         | \$<br>758     | \$<br>549     |
| Average  |    |                     |    |                                 |                                     |      |                   |                   |               |               |
| Total loans and leases                             | \$ | 914,234             | \$ | 163,593                         | \$<br>90,114                        | \$   | 255,674           | n/m               | \$<br>109,589 | \$<br>238,910 |
| Total assets (1)                                   |    | 2,184,610           |    | 584,143                         | 122,275                             |      | 327,531           | \$<br>653,116     | 263,735       | 233,810       |
| Total deposits                                     |    | 1,079,956           |    | 522,259                         | n/m                                 |      | 227,668           | n/m               | 235,344       | 33,774        |
| Period end   |    |                     |    |                                 |                                     |      |                   |                   |               |               |
| Total loans and leases                             | \$ | 921,570             | \$ | 164,851                         | \$<br>89,257                        | \$   | 258,502           | n/m               | \$<br>111,785 | \$<br>234,047 |
| Total assets (1)                                   |    | 2,123,320           |    | 587,576                         | 124,031                             |      | 334,820           | \$<br>607,050     | 263,867       | 205,976       |
| Total deposits                                     |    | 1,080,783           |    | 525,099                         | n/m                                 |      | 229,586           | n/m               | 235,012       | 34,597        |

|  |    |                      |                           |                                     | Firs | st Quarter 2013   |                   |               |               |
|--|----|----------------------|---------------------------|-------------------------------------|------|-------------------|-------------------|---------------|---------------|
|  | (  | Total<br>Corporation | onsumer &<br>ness Banking | Consumer<br>Real Estate<br>Services |      | Global<br>Banking | Global<br>Markets | GWIM          | All<br>Other  |
| Net interest income (FTE basis)                    | \$ | 10,875               | \$<br>5,013               | \$<br>743                           | \$   | 2,160             | \$<br>1,109       | \$<br>1,596   | \$<br>254     |
| Noninterest income                                 |    | 12,533               | 2,399                     | <br>1,569                           |      | 1,870             | <br>3,760         | <br>2,825     | <br>110       |
| Total revenue, net of interest expense (FTE basis) |    | 23,408               | 7,412                     | 2,312                               |      | 4,030             | 4,869             | 4,421         | 364           |
| Provision for credit losses                        |    | 1,713                | 952                       | 335                                 |      | 149               | 5                 | 22            | 250           |
| Noninterest expense                                |    | 19,500               | <br>4,170                 | <br>5,406                           |      | 1,837             | <br>3,073         | <br>3,253     | <br>1,761     |
| Income (loss) before income taxes                  |    | 2,195                | 2,290                     | (3,429)                             |      | 2,044             | 1,791             | 1,146         | (1,647)       |
| Income tax expense (benefit) (FTE basis)           |    | 712                  | <br>851                   | <br>(1,272)                         |      | 760               | <br>622           | <br>426       | <br>(675)     |
| Net income (loss)                                  | \$ | 1,483                | \$<br>1,439               | \$<br>(2,157)                       | \$   | 1,284             | \$<br>1,169       | \$<br>720     | \$<br>(972)   |
|  |    |                      |                           |                                     |      |                   |                   |               |               |
| Average  |    |                      |                           |                                     |      |                   |                   |               |               |
| Total loans and leases                             | \$ | 906,259              | \$<br>165,845             | \$<br>92,963                        | \$   | 244,068           | n/m               | \$<br>106,082 | \$<br>244,557 |
| Total assets (1)                                   |    | 2,212,430            | 564,469                   | 128,331                             |      | 318,044           | \$<br>667,265     | 282,298       | 252,023       |
| Total deposits                                     |    | 1,075,280            | 502,508                   | n/m                                 |      | 222,120           | n/m               | 253,413       | 35,549        |
| Period end   |    |                      |                           |                                     |      |                   |                   |               |               |
| Total loans and leases                             | \$ | 911,592              | \$<br>163,820             | \$<br>90,971                        | \$   | 250,985           | n/m               | \$<br>107,048 | \$<br>241,406 |
| Total assets (1)                                   |    | 2,174,819            | 593,167                   | 129,116                             |      | 322,039           | \$<br>625,639     | 268,263       | 236,595       |
| Total deposits                                     |    | 1,095,183            | 530,581                   | n/m                                 |      | 228,248           | n/m               | 239,853       | 35,759        |
|  |    |                      |                           |                                     |      |                   |                   |               |               |

|  |                      |                           |    | s                                  | Second | l Quarter 2012    |                   |               |               |
|--|----------------------|---------------------------|----|------------------------------------|--------|-------------------|-------------------|---------------|---------------|
|  | Total<br>Corporation | onsumer &<br>ness Banking | R  | Consumer<br>eal Estate<br>Services |        | Global<br>Banking | Global<br>Markets | GWIM          | All<br>Other  |
| Net interest income (FTE basis)                    | \$<br>9,782          | \$<br>4,878               | \$ | 713                                | \$     | 1,940             | \$<br>721         | \$<br>1,393   | \$<br>137     |
| Noninterest income                                 | <br>12,420           | 2,617                     |    | 1,816                              |        | 1,968             | <br>2,857         | <br>2,701     | 461           |
| Total revenue, net of interest expense (FTE basis) | 22,202               | 7,495                     |    | 2,529                              |        | 3,908             | 3,578             | 4,094         | 598           |
| Provision for credit losses                        | 1,773                | 1,157                     |    | 187                                |        | (152)             | (1)               | 47            | 535           |
| Noninterest expense                                | <br>17,048           | <br>4,420                 |    | 3,524                              |        | 1,967             | <br>2,855         | <br>3,177     | <br>1,105     |
| Income (loss) before income taxes                  | 3,381                | 1,918                     |    | (1,182)                            |        | 2,093             | 724               | 870           | (1,042)       |
| Income tax expense (benefit) (FTE basis)           | <br>918              | <br>710                   |    | (438)                              |        | 775               | <br>227           | <br>322       | <br>(678)     |
| Net income (loss)                                  | \$<br>2,463          | \$<br>1,208               | \$ | (744)                              | \$     | 1,318             | \$<br>497         | \$<br>548     | \$<br>(364)   |
| Average  |                      |                           |    |                                    |        |                   |                   |               |               |
| Total loans and leases                             | \$<br>899,498        | \$<br>173,565             | \$ | 105,507                            | \$     | 219,504           | n/m               | \$<br>98,964  | \$<br>263,649 |
| Total assets (1)                                   | 2,194,563            | 531,995                   |    | 151,514                            |        | 311,043           | \$<br>596,861     | 262,124       | 341,026       |
| Total deposits                                     | 1,032,888            | 474,328                   |    | n/m                                |        | 213,862           | n/m               | 238,540       | 43,722        |
| Period end   |                      |                           |    |                                    |        |                   |                   |               |               |
| Total loans and leases                             | \$<br>892,315        | \$<br>171,094             | \$ | 104,079                            | \$     | 218,681           | n/m               | \$<br>100,261 | \$<br>259,830 |
| Total assets (1)                                   | 2,160,854            | 537,946                   |    | 146,386                            |        | 310,933           | \$<br>576,175     | 263,006       | 326,408       |

| Total deposits  | 1,035,225 | 479,795 | n/m | 216,529 | n/m | 237,339 | 39,362 |  |  |  |  |
|---|-----------|---------|-----|---------|-----|---------|--------|--|--|--|--|
| <ol> <li>Total assets include asset allocations to match liabilities (i.e.,<br/>deposits).</li> </ol>             |           |         |     |         |     |         |        |  |  |  |  |
| n/m = not meaningful  |           |         |     |         |     |         |        |  |  |  |  |
| Certain prior period amounts have been reclassified among the segments to conform to current period presentation. |           |         |     |         |     |         |        |  |  |  |  |
|   |           |         |     |         |     |         |        |  |  |  |  |
| This information is preliminary and based on company data available at the time of the presentation.              |           |         |     |         |     |         |        |  |  |  |  |

# Year-to-Date Results by Business Segment

(Dollars in millions)

|  | Six Months Ended June 30, 2013 |                     |    |                                 |    |                                     |    |                   |    |                   |    |         |    |              |
|--|--------------------------------|---------------------|----|---------------------------------|----|-------------------------------------|----|-------------------|----|-------------------|----|---------|----|--------------|
|  | C                              | Total<br>orporation |    | nsumer &<br>Business<br>Banking | R  | Consumer<br>Real Estate<br>Services |    | Global<br>Banking |    | Global<br>Markets |    | GWIM    |    | All<br>Other |
| Net interest income (FTE basis)                    | \$                             | 21,646              | \$ | 10,047                          | \$ | 1,442                               | \$ | 4,412             | \$ | 2,122             | \$ | 3,101   | \$ | 522          |
| Noninterest income                                 |                                | 24,711              |    | 4,799                           |    | 2,985                               |    | 3,757             |    | 6,936             |    | 5,819   |    | 415          |
| Total revenue, net of interest expense (FTE basis) |                                | 46,357              |    | 14,846                          |    | 4,427                               |    | 8,169             |    | 9,058             |    | 8,920   |    | 937          |
| Provision for credit losses                        |                                | 2,924               |    | 1,919                           |    | 626                                 |    | 312               |    | (11)              |    | 7       |    | 71           |
| Noninterest expense                                |                                | 35,518              |    | 8,353                           |    | 8,800                               |    | 3,696             |    | 5,842             |    | 6,525   |    | 2,302        |
| Income (loss) before income taxes                  |                                | 7,915               |    | 4,574                           |    | (4,999)                             |    | 4,161             |    | 3,227             |    | 2,388   |    | (1,436)      |
| Income tax expense (benefit) (FTE basis)           |                                | 2,420               |    | 1,743                           |    | (1,905)                             |    | 1,586             |    | 1,099             |    | 910     |    | (1,013)      |
| Net income (loss)                                  | \$                             | 5,495               | \$ | 2,831                           | \$ | (3,094)                             | \$ | 2,575             | \$ | 2,128             | \$ | 1,478   | \$ | (423)        |
| Average  |                                |                     |    |                                 |    |                                     |    |                   |    |                   |    |         |    |              |
| Total loans and leases                             | \$                             | 910,269             | \$ | 164,713                         | \$ | 91,531                              | \$ | 249,903           |    | n/m               | \$ | 107,845 | \$ | 241,718      |
| Total assets (1)                                   |                                | 2,198,443           |    | 574,360                         |    | 125,286                             |    | 322,814           | \$ | 660,151           |    | 272,965 |    | 242,867      |
| Total deposits                                     |                                | 1,077,631           |    | 512,438                         |    | n/m                                 |    | 224,909           |    | n/m               |    | 244,329 |    | 34,657       |
| Period end   |                                |                     |    |                                 |    |                                     |    |                   |    |                   |    |         |    |              |
| Total loans and leases                             | \$                             | 921,570             | \$ | 164,851                         | \$ | 89,257                              | \$ | 258,502           |    | n/m               | \$ | 111,785 | \$ | 234,047      |
| Total assets (1)                                   |                                | 2,123,320           |    | 587,576                         |    | 124,031                             |    | 334,820           | \$ | 607,050           |    | 263,867 |    | 205,976      |
| Total deposits                                     |                                | 1,080,783           |    | 525,099                         |    | n/m                                 |    | 229,586           |    | n/m               |    | 235,012 |    | 34,597       |

|  | Six Months Ended June 30, 2012 |                      |    |                          |    |                                     |    |                   |    |                   |    |         |    |              |
|--|--------------------------------|----------------------|----|--------------------------|----|-------------------------------------|----|-------------------|----|-------------------|----|---------|----|--------------|
|  |                                | Total<br>Corporation |    | nsumer &<br>less Banking | I  | Consumer<br>Real Estate<br>Services |    | Global<br>Banking |    | Global<br>Markets |    | GWIM    |    | All<br>Other |
| Net interest income (FTE basis)                    | \$                             | 20,835               | \$ | 10,160                   | \$ | 1,481                               | \$ | 4,027             | \$ | 1,628             | \$ | 2,924   | \$ | 615          |
| Noninterest income (loss)                          |                                | 23,852               |    | 4,968                    |    | 3,712                               |    | 3,910             |    | 6,357             |    | 5,317   |    | (412)        |
| Total revenue, net of interest expense (FTE basis) |                                | 44,687               |    | 15,128                   |    | 5,193                               |    | 7,937             |    | 7,985             |    | 8,241   |    | 203          |
| Provision for credit losses                        |                                | 4,191                |    | 2,064                    |    | 694                                 |    | (427)             |    | (14)              |    | 93      |    | 1,781        |
| Noninterest expense                                |                                | 36,189               |    | 8,725                    |    | 7,404                               |    | 3,928             |    | 6,090             |    | 6,409   |    | 3,633        |
| Income (loss) before income taxes                  |                                | 4,307                |    | 4,339                    |    | (2,905)                             |    | 4,436             |    | 1,909             |    | 1,739   |    | (5,211)      |
| Income tax expense (benefit) (FTE basis)           |                                | 1,191                |    | 1,599                    |    | (1,026)                             |    | 1,634             |    | 583               |    | 641     |    | (2,240)      |
| Net income (loss)                                  | \$                             | 3,116                | \$ | 2,740                    | \$ | (1,879)                             | \$ | 2,802             | \$ | 1,326             | \$ | 1,098   | \$ | (2,971)      |
| Average  |                                |                      |    |                          |    |                                     |    |                   |    |                   |    |         |    |              |
| Total loans and leases                             | \$                             | 906,610              | \$ | 177,971                  | \$ | 107,554                             | \$ | 221,854           |    | n/m               | \$ | 98,490  | \$ | 266,938      |
| Total assets (1)                                   |                                | 2,190,868            |    | 528,114                  |    | 154,736                             |    | 314,088           | \$ | 585,423           |    | 265,899 |    | 342,608      |
| Total deposits                                     |                                | 1,031,500            |    | 469,181                  |    | n/m                                 |    | 212,638           |    | n/m               |    | 239,200 |    | 48,125       |
| Period end   |                                |                      |    |                          |    |                                     |    |                   |    |                   |    |         |    |              |
| Total loans and leases                             | \$                             | 892,315              | \$ | 171,094                  | \$ | 104,079                             | \$ | 218,681           |    | n/m               | \$ | 100,261 | \$ | 259,830      |
| Total assets (1)                                   |                                | 2,160,854            |    | 537,946                  |    | 146,386                             |    | 310,933           | \$ | 576,175           |    | 263,006 |    | 326,408      |
| Total deposits                                     |                                | 1,035,225            |    | 479,795                  |    | n/m                                 |    | 216,529           |    | n/m               |    | 237,339 |    | 39,362       |
|  |                                |                      |    |                          |    |                                     |    |                   |    |                   |    |         |    |              |

(1) Total assets include asset allocations to match liabilities (i.e., deposits).

n/m = not meaningful

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Consumer & Business Banking Segment Results**

| (Dollars in millions)                                 | <i>a</i> , <b>a</b> - |                  |         | 1  |                   |                  |      |                   |    |                  |    |                   |
|---|-----------------------|------------------|---------|----|-------------------|------------------|------|-------------------|----|------------------|----|-------------------|
|   | <br>Six Mon<br>Ju     | iths En<br>ne 30 | ded     |    | Second<br>Quarter | First<br>Quarter |      | Fourth<br>Quarter |    | Third<br>Quarter |    | Second<br>Quarter |
|   | <br>2013              |                  | 2012    |    | 2013              | 2013             | 2012 |                   |    | 2012             |    | 2012              |
| Net interest income (FTE basis)                       | \$<br>10,047          | \$               | 10,160  | \$ | 5,034             | \$<br>5,013      | \$   | 4,869             | \$ | 4,824            | \$ | 4,878             |
| Noninterest income:                                   |                       |                  |         |    |                   |                  |      |                   |    |                  |    |                   |
| Card income   | 2,393                 |                  | 2,634   |    | 1,186             | 1,207            |      | 1,342             |    | 1,340            |    | 1,345             |
| Service charges                                       | 2,048                 |                  | 2,143   |    | 1,035             | 1,013            |      | 1,034             |    | 1,101            |    | 1,081             |
| All other income (loss)                               | <br>358               |                  | 191     |    | 179               | <br>179          |      | 156               |    | (4)              |    | 191               |
| Total noninterest income                              | 4,799                 |                  | 4,968   |    | 2,400             | 2,399            | _    | 2,532             |    | 2,437            |    | 2,617             |
| Total revenue, net of interest expense (FTE basis)    | <br>14,846            |                  | 15,128  |    | 7,434             | <br>7,412        |      | 7,401             |    | 7,261            |    | 7,495             |
| Provision for credit losses                           | 1,919                 |                  | 2,064   |    | 967               | 952              |      | 1,078             |    | 1,006            |    | 1,157             |
| Noninterest expense                                   | 8,353                 |                  | 8,725   |    | 4,183             | 4,170            |      | 4,182             |    | 4,119            |    | 4,420             |
| Income before income taxes                            | <br>4,574             |                  | 4,339   |    | 2,284             | <br>2,290        | _    | 2,141             | _  | 2,136            | _  | 1,918             |
| Income tax expense (FTE basis)                        | 1,743                 |                  | 1,599   |    | 892               | 851              |      | 700               |    | 790              |    | 710               |
| Net income  | \$<br>2,831           | \$               | 2,740   | \$ | 1,392             | \$<br>1,439      | \$   | 1,441             | \$ | 1,346            | \$ | 1,208             |
|   |                       |                  |         |    |                   |                  |      |                   |    |                  |    |                   |
| Net interest yield (FTE basis)                        | 3.80 %                |                  | 4.19%   |    | 3.72 %            | 3.89%            |      | 3.88%             |    | 3.89%            |    | 4.00%             |
| Return on average allocated capital <sup>(1, 2)</sup> | 19.06                 |                  | -       |    | 18.64             | 19.48            |      | -                 |    | _                |    | -                 |
| Return on average economic capital <sup>(1, 2)</sup>  | —                     |                  | 23.32   |    | _                 | —                |      | 23.38             |    | 22.12            |    | 20.46             |
| Efficiency ratio (FTE basis)                          | 56.26                 |                  | 57.68   |    | 56.26             | 56.27            |      | 56.49             |    | 56.73            |    | 58.98             |
| Balance Sheet   |                       |                  |         |    |                   |                  |      |                   |    |                  |    |                   |
| Average   |                       |                  |         |    |                   |                  |      |                   |    |                  |    |                   |
| Total loans and leases                                | \$<br>164,713         | \$               | 177,971 | \$ | 163,593           | \$<br>165,845    | \$   | 167,219           | \$ | 169,092          | \$ | 173,565           |
| Total earning assets (3)                              | 532,966               |                  | 487,268 |    | 542,697           | 523,128          |      | 499,245           |    | 493,204          |    | 490,845           |
| Total assets (3)                                      | 574,360               |                  | 528,114 |    | 584,143           | 564,469          |      | 540,787           |    | 534,191          |    | 531,995           |
| Total deposits  | 512,438               |                  | 469,181 |    | 522,259           | 502,508          |      | 484,086           |    | 478,142          |    | 474,328           |
| Allocated capital (1, 2)                              | 30,000                |                  | _       |    | 30,000            | 30,000           |      | _                 |    | _                |    | -                 |
| Economic capital (1, 2)                               | —                     |                  | 23,682  |    | _                 | —                |      | 24,561            |    | 24,271           |    | 23,807            |
| Period end  |                       |                  |         |    |                   |                  |      |                   |    |                  |    |                   |
| Total loans and leases                                | \$<br>164,851         | \$               | 171,094 | \$ | 164,851           | \$<br>163,820    | \$   | 169,266           | \$ | 168,296          | \$ | 171,094           |
| Total earning assets (3)                              | 545,685               |                  | 496,708 |    | 545,685           | 550,989          |      | 513,114           |    | 498,248          |    | 496,708           |
| Total assets <sup>(3)</sup>                           | 587,576               |                  | 537,946 |    | 587,576           | 593,167          |      | 554,915           |    | 540,419          |    | 537,946           |
| Total deposits  | 525,099               |                  | 479,795 |    | 525,099           | 530,581          |      | 496,159           |    |                  |    | 479,795           |

Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segment nonnection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.
 (2) Return on average allocated capital and return on average economic capital and return or average economic capital and return on average economic capital and return of AAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)
 (3) Total earning assets and total asset include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Consumer & Business Banking Year-to-Date Results

(Dollars in millions)

|  | _        |                                      | Six Mont | hs Ended June 30, 2013  | ;  |                                    |  |  |
|--|----------|--------------------------------------|----------|-------------------------|----|------------------------------------|--|--|
|  |          | Total Consumer &<br>Business Banking |          | Deposits (1)            |    | Consumer<br>Lending <sup>(2)</sup> |  |  |
| Net interest income (FTE basis)                    |          | 10,047                               | s        | 4,859                   | \$ | 5,188                              |  |  |
| Noninterest income:                                |          |                                      |          |                         |    |                                    |  |  |
| Card income  |          | 2,393                                |          | 30                      |    | 2,363                              |  |  |
| Service charges                                    |          | 2,048                                |          | 2,048                   |    | _                                  |  |  |
| All other income                                   |          | 358                                  |          | 219                     |    | 139                                |  |  |
| Total noninterest income                           |          | 4,799                                |          | 2,297                   |    | 2,502                              |  |  |
| Total revenue, net of interest expense (FTE basis) |          | 14,846                               |          | 7,156                   |    | 7,690                              |  |  |
| Provision for credit losses                        |          | 1,919                                |          | 98                      |    | 1,821                              |  |  |
| Noninterest expense                                |          | 8,353                                |          | 5,633                   |    | 2,720                              |  |  |
| Income before income taxes                         |          | 4,574                                |          | 1,425                   |    | 3,149                              |  |  |
| Income tax expense (FTE basis)                     |          | 1,743                                |          | 543                     |    | 1,200                              |  |  |
| Net income   | <u>s</u> | 2,831                                | \$       | 882                     | \$ | 1,949                              |  |  |
| Net interest yield (FTE basis)                     |          | 3.80 %                               |          | 1.90 %                  |    | 7.33 %                             |  |  |
| Return on average allocated capital (3, 4)         |          | 19.06                                |          | 11.55                   |    | 26.97                              |  |  |
| Efficiency ratio (FTE basis)                       |          | 56.26                                |          | 78.71                   |    | 35.37                              |  |  |
| Balance Sheet                                      |          |                                      |          |                         |    |                                    |  |  |
| Average  |          |                                      |          |                         |    |                                    |  |  |
| Total loans and leases                             | s        | 164,713                              | s        | 22,525                  | \$ | 142,188                            |  |  |
| Total earning assets (5)                           |          | 532,966                              |          | 516,481                 |    | 142,629                            |  |  |
| Total assets (5)                                   |          | 574,360                              |          | 549,273                 |    | 151,231                            |  |  |
| Total deposits                                     |          | 512,438                              |          | 511,978                 |    | n/m                                |  |  |
| Allocated capital (3, 4)                           |          | 30,000                               |          | 15,400                  |    | 14,600                             |  |  |
| Period end   |          |                                      |          |                         |    |                                    |  |  |
| Total loans and leases                             | \$       | 164,851                              | s        | 22,467                  | \$ | 142,384                            |  |  |
| Total earning assets (5)                           |          | 545,685                              |          | 528,738                 |    | 142,824                            |  |  |
| Total assets (5)                                   |          | 587,576                              |          | 561,657                 |    | 151,796                            |  |  |
| Total deposits                                     |          | 525,099                              |          | 523,928                 |    | n/m                                |  |  |
|  | _        |                                      | Six Mon  | ths Ended June 30, 2012 |    |                                    |  |  |
|  |          | Total Consumer &<br>Business Banking |          | Deposits (1)            |    | Consumer<br>Lending (2)            |  |  |
| Net interest income (FTE basis)                    | \$       | 10,160                               | \$       | 4,669                   | \$ | 5,491                              |  |  |
| Noninterest income:                                |          |                                      |          |                         |    |                                    |  |  |

| Noninterest income:                                |   |         |           |            |
|--|---|---------|-----------|------------|
| Card income  |   | 2,634   | 31        | 2,603      |
| Service charges                                    |   | 2,143   | 2,143     | _          |
| All other income                                   |   | 191     | 183       | 8          |
| Total noninterest income                           |   | 4,968   | 2,357     | 2,611      |
| Total revenue, net of interest expense (FTE basis) |   | 15,128  | 7,026     | 8,102      |
| Provision for credit losses                        |   | 2,064   | 278       | 1,786      |
| Noninterest expense                                |   | 8,725   | 5,739     | 2,986      |
| Income before income taxes                         |   | 4,339   | 1,009     | 3,330      |
| Income tax expense (FTE basis)                     |   | 1,599   | 372       | 1,227      |
| Net income   | 2 | 2,740   | \$ 637    | \$ 2,103   |
| Net interest yield (FTE basis)                     |   | 4.19%   | 1.99%     | 7.11%      |
| Return on average economic capital (3, 4)          |   | 23.32   | 10.25     | 37.98      |
| Efficiency ratio (FTE basis)                       |   | 57.68   | 81.68     | 36.86      |
| Balance Sheet                                      |   |         |           |            |
| Average  |   |         |           |            |
| Total loans and leases                             | s | 177,971 | \$ 23,842 | \$ 154,129 |
| Total earning assets (5)                           |   | 487,268 | 471,292   | 155,323    |
| Total assets (5)                                   |   | 528,114 | 504,744   | 162,717    |
| Total deposits                                     |   | 469,181 | 468,854   | n/m        |

| Economic capital (3, 4)  |   | 23,682    | 12,513    |     | 11,169  |
|--------------------------|---|-----------|-----------|-----|---------|
| Period end               |   |           |           |     |         |
| Total loans and leases   | S | 6 171,094 | \$ 23,350 | 5 S | 147,738 |
| Total earning assets (5) |   | 496,708   | 481,837   | ,   | 148,269 |
| Total assets (5)         |   | 537,946   | 514,813   |     | 156,531 |
| Total deposits           |   | 479,795   | 478,869   | )   | n/m     |
|                          |   |           |           |     |         |

For footnotes see page 20.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

| This information is preliminary and based on company data available at the time of the presentation. | 18 |
|--|----|
|--|----|

# **Consumer & Business Banking Quarterly Results**

(Dollars in millions)

|  | _        |                                      |              |                                    |  |  |  |
|--|----------|--------------------------------------|--------------|------------------------------------|--|--|--|
|  |          | Total Consumer &<br>Business Banking | Deposits (1) | Consumer<br>Lending <sup>(2)</sup> |  |  |  |
| Net interest income (FTE basis)                    | 5        | 5,034                                | \$ 2,472     | \$ 2,562                           |  |  |  |
| Noninterest income:                                |          |                                      |              |                                    |  |  |  |
| Card income  |          | 1,186                                | 15           | 1,171                              |  |  |  |
| Service charges                                    |          | 1,035                                | 1,035        | _                                  |  |  |  |
| All other income                                   | _        | 179                                  | 117          | 62                                 |  |  |  |
| Total noninterest income                           |          | 2,400                                | 1,167        | 1,233                              |  |  |  |
| Total revenue, net of interest expense (FTE basis) |          | 7,434                                | 3,639        | 3,795                              |  |  |  |
| Provision for credit losses                        |          | 967                                  | 35           | 932                                |  |  |  |
| Noninterest expense                                |          | 4,183                                | 2,812        | 1,371                              |  |  |  |
| Income before income taxes                         | -        | 2,284                                | 792          | 1,492                              |  |  |  |
| Income tax expense (FTE basis)                     |          | 892                                  | 308          | 584                                |  |  |  |
| Net income   | <u>s</u> | 1,392                                | \$ 484       | \$ 908                             |  |  |  |
| Net interest yield (FTE basis)                     |          | 3.72 %                               | 1.88 %       | 7.26%                              |  |  |  |
| Return on average allocated capital (3, 4)         |          | 18.64                                | 12.62        | 24.98                              |  |  |  |
| Efficiency ratio (FTE basis)                       |          | 56.26                                | 77.24        | 36.14                              |  |  |  |
| Balance Sheet                                      |          |                                      |              |                                    |  |  |  |
| Average  |          |                                      |              |                                    |  |  |  |
| Total loans and leases                             | \$       | 163,593                              | \$ 22,434    | \$ 141,159                         |  |  |  |
| Total earning assets (5)                           |          | 542,697                              | 526,322      | 141,599                            |  |  |  |
| Total assets (5)                                   |          | 584,143                              | 559,119      | 150,248                            |  |  |  |
| Total deposits                                     |          | 522,259                              | 521,784      | n/m                                |  |  |  |
| Allocated capital (3, 4)                           |          | 30,000                               | 15,400       | 14,600                             |  |  |  |
| Period end   |          |                                      |              |                                    |  |  |  |
| Total loans and leases                             | s        | 164,851                              | \$ 22,467    | \$ 142,384                         |  |  |  |
| Total earning assets (5)                           |          | 545,685                              | 528,738      | 142,824                            |  |  |  |
| Total assets (5)                                   |          | 587,576                              | 561,657      | 151,796                            |  |  |  |
| Total deposits                                     |          | 525,099                              | 523,928      | n/m                                |  |  |  |
|  |          |                                      |              |                                    |  |  |  |

|  |    |                                      | First Quarter 2013 |                         |
|--|----|--------------------------------------|--------------------|-------------------------|
|  |    | Total Consumer &<br>Business Banking | Deposits (1)       | Consumer<br>Lending (2) |
| Net interest income (FTE basis)                    | \$ | 5,013                                | \$ 2,387           | \$<br>2,626             |
| Noninterest income:                                |    |                                      |                    |                         |
| Card income  |    | 1,207                                | 15                 | 1,192                   |
| Service charges                                    |    | 1,013                                | 1,013              | _                       |
| All other income                                   |    | 179                                  | 102                | <br>77                  |
| Total noninterest income                           |    | 2,399                                | 1,130              | <br>1,269               |
| Total revenue, net of interest expense (FTE basis) |    | 7,412                                | 3,517              | 3,895                   |
| Provision for credit losses                        |    | 952                                  | 63                 | 889                     |
| Noninterest expense                                |    | 4,170                                | 2,821              | 1,349                   |
| Income before income taxes                         |    | 2,290                                | 633                | 1,657                   |
| Income tax expense (FTE basis)                     |    | 851                                  | 235                | <br>616                 |
| Net income   | \$ | 1,439                                | \$ 398             | \$<br>1,041             |
| Net interest yield (FTE basis)                     |    | 3.89%                                | 1.91%              | 7.41%                   |
| Return on average allocated capital (3, 4)         |    | 19.48                                | 10.47              | 28.99                   |
| Efficiency ratio (FTE basis)                       |    | 56.27                                | 80.24              | 34.62                   |
| Balance Sheet                                      |    |                                      |                    |                         |
| Average  |    |                                      |                    |                         |
| Total loans and leases                             | s  | 165,845                              | \$ 22,616          | \$<br>143,229           |
| Total earning assets (5)                           |    | 523,128                              | 506,531            | 143,671                 |
| Total assets (5)                                   |    | 564,469                              | 539,319            | 152,224                 |
| Total deposits                                     |    | 502,508                              | 502,063            | n/m                     |
| Allocated capital (3, 4)                           |    | 30,000                               | 15,400             | 14,600                  |

| Period end               |    |         |         |    |               |
|--------------------------|----|---------|---------|----|---------------|
| Total loans and leases   | \$ | 163,820 | \$ 22,4 | 88 | \$<br>141,332 |
| Total earning assets (5) |    | 550,989 | 534,    | 98 | 141,778       |
| Total assets (5)         |    | 593,167 | 567,    | 46 | 150,708       |
| Total deposits           |    | 530,581 | 529,    | 01 | n/m           |
|                          |    |         |         |    |               |

For footnotes see page 20.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

# Consumer & Business Banking Quarterly Results (continued)

(Dollars in millions)

|  |    | Consumer &<br>ess Banking | Г | Deposits (1) |    | Consumer<br>Lending (2) |
|--|----|---------------------------|---|--------------|----|-------------------------|
| Net interest income (FTE basis)                    | s  | 4,878                     | s | 2,216        | \$ | 2,662                   |
| Noninterest income:                                |    |                           |   |              |    |                         |
| Card income  |    | 1,345                     |   | 19           |    | 1,326                   |
| Service charges                                    |    | 1,081                     |   | 1,081        |    | _                       |
| All other income                                   |    | 191                       |   | 97           |    | 94                      |
| Total noninterest income                           |    | 2,617                     |   | 1,197        |    | 1,420                   |
| Total revenue, net of interest expense (FTE basis) |    | 7,495                     |   | 3,413        |    | 4,082                   |
| Provision for credit losses                        |    | 1,157                     |   | 191          |    | 966                     |
| Noninterest expense                                |    | 4,420                     |   | 2,865        |    | 1,555                   |
| Income before income taxes                         |    | 1,918                     |   | 357          |    | 1,561                   |
| Income tax expense (FTE basis)                     |    | 710                       |   | 132          |    | 578                     |
| Net income   | \$ | 1,208                     | s | 225          | \$ | 983                     |
| Net interest yield (FTE basis)                     |    | 4.00%                     |   | 1.87%        |    | 7.09%                   |
| Return on average economic capital (3, 4)          |    | 20.46                     |   | 7.06         |    | 36.15                   |
| Efficiency ratio (FTE basis)                       |    | 58.98                     |   | 83.91        |    | 38.14                   |
| Balance Sheet                                      |    |                           |   |              |    |                         |
| Average  |    |                           |   |              |    |                         |
| Total loans and leases                             | s  | 173,565                   | s | 23,609       | \$ | 149,956                 |
| Total earning assets (5)                           |    | 490,845                   |   | 475,573      |    | 151,031                 |
| Total assets (5)                                   |    | 531,995                   |   | 509,052      |    | 158,702                 |
| Total deposits                                     |    | 474,328                   |   | 473,992      |    | n/m                     |
| Economic capital (3, 4)                            |    | 23,807                    |   | 12,837       |    | 10,970                  |
| Period end   |    |                           |   |              |    |                         |
| Total loans and leases                             | s  | 171,094                   | s | 23,356       | \$ | 147,738                 |
| Total earning assets (5)                           |    | 496,708                   |   | 481,837      |    | 148,269                 |
| Total assets (5)                                   |    | 537,946                   |   | 514,813      |    | 156,531                 |
| Total deposits                                     |    | 479,795                   |   | 478,869      |    | n/m                     |

During the first quarter of 2013, Business Banking results were moved to Deposits and prior periods were reclassified to conform to current period presentation.
 During the second quarter of 2013, Card Services was renamed Consumer Lending as the result of the decision to move consumer Dealer Financial Services results from Global Banking to Consumer & Business Banking. Prior periods were reclassified to conform to current period presentation.
 Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconditions to Coast Financial Measures on pages 47-50.
 Artur on average allocated capital and return on average economic capital as reported for cost of funds and earnings credits and certain expenses related to intagibles, divided by average allocated capital or average economic capital as applicable. Allocated capital and the related returns are non-GAAP financial Measures on pages 47-50.
 For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, we allocate assets from *All Other* to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result total arning assets and total assets of the businesses may not equal total

n/m = not meaningful

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Consumer & Business Banking Key Indicators**

| (Dollars in millions)                               |    | Six Mont        |      | led            |    |                           |                          |                           |                          |    |                           |
|---|----|-----------------|------|----------------|----|---------------------------|--------------------------|---------------------------|--------------------------|----|---------------------------|
|   |    | Jun<br>2013     | e 30 | 2012           |    | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 | Third<br>Quarter<br>2012 |    | Second<br>Quarter<br>2012 |
| Average deposit balances                            |    | 2010            |      | 2012           |    | 2010                      | <br>2013                 | <br>2012                  | <br>2012                 |    | 2012                      |
| Checking  | \$ | 233,004         | \$   | 205,972        | s  | 238,033                   | \$<br>227,920            | \$<br>217,811             | \$<br>212,142            | \$ | 209,250                   |
| Savings   |    | 42,077          |      | 39,203         |    | 43,183                    | 40,959                   | 39,121                    | 39,371                   |    | 40,119                    |
| MMS   |    | 158,781         |      | 140,081        |    | 162,432                   | 155,088                  | 148,171                   | 145,592                  |    | 142,096                   |
| CDs and IRAs  |    | 74,140          |      | 79,705         |    | 74,064                    | 74,217                   | 74,589                    | 76,801                   |    | 78,604                    |
| Non-U.S. and other                                  |    | 4,436           |      | 4,220          |    | 4,547                     | 4,324                    | 4,394                     | 4,236                    |    | 4,259                     |
| Total average deposit balances                      | \$ | 512,438         | \$   | 469,181        | \$ | 522,259                   | \$<br>502,508            | \$<br>484,086             | \$<br>478,142            | \$ | 474,328                   |
| Deposit spreads (excludes noninterest costs)        |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Checking  |    | 2.04 %          |      | 2.73%          |    | 2.02 %                    | 2.06%                    | 2.28%                     | 2.46%                    |    | 2.65 %                    |
| Savings   |    | 2.20            |      | 2.87           |    | 2.20                      | 2.20                     | 2.48                      | 2.62                     |    | 2.78                      |
| MMS   |    | 1.04            |      | 1.27           |    | 1.05                      | 1.04                     | 1.11                      | 1.16                     |    | 1.22                      |
| CDs and IRAs  |    | 0.53            |      | 0.58           |    | 0.51                      | 0.55                     | 0.57                      | 0.58                     |    | 0.62                      |
| Non-U.S. and other                                  |    | 1.01            |      | 1.03           |    | 1.00                      | 1.02                     | 0.93                      | 1.02                     |    | 1.06                      |
| Total deposit spreads                               |    | 1.51            |      | 1.92           |    | 1.51                      | 1.52                     | 1.66                      | 1.76                     |    | 1.88                      |
| Client brokerage assets                             | \$ | 84,182          | \$   | 72,226         | \$ | 84,182                    | \$<br>82,616             | \$<br>75,946              | \$<br>75,852             | \$ | 72,226                    |
| Online banking active accounts (units in thousands) |    | 29,867          |      | 30,232         |    | 29,867                    | 30,102                   | 29,638                    | 29,809                   |    | 30,232                    |
| Mobile banking active accounts (units in thousands) |    | 13,214          |      | 10,290         |    | 13,214                    | 12,641                   | 12,013                    | 11,097                   |    | 10,290                    |
| Banking centers                                     |    | 5,328           |      | 5,594          |    | 5,328                     | 5,389                    | 5,478                     | 5,540                    |    | 5,594                     |
| ATMs  |    | 16,354          |      | 16,220         |    | 16,354                    | 16,311                   | 16,347                    | 16,253                   |    | 16,220                    |
| U.S. credit card                                    |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Loans   |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Average credit card outstandings                    | \$ | 90,712          | \$   | 96,676         | \$ | 89,722                    | \$<br>91,712             | \$<br>92,849              | \$<br>93,292             | \$ | 95,018                    |
| Ending credit card outstandings                     |    | 90,523          |      | 94,291         |    | 90,523                    | 90,047                   | 94,835                    | 93,162                   |    | 94,291                    |
| Credit quality                                      |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Net charge-offs                                     | \$ | 1,864           | \$   | 2,575          | \$ | 917                       | \$<br>947                | \$<br>978                 | \$<br>1,079              | \$ | 1,244                     |
|   |    | 4.14 %          |      | 5.36%          |    | 4.10 %                    | 4.19%                    | 4.19%                     | 4.60%                    |    | 5.27%                     |
| 30+ delinquency                                     | \$ | 2,200           | \$   | 2,948          | \$ | 2,200                     | \$<br>2,510              | \$<br>2,748               | \$<br>2,855              | \$ | 2,948                     |
|   | ~  | 2.43 %          |      | 3.13%          |    | 2.43 %                    | 2.79%                    | 2.90%                     | 3.06%                    | ~  | 3.13%                     |
| 90+ delinquency                                     | \$ | 1,167<br>1.29 % | \$   | 1,594<br>1.69% | \$ | 1,167<br>1.29 %           | \$<br>1,360<br>1.51%     | \$<br>1,437<br>1.52%      | \$<br>1,471<br>1.58%     | \$ | 1,594<br>1.69%            |
| Other U.S. credit card indicators                   |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Gross interest yield                                |    | 9.87 %          |      | 10.02%         |    | 9.80 %                    | 9.95%                    | 10.01%                    | 10.04%                   |    | 9.97%                     |
| Risk-adjusted margin                                |    | 8.25            |      | 7.02           |    | 8.11                      | 8.39                     | 8.48                      | 7.66                     |    | 7.51                      |
| New account growth (in thousands)                   |    | 1,863           |      | 1,564          |    | 957                       | 906                      | 837                       | 857                      |    | 782                       |
| Purchase volumes                                    | \$ | 98,577          | \$   | 93,683         | \$ | 51,945                    | \$<br>46,632             | \$<br>51,628              | \$<br>48,189             | \$ | 48,886                    |
| Debit card data                                     |    |                 |      |                |    |                           |                          |                           |                          |    |                           |
| Purchase volumes                                    | \$ | 132,375         | \$   | 128,025        | \$ | 67,740                    | \$<br>64,635             | \$<br>66,217              | \$<br>64,121             | \$ | 64,993                    |

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Consumer Real Estate Services Segment Results**

| (Dollars in millions; except as noted)             | Six Mont        | hs En | ded     |    |                           |    |                          |                           |    |                          |                           |
|--|-----------------|-------|---------|----|---------------------------|----|--------------------------|---------------------------|----|--------------------------|---------------------------|
|  | <br>Jun<br>2013 |       | 2012    |    | Second<br>Quarter<br>2013 |    | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |    | Third<br>Quarter<br>2012 | Second<br>Quarter<br>2012 |
| Net interest income (FTE basis)                    | \$<br>1,442     | \$    | 1,481   | s  | 699                       | \$ | 743                      | \$<br>729                 | \$ | 719                      | \$<br>713                 |
| Noninterest income:                                |                 |       |         |    |                           |    |                          |                           |    |                          |                           |
| Mortgage banking income (loss)                     | 2,898           |       | 3,648   |    | 1,411                     |    | 1,487                    | (284)                     |    | 2,188                    | 1,820                     |
| All other income (loss)                            | 87              |       | 64      |    | 5                         |    | 82                       | 30                        |    | 176                      | (4)                       |
| Total noninterest income (loss)                    | 2,985           |       | 3,712   |    | 1,416                     |    | 1,569                    | <br>(254)                 |    | 2,364                    | 1,816                     |
| Total revenue, net of interest expense (FTE basis) | <br>4,427       |       | 5,193   |    | 2,115                     |    | 2,312                    | <br>475                   |    | 3,083                    | <br>2,529                 |
| Provision for credit losses                        | 626             |       | 694     |    | 291                       |    | 335                      | 485                       |    | 263                      | 187                       |
| Noninterest expense                                | 8,800           |       | 7,404   |    | 3,394                     |    | 5,406                    | 5,607                     |    | 4,179                    | 3,524                     |
| Loss before income taxes                           | <br>(4,999)     |       | (2,905) |    | (1,570)                   | _  | (3,429)                  | <br>(5,617)               | _  | (1,359)                  | <br>(1,182)               |
| Income tax benefit (FTE basis)                     | (1,905)         |       | (1,026) |    | (633)                     |    | (1,272)                  | (1,913)                   |    | (503)                    | (438)                     |
| Net loss   | \$<br>(3,094)   | \$    | (1,879) | \$ | (937)                     | \$ | (2,157)                  | \$<br>(3,704)             | \$ | (856)                    | \$<br>(744)               |
| Net interest yield (FTE basis)                     | 2.80 %          |       | 2.34%   |    | 2.75%                     |    | 2.85%                    | 2.66%                     |    | 2.41%                    | 2.28%                     |
| Balance Sheet                                      |                 |       |         |    |                           |    |                          |                           |    |                          |                           |
| Average  |                 |       |         |    |                           |    |                          |                           |    |                          |                           |
| Total loans and leases                             | \$<br>91,531    | \$    | 107,554 | \$ | 90,114                    | \$ | 92,963                   | \$<br>96,605              | \$ | 102,472                  | \$<br>105,507             |
| Total earning assets                               | 103,890         |       | 127,320 |    | 102,086                   |    | 105,715                  | 109,139                   |    | 118,909                  | 125,600                   |
| Total assets                                       | 125,286         |       | 154,736 |    | 122,275                   |    | 128,331                  | 131,652                   |    | 140,510                  | 151,514                   |
| Allocated capital (1, 2)                           | 24,000          |       | _       |    | 24,000                    |    | 24,000                   | —                         |    | —                        | —                         |
| Economic capital <sup>(1,2)</sup>                  | _               |       | 14,455  |    | _                         |    | _                        | 12,474                    |    | 13,335                   | 14,120                    |
| Period end   |                 |       |         |    |                           |    |                          |                           |    |                          |                           |
| Total loans and leases                             | \$<br>89,257    | \$    | 104,079 | \$ | 89,257                    | \$ | 90,971                   | \$<br>94,660              | \$ | 98,642                   | \$<br>104,079             |
| Total earning assets                               | 102,211         |       | 123,629 |    | 102,211                   |    | 105,544                  | 106,974                   |    | 112,977                  | 123,629                   |
| Total assets                                       | 124,031         |       | 146,386 |    | 124,031                   |    | 129,116                  | 131,047                   |    | 138,108                  | 146,386                   |
| Period end (in billions)                           |                 |       |         |    |                           |    |                          |                           |    |                          |                           |
| · · · · · · · · · · · · · · · · · · ·              |                 |       |         |    |                           |    |                          |                           |    |                          |                           |

(1) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentan connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.
 (2) Allocated capital and economic capital are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)
 (3) Includes servicing of residential mortgage loans, home equity lines of credit and home equity loans.
 (4) Excludes loans for which servicing transferred to third parties as of June 30, 2013 with an effective mortgage servicing right sales date of July 1, 2013.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Consumer Real Estate Services Year-to-Date Results (1)

(Dollars in millions)

|  |          | S                            | ix Months I | Ended June 30, 2013 |        |                    |
|--|----------|------------------------------|-------------|---------------------|--------|--------------------|
|  |          | umer Real Estate<br>Services | н           | ome Loans           | Legacy | Assets & Servicing |
| Net interest income (FTE basis)                    | s        | 1,442                        | s           | 691                 | \$     | 751                |
| Noninterest income:                                |          |                              |             |                     |        |                    |
| Mortgage banking income                            |          | 2,898                        |             | 1,351               |        | 1,547              |
| All other income (loss)                            |          | 87                           |             | (58)                |        | 145                |
| Total noninterest income                           |          | 2,985                        |             | 1,293               |        | 1,692              |
| Total revenue, net of interest expense (FTE basis) |          | 4,427                        |             | 1,984               |        | 2,443              |
| Provision for credit losses                        |          | 626                          |             | 156                 |        | 470                |
| Noninterest expense                                |          | 8,800                        |             | 1,676               |        | 7,124              |
| Income (loss) before income taxes                  |          | (4,999)                      |             | 152                 |        | (5,151)            |
| Income tax expense (benefit) (FTE basis)           |          | (1,905)                      |             | 58                  |        | (1,963)            |
| Net income (loss)                                  | <u>s</u> | (3,094)                      | \$          | 94                  | \$     | (3,188)            |
| Balance Sheet                                      |          |                              |             |                     |        |                    |
| Average  |          |                              |             |                     |        |                    |
| Total loans and leases                             | \$       | 91,531                       | \$          | 47,048              | \$     | 44,483             |
| Total earning assets                               |          | 103,890                      |             | 53,743              |        | 50,147             |
| Total assets                                       |          | 125,286                      |             | 54,251              |        | 71,035             |
| Allocated capital (2, 3)                           |          | 24,000                       |             | 6,000               |        | 18,000             |
| Period end   |          |                              |             |                     |        |                    |
| Total loans and leases                             | \$       | 89,257                       | s           | 46,891              | \$     | 42,366             |
| Total earning assets                               |          | 102,211                      |             | 53,571              |        | 48,640             |
| Total assets                                       |          | 124,031                      |             | 53,674              |        | 70,357             |

| Total Consumer Real Estate<br>Services         Home Loans         Legacy           Net interest income (FTE basis)         \$         6.77         \$         \$         6.77         \$         \$         6.77         \$         \$         6.77         \$ </th <th>y Assets &amp; Servicing<br/>804<br/>2,107</th> | y Assets & Servicing<br>804<br>2,107 |
|--|--------------------------------------|
| Noninterest income:       3,648       1,541         Mortgage banking income (loss)       3,648       1,541         All other income (loss)       64       (4)         Total noninterest income       3,712       1,537         Total revenue, net of interest expense (FTE basis)       5,193       2,214         Provision for credit losses       694       19         Noninterest expense       694       1,644         Income (loss) before income taxes       2,905)       551         Income tax expense (benefit) (FTE basis)       (1,026)       203         Net income (loss)       5       1,879       3,488   |                                      |
| Mortgage banking income (loss)       3,648       1,541         All other income (loss)       64       (4)         Total noninterest income       3,712       1,537         Total rowne, net of interest expense (FTE basis)       5,193       2,214         Provision for credit losses       694       19         Noninterest expense       7,404       1,644         Income (loss) before income taxes       (2,905)       551         Income tax expense (henefit) (FTE basis)       (1,026)       203         Net income (loss)       5       (1,879)       5  | 2,107                                |
| All other income (loss)       64       (4)         Total noninterest income       3,712       1,537         Total revenue, net of interest expense (FTE basis)       5,193       2,214         Provision for credit losses       694       19         Noninterest expense       7,404       1,644         Income (loss) before income taxes       (2,905)       551         Income tax expense (henefit) (FTE basis)       (1,026)       203         Net income (loss)       S       (1,879)       S       348       S   | 2,107                                |
| Total noninterest income3,7121,537Total noninterest expense (FTE basis)5,1932,214Provision for credit losses69419Noninterest expense7,4041,644Income (loss) before income taxes(2,905)551Income tax expense (benefit) (FTE basis)(1,026)203Net income (loss)\$3,488\$  |                                      |
| Total revenue, net of interest expense (FTE basis)       5,193       2,214         Provision for credit losses       694       19         Noninterest expense       7,404       1,644         Income (loss) before income taxes       (2,905)       551         Income tax expense (benefit) (FTE basis)       (1,026)       203         Net income (loss)       5       1,879   | 68                                   |
| Provision for credit losses       694       19         Noninterest expense       7,404       1,644         Income (loss) before income taxes       (2,905)       551         Income tax expense (benefit) (FTE basis)       (1,026)       203         Net income (loss)       \$       348       \$  | 2,175                                |
| Noninterest expense         7,404         1,644           Income (loss) before income taxes         (2,905)         551           Income tax expense (benefit) (FTE basis)         (1,026)         203           Net income (loss)         \$         348         \$   | 2,979                                |
| Income (loss) before income taxes     (2,905)     551       Income tax expense (benefit) (FTE basis)     (1,026)     203       Net income (loss)     \$ (1,879)     \$ 348     \$  | 675                                  |
| Income tax expense (benefit) (FTE basis)         (1,026)         203           Net income (loss)         \$ (1,879)         \$ 348         \$  | 5,760                                |
| Net income (loss)         \$         (1,879)         \$         348         \$   | (3,456)                              |
|  | (1,229)                              |
| Balance Sheet  | (2,227)                              |
|  |                                      |
| Average  |                                      |
| Total loans and leases         \$         107,554         \$         \$1,122         \$  | 56,432                               |
| Total earning assets 127,320 57,672  | 69,648                               |
| Total assets 154,736 58,623  | 96,113                               |
| Economic capital <sup>(2,3)</sup> 14,455 3,583   | 10,872                               |
| Period end   |                                      |
| Total loans and leases \$ 104,079 \$ 50,112 \$   | 53,967                               |
| Total earning assets 123,629 57,716  | 65,913                               |
| Total assets 146,386 58,986  |                                      |

For footnotes see page25.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

# Consumer Real Estate Services Quarterly Results (1)

(Dollars in millions)

|  |          |                    | Secon | nd Quarter 2013 |    |                    |
|--|----------|--------------------|-------|-----------------|----|--------------------|
|  | Total Co | nsumer Real Estate |       |                 | _  |                    |
|  |          | Services           | -     | Home Loans      |    | Assets & Servicing |
| Net interest income (FTE basis)                    | \$       | 699                | \$    | 344             | \$ | 355                |
| Noninterest income:                                |          |                    |       |                 |    |                    |
| Mortgage banking income                            |          | 1,411              |       | 654             |    | 757                |
| All other income (loss)                            |          | 5                  |       | 6               |    | (1)                |
| Total noninterest income                           |          | 1,416              |       | 660             |    | 756                |
| Total revenue, net of interest expense (FTE basis) |          | 2,115              |       | 1,004           |    | 1,111              |
| Provision for credit losses                        |          | 291                |       | 64              |    | 227                |
| Noninterest expense                                |          | 3,394              |       | 863             |    | 2,531              |
| Income (loss) before income taxes                  |          | (1,570)            |       | 77              |    | (1,647)            |
| Income tax expense (benefit) (FTE basis)           |          | (633)              |       | 30              |    | (663)              |
| Net income (loss)                                  | \$       | (937)              | \$    | 47              | \$ | (984)              |
| Balance Sheet                                      |          |                    |       |                 |    |                    |
| Average  |          |                    |       |                 |    |                    |
| Total loans and leases                             | \$       | 90,114             | \$    | 46,870          | \$ | 43,244             |
| Total earning assets                               |          | 102,086            |       | 53,739          |    | 48,347             |
| Total assets                                       |          | 122,275            |       | 54,000          |    | 68,275             |
| Allocated capital (2, 3)                           |          | 24,000             |       | 6,000           |    | 18,000             |
| Period end   |          |                    |       |                 |    |                    |
| Total loans and leases                             | \$       | 89,257             | \$    | 46,891          | \$ | 42,366             |
| Total earning assets                               |          | 102,211            |       | 53,571          |    | 48,640             |
| Total assets                                       |          | 124,031            |       | 53,674          |    | 70,357             |

|  |                               | First ( | Quarter 2013 |                           |
|--|-------------------------------|---------|--------------|---------------------------|
|  | sumer Real Estate<br>Services | H       | ome Loans    | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$<br>743                     | \$      | 347          | \$ 396                    |
| Noninterest income:                                |                               |         |              |                           |
| Mortgage banking income (loss)                     | 1,487                         |         | 697          | 790                       |
| All other income (loss)                            | <br>82                        |         | (64)         | 146                       |
| Total noninterest income                           | <br>1,569                     |         | 633          | 936                       |
| Total revenue, net of interest expense (FTE basis) | 2,312                         |         | 980          | 1,332                     |
| Provision for credit losses                        | 335                           |         | 92           | 243                       |
| Noninterest expense                                | <br>5,406                     |         | 813          | 4,593                     |
| Income (loss) before income taxes                  | (3,429)                       |         | 75           | (3,504)                   |
| Income tax expense (benefit) (FTE basis)           | <br>(1,272)                   |         | 28           | (1,300)                   |
| Net income (loss)                                  | \$<br>(2,157)                 | \$      | 47           | \$ (2,204)                |
| Balance Sheet                                      |                               |         |              |                           |
| Average  |                               |         |              |                           |
| Total loans and leases                             | \$<br>92,963                  | \$      | 47,228       | \$ 45,735                 |
| Total earning assets                               | 105,715                       |         | 53,746       | 51,969                    |
| Total assets                                       | 128,331                       |         | 54,505       | 73,826                    |
| Allocated capital (2, 3)                           | 24,000                        |         | 6,000        | 18,000                    |
| Period end   |                               |         |              |                           |
| Total loans and leases                             | \$<br>90,971                  | \$      | 46,929       | \$ 44,042                 |
| Total earning assets                               | 105,544                       |         | 55,111       | 50,433                    |

129,116

For footnotes see page25.

Total assets

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

73,535

55,581

# Consumer Real Estate Services Quarterly Results <sup>(1)</sup> (continued)

(Dollars in millions)

|  |                               | Second | Quarter 2012 |          |                   |
|--|-------------------------------|--------|--------------|----------|-------------------|
|  | sumer Real Estate<br>Services | He     | ome Loans    | Legacy A | ssets & Servicing |
| Net interest income (FTE basis)                    | \$<br>713                     | \$     | 330          | \$       | 383               |
| Noninterest income:                                |                               |        |              |          |                   |
| Mortgage banking income                            | 1,820                         |        | 826          |          | 994               |
| All other income (loss)                            | <br>(4)                       |        | (31)         |          | 27                |
| Total noninterest income                           | <br>1,816                     |        | 795          |          | 1,021             |
| Total revenue, net of interest expense (FTE basis) | 2,529                         |        | 1,125        |          | 1,404             |
| Provision for credit losses                        | 187                           |        | (35)         |          | 222               |
| Noninterest expense                                | 3,524                         |        | 791          |          | 2,733             |
| Income (loss) before income taxes                  | (1,182)                       |        | 369          |          | (1,551)           |
| Income tax expense (benefit) (FTE basis)           | <br>(438)                     |        | 136          |          | (574)             |
| Net income (loss)                                  | \$<br>(744)                   | \$     | 233          | \$       | (977)             |
| Balance Sheet                                      |                               |        |              |          |                   |
| Average  |                               |        |              |          |                   |
| Total loans and leases                             | \$<br>105,507                 | \$     | 50,580       | \$       | 54,927            |
| Total earning assets                               | 125,600                       |        | 57,869       |          | 67,731            |
| Total assets                                       | 151,514                       |        | 58,898       |          | 92,616            |
| Economic capital (2, 3)                            | 14,120                        |        | 3,700        |          | 10,420            |
| Period end   |                               |        |              |          |                   |
| Total loans and leases                             | \$<br>104,079                 | \$     | 50,112       | \$       | 53,967            |
| Total earning assets                               | 123,629                       |        | 57,716       |          | 65,913            |
| Total assets                                       | 146,386                       |        | 58,986       |          | 87,400            |

Consumer Real Estate Services includes Home Loans and Legacy Assets & Servicing. The results of certain mortgage servicing rights activities, including net hedge results, which were previously included in Home Loans, together with any related assets or liabilities used as economic hedges are included in Legacy Assets & Servicing.
 Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentan connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.
 Allocated capital encound capital are non-GAAP financial measures. The Corporation to GAAP Financial Measures on pages 47-50.)

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

### **Consumer Real Estate Services Key Indicators**

| (Dollars in millions, except as noted)  |    | Siv J  | Months | Ende | h      |     | 1 |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
|---|----|--------|--------|------|--------|-----|---|-------------------|-----|------|-----------------|-----|----|-------------------|-----|----|------------------|-----|----|-------------------|-----|
|   |    | 514 1  | June 3 |      | a      | _   |   | Second<br>Juarter |     |      | First<br>uarter |     |    | Fourth<br>Quarter |     |    | Third<br>Quarter |     |    | Second<br>Quarter |     |
|   |    | 2013   | _      |      | 2012   | _   |   | <br>2013          | -   |      | 013             | _   |    | 2012              | _   |    | 2012             | _   |    | 2012              | _   |
| Mortgage servicing rights at fair value rollforward:  |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| Balance, beginning of period  | \$ | 5,716  |        | \$   | 7,378  |     |   | \$<br>5,776       |     | \$   | 5,716           |     | \$ | 5,087             |     | \$ | 5,708            |     | \$ | 7,589             |     |
| Net additions (sales)   |    | (775)  |        |      | 70     |     |   | (715)             |     |      | (60)            |     |    | 97                |     |    | 85               |     |    | (7)               |     |
| Impact of customer payments <sup>(1)</sup>  |    | (574)  |        |      | (803)  |     |   | (260)             |     |      | (314)           |     |    | (335)             |     |    | (346)            |     |    | (282)             |     |
| Other changes in mortgage servicing rights fair value <sup>(2)</sup>  |    | 1,460  |        |      | (937)  |     |   | <br>1,026         |     |      | 434             |     |    | 867               |     |    | (360)            |     |    | (1,592)           |     |
| Balance, end of period  | \$ | 5,827  | -      | \$   | 5,708  | -   |   | \$<br>5,827       | -   | \$   | 5,776           | -   | \$ | 5,716             | -   | \$ | 5,087            | -   | \$ | 5,708             | -   |
| Capitalized mortgage servicing rights (% of loans serviced for investors)   |    | 77     | bps    |      | 47     | bps |   | 77                | bps |      | 61              | bps |    | 55                | bps |    | 45               | bps |    | 47                | bps |
| Mortgage loans serviced for investors (in billions)   | \$ | 759    |        | \$   | 1,224  |     |   | \$<br>759         |     | \$   | 949             |     | \$ | 1,045             |     | \$ | 1,142            |     | \$ | 1,224             |     |
| Loan production:  |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| Total Corporation <sup>(3)</sup>  |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| First mortgage  | \$ | 49,196 |        | \$   | 33,243 |     |   | \$<br>25,276      |     | \$ 2 | 23,920          |     | \$ | 21,516            |     | \$ | 20,315           |     | \$ | 18,005            |     |
| Home equity   |    | 2,612  |        |      | 1,690  |     |   | 1,496             |     |      | 1,116           |     |    | 962               |     |    | 933              |     |    | 930               |     |
| Consumer Real Estate Services   |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| First mortgage  | \$ | 39,778 |        | \$   | 26,391 |     |   | \$<br>20,509      |     | \$   | 19,269          |     | \$ | 16,561            |     | \$ | 15,566           |     | \$ | 14,206            |     |
| Home equity   |    | 2,225  |        |      | 1,321  |     |   | 1,283             |     |      | 942             |     |    | 765               |     |    | 746              |     |    | 724               |     |
| Mortgage banking income (loss)  |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| Production income (loss):   |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| Core production revenue   | \$ | 1,675  |        | \$   | 1,830  |     |   | \$<br>860         |     | \$   | 815             |     | \$ | 986               |     | \$ | 944              |     | \$ | 902               |     |
| Representations and warranties provision  |    | (447)  | _      |      | (677)  | _   |   | <br>(197)         | -   |      | (250)           | _   |    | (2,955)           | _   |    | (307)            | _   |    | (395)             |     |
| Total production income (loss)  |    | 1,228  | _      |      | 1,153  | _   |   | <br>663           | -   |      | 565             | _   |    | (1,969)           | _   |    | 637              | _   |    | 507               | -   |
| Servicing income:   |    |        |        |      |        |     |   |                   |     |      |                 |     |    |                   |     |    |                  |     |    |                   |     |
| Servicing fees  |    | 1,698  |        |      | 2,534  |     |   | 785               |     |      | 913             |     |    | 1,096             |     |    | 1,089            |     |    | 1,205             |     |
| Impact of customer payments <sup>(1)</sup>  |    | (574)  |        |      | (803)  |     |   | (260)             |     |      | (314)           |     |    | (335)             |     |    | (346)            |     |    | (282)             |     |
| Fair value changes of mortgage servicing rights, net of risk management<br>activities used to hedge certain market risks <sup>(4)</sup> |    | 527    |        |      | 388    |     |   | 215               |     |      | 312             |     |    | 912               |     |    | 560              |     |    | 194               |     |
| Other servicing-related revenue   |    | 19     | _      |      | 376    | _   |   | <br>8             | _   |      | 11              | _   |    | 12                | _   |    | 248              | _   |    | 196               | _   |
| Total net servicing income  | _  | 1,670  |        | _    | 2,495  |     |   | <br>748           |     |      | 922             | _   | _  | 1,685             |     | _  | 1,551            |     |    | 1,313             |     |
| Total Consumer Real Estate Services mortgage banking income (loss)  |    | 2,898  |        |      | 3,648  |     |   | 1,411             |     |      | 1,487           |     |    | (284)             |     |    | 2,188            |     |    | 1,820             |     |
| Other business segments' mortgage banking loss <sup>(5)</sup>   |    | (457)  |        |      | (377)  |     |   | <br>(233)         |     |      | (224)           |     | _  | (256)             |     |    | (169)            |     | _  | (161)             |     |
| Total consolidated mortgage banking income (loss)   | \$ | 2,441  |        | \$   | 3,271  |     |   | \$<br>1,178       |     | \$   | 1,263           |     | \$ | (540)             |     | \$ | 2,019            |     | \$ | 1,659             |     |

(1) Represents the change in the value of the mortgage servicing rights asset due to the impact of customer payments received during the period.
 (2) These amounts reflect the changes in modeled mortgage servicing rights fair value primarily due to observed changes in interest rates, volatility, spreads and the shape of the forward swap curve. In addit these amounts reflect periodic adjustments to the valuation model to reflect changes in the modeled relationship between inputs and their impact on projected cash flows, changes in certain cash flow assumptions such as cost to service and ancillary income per loan, changes in OAS rate inputs and the impact of periodic recalibrations of the model to reflect changes in the relationship between market interest rate spreads and projected cash flows.
 (3) In addition to loan production in*Consumer Real Estate Services* the remaining first mortgage and home equity loan production is primarily in *GWIM*.
 (4) Includes gains and losses on sales of mortgage servicing rights

(5) Includes gains and roses of mortgage servicing rights.
 (5) Includes the effect of transfers of mortgage loans from *Consumer Real Estate Services* to the asset and liability management portfolio included in *All Other*.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Global Banking Segment Results**<sup>(1)</sup>

| (Dollars in millions)                                 | Six Mon       | the Fr | ded     | I  |                   |                  |                   |                  |                   |
|---|---------------|--------|---------|----|-------------------|------------------|-------------------|------------------|-------------------|
|   |               | ne 30  | ucu     |    | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter | Second<br>Quarter |
|   | <br>2013      |        | 2012    |    | 2013              | <br>2013         | <br>2012          | <br>2012         | <br>2012          |
| Net interest income (FTE basis)                       | \$<br>4,412   | \$     | 4,027   | \$ | 2,252             | \$<br>2,160      | \$<br>2,099       | \$<br>2,009      | \$<br>1,940       |
| Noninterest income:                                   |               |        |         |    |                   |                  |                   |                  |                   |
| Service charges                                       | 1,387         |        | 1,448   |    | 701               | 686              | 694               | 725              | 726               |
| Investment banking income                             | 1,582         |        | 1,289   |    | 792               | 790              | 842               | 662              | 638               |
| All other income                                      | <br>788       |        | 1,173   |    | 394               | <br>394          | <br>316           | <br>390          | <br>604           |
| Total noninterest income                              | <br>3,757     |        | 3,910   |    | 1,887             | <br>1,870        | <br>1,852         | <br>1,777        | <br>1,968         |
| Total revenue, net of interest expense (FTE basis)    | 8,169         |        | 7,937   |    | 4,139             | 4,030            | 3,951             | 3,786            | 3,908             |
| Provision for credit losses                           | 312           |        | (427)   |    | 163               | 149              | 62                | 23               | (152)             |
| Noninterest expense                                   | 3,696         |        | 3,928   |    | 1,859             | 1,837            | 1,755             | 1,936            | 1,967             |
| Income before income taxes                            | 4,161         |        | 4,436   |    | 2,117             | <br>2,044        | <br>2,134         | <br>1,827        | <br>2,093         |
| Income tax expense (FTE basis)                        | 1,586         |        | 1,634   |    | 826               | 760              | 743               | 676              | 775               |
| Net income  | \$<br>2,575   | \$     | 2,802   | \$ | 1,291             | \$<br>1,284      | \$<br>1,391       | \$<br>1,151      | \$<br>1,318       |
| Net interest yield (FTE basis)                        | 3.16 %        |        | 2.96%   |    | 3.15%             | 3.16%            | 2.84%             | 2.82%            | 2.89%             |
| Return on average allocated capital <sup>(2, 3)</sup> | 22.58         |        | _       |    | 22.52             | 22.65            | _                 | _                | _                 |
| Return on average economic capital <sup>(2, 3)</sup>  | _             |        | 29.31   |    | _                 | _                | 28.96             | 23.33            | 27.24             |
| Efficiency ratio (FTE basis)                          | 45.25         |        | 49.48   |    | 44.94             | 45.57            | 44.43             | 51.14            | 50.33             |
| Balance Sheet   |               |        |         |    |                   |                  |                   |                  |                   |
| Average   |               |        |         |    |                   |                  |                   |                  |                   |
| Total loans and leases                                | \$<br>249,903 | \$     | 221,854 | s  | 255,674           | \$<br>244,068    | \$<br>232,396     | \$<br>221,185    | \$<br>219,504     |
| Total earnings assets <sup>(4)</sup>                  | 281,743       |        | 273,170 |    | 286,522           | 276,911          | 293,679           | 283,182          | 270,190           |
| Total assets (4)                                      | 322,814       |        | 314,088 |    | 327,531           | 318,044          | 336,332           | 326,109          | 311,043           |
| Total deposits  | 224,909       |        | 212,638 |    | 227,668           | 222,120          | 242,817           | 227,421          | 213,862           |
| Allocated capital (2, 3)                              | 23,000        |        | _       |    | 23,000            | 23,000           | _                 | _                | _                 |
| Economic capital (2, 3)                               | _             |        | 19,243  |    | _                 | _                | 19,123            | 19,639           | 19,472            |
| Period end  |               |        |         |    |                   |                  |                   |                  |                   |
| Total loans and leases                                | \$<br>258,502 | \$     | 218,681 | s  | 258,502           | \$<br>250,985    | \$<br>242,340     | \$<br>226,152    | \$<br>218,681     |
| Total earnings assets <sup>(4)</sup>                  | 293,733       |        | 268,373 |    | 293,733           | 280,928          | 289,036           | 282,968          | 268,373           |
| Total assets (4)                                      | 334,820       |        | 310,933 |    | 334,820           | 322,039          | 331,611           | 325,488          | 310,933           |
|   |               |        |         |    |                   |                  |                   |                  |                   |

During the second quarter of 2013, consumer Dealer Financial Services results were moved from *Global Banking* to *Consumer & Business Banking*. Prior periods were reclassified to conform to current period presentation.
 Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital form economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.
 Return on average allocated capital and return on average economic capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
 Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' countil capital measures.

equity.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Global Banking Key Indicators**

|   | <br>Six Mon<br>Jui | ths En<br>1e 30 | ded     | Second<br>Quarter |    | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter | Second<br>Quarter |
|---|--------------------|-----------------|---------|-------------------|----|------------------|-------------------|------------------|-------------------|
|   | <br>2013           |                 | 2012    | <br>2013          |    | 2013             | <br>2012          | <br>2012         | <br>2012          |
| Investment Banking fees <sup>(1)</sup>                |                    |                 |         |                   |    |                  |                   |                  |                   |
| Advisory <sup>(2)</sup>                               | \$<br>473          | \$              | 503     | \$<br>240         | \$ | 233              | \$<br>285         | \$<br>207        | \$<br>314         |
| Debt issuance   | 833                |                 | 599     | 405               |    | 428              | 450               | 341              | 253               |
| Equity issuance                                       | <br>276            |                 | 187     | <br>147           |    | 129              | <br>107           | <br>114          | 71                |
| Total Investment Banking fees <sup>(3)</sup>          | \$<br>1,582        | \$              | 1,289   | \$<br>792         | \$ | 790              | \$<br>842         | \$<br>662        | \$<br>638         |
| Business Lending                                      |                    |                 |         |                   |    |                  |                   |                  |                   |
| Corporate   | \$<br>1,706        | \$              | 1,697   | \$<br>855         | \$ | 851              | \$<br>739         | \$<br>765        | \$<br>836         |
| Commercial  | <br>2,001          |                 | 1,800   | <br>1,053         |    | 948              | <br>912           | <br>918          | <br>912           |
| Total Business Lending revenue                        | \$<br>3,707        | \$              | 3,497   | \$<br>1,908       | \$ | 1,799            | \$<br>1,651       | \$<br>1,683      | \$<br>1,748       |
| Treasury Services                                     |                    |                 |         |                   |    |                  |                   |                  |                   |
| Corporate   | \$<br>1,368        | \$              | 1,286   | \$<br>702         | \$ | 666              | \$<br>687         | \$<br>660        | \$<br>630         |
| Commercial  | <br>1,447          |                 | 1,512   | <br>731           |    | 716              | <br>729           | <br>739          | <br>732           |
| Total Treasury Services revenue                       | \$<br>2,815        | \$              | 2,798   | \$<br>1,433       | \$ | 1,382            | \$<br>1,416       | \$<br>1,399      | \$<br>1,362       |
| Average deposit balances                              |                    |                 |         |                   |    |                  |                   |                  |                   |
| Interest-bearing                                      | \$<br>69,403       | \$              | 64,323  | \$<br>70,158      | \$ | 68,639           | \$<br>68,240      | \$<br>64,690     | \$<br>64,007      |
| Noninterest-bearing                                   | <br>155,506        |                 | 148,315 | <br>157,510       |    | 153,481          | <br>174,577       | <br>162,731      | <br>149,855       |
| Total average deposits                                | \$<br>224,909      | \$              | 212,638 | \$<br>227,668     | \$ | 222,120          | \$<br>242,817     | \$<br>227,421    | \$<br>213,862     |
| Loan spread   | 1.87 %             |                 | 1.90%   | 1.89 %            |    | 1.86%            | 1.83%             | 1.90%            | 1.879             |
| Provision for credit losses                           | \$<br>312          | \$              | (427)   | \$<br>163         | \$ | 149              | \$<br>62          | \$<br>23         | \$<br>(152)       |
| Credit quality <sup>(4, 5)</sup>                      |                    |                 |         |                   |    |                  |                   |                  |                   |
| Reservable utilized criticized exposure               | \$<br>10,632       | \$              | 14,794  | \$<br>10,632      | \$ | 10,342           | \$<br>10,952      | \$<br>12,297     | \$<br>14,794      |
|   | 3.73 %             |                 | 5.86%   | 3.73 %            |    | 3.71 %           | 4.06%             | 4.81%            | 5.86              |
| Nonperforming loans, leases and foreclosed properties | \$<br>1,087        | \$              | 3,305   | \$<br>1,087       | \$ | 1,643            | \$<br>2,052       | \$<br>2,647      | \$<br>3,305       |
|   | 0.43 %             |                 | 1.54%   | 0.43 %            |    | 0.66%            | 0.86%             | 1.19%            | 1.54              |
| Average loans and leases by product                   |                    |                 |         |                   |    |                  |                   |                  |                   |
| U.S. commercial                                       | \$<br>126,324      | \$              | 116,495 | \$<br>127,742     | \$ | 124,890          | \$<br>121,535     | \$<br>115,992    | \$<br>114,952     |
| Commercial real estate                                | 35,760             |                 | 32,984  | 36,685            |    | 34,824           | 33,404            | 31,939           | 32,326            |
| Commercial lease financing                            | 24,536             |                 | 23,255  | 24,584            |    | 24,486           | 24,057            | 23,214           | 23,122            |
| Non-U.S. commercial                                   | 63,277             |                 | 49,107  | 66,654            |    | 59,860           | 53,392            | 50,031           | 49,089            |
| Other   | <br>6              |                 | 13      | <br>9             | -  | 8                | <br>8             | <br>9            | <br>15            |
| Total average loans and leases                        | \$<br>249,903      | \$              | 221,854 | \$<br>255,674     | \$ | 244,068          | \$<br>232,396     | \$<br>221,185    | \$<br>219,504     |
| Fotal Corporation Investment Banking fees             |                    |                 |         |                   |    |                  |                   |                  |                   |
| Advisory <sup>(2)</sup>                               | \$<br>519          | \$              | 544     | \$<br>262         | \$ | 257              | \$<br>301         | \$<br>221        | \$<br>340         |
| Debt issuance   | 2,009              |                 | 1,419   | 987               |    | 1,022            | 1,078             | 865              | 646               |
| Equity issuance                                       | 679                |                 | 497     | <br>356           |    | 323              | <br>250           | <br>279          | 192               |
| Total investment banking fees                         | 3,207              |                 | 2,460   | 1,605             |    | 1,602            | 1,629             | 1,365            | 1,178             |
| Self-led  | <br>(116)          |                 | (97)    | <br>(49)          |    | (67)             | <br>(29)          | <br>(29)         | (32)              |
| Total Investment Banking fees                         | \$<br>3,091        | \$              | 2,363   | \$<br>1,556       | \$ | 1,535            | \$<br>1,600       | \$<br>1,336      | \$<br>1,146       |

(1) Investment banking fees represent total investment banking fees for Global Banking inclusive of self-led deals and fees included within Business

(a) Investment banking fees represent only the fee component of *Global Banking* and do not include certain less significant items shared with the Investment Banking Group under internal revenue sharing
(b) Investment banking fees represent only the fee component of *Global Banking* and do not include certain less significant items shared with the Investment Banking Group under internal revenue sharing

(a) Infestment banking tees represent only us the component solution banking and us to the meter transments.
 (b) Infestment banking tees represent only us the component solution banking and us to the meter transments.
 (c) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.
 (5) Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

# **Investment Banking Product Rankings**

|                                    |                    | Six Months Ended J | une 30, 2013       |                 |
|------------------------------------|--------------------|--------------------|--------------------|-----------------|
|                                    | Globa              | al                 | U.S.               |                 |
|                                    | Product<br>Ranking | Market<br>Share    | Product<br>Ranking | Market<br>Share |
| High-yield corporate debt          | 3                  | 7.7%               | 2                  | 9.4%            |
| Leveraged loans                    | 1                  | 11.0               | 1                  | 12.8            |
| Mortgage-backed securities         | 3                  | 9.6                | 3                  | 10.3            |
| Asset-backed securities            | 2                  | 13.4               | 2                  | 16.0            |
| Convertible debt                   | 3                  | 9.1                | 3                  | 13.5            |
| Common stock underwriting          | 6                  | 6.2                | 5                  | 9.5             |
| Investment-grade corporate debt    | 2                  | 6.3                | 2                  | 12.1            |
| Syndicated loans                   | 2                  | 9.0                | 2                  | 12.5            |
| Net investment banking revenue     | 2                  | 7.5                | 2                  | 10.9            |
| Announced mergers and acquisitions | 5                  | 14.6               | 3                  | 24.7            |
| Equity capital markets             | 6                  | 6.5                | 5                  | 10.1            |
| Debt capital markets               | 5                  | 5.4                | 3                  | 9.3             |

Source: Dealogic data as of July 1, 2013. Figures above include self-led transactions.

• Rankings based on deal volumes except for net investment banking revenue rankings which reflect

fees.
Debt capital markets excludes loans but includes

agencies. • Mergers and acquisitions fees included in investment banking revenues reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per

Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising the target or

Each advisor receives full credit for the deal amount unless advising a minor stakeholder.

# **Highlights**

### Global top 3 rankings in:

| High-yield corporate debt  | Convertible debt                |
|----------------------------|---------------------------------|
| Leveraged loans            | Investment-grade corporate debt |
| Mortgage-backed securities | Syndicated loans                |

Asset-backed securities

# U.S. top 3 rankings in:

| High-yield corporate debt  | Investment-grade corporate debt    |  |
|----------------------------|------------------------------------|--|
| Leveraged loans            | Syndicated loans                   |  |
| Mortgage-backed securities | Announced mergers and acquisitions |  |
| Asset-backed securities    | Debt capital markets               |  |
|                            |                                    |  |

# Convertible debt

### Top 3 rankings excluding self-led deals:

Global: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Convertible debt, Investment-grade corporate debt, Syndicated loans

High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Convertible debt, Investment-grade corporate debt, Syndicated loans, Announced mergers and acquisitions U.S.:

This information is preliminary and based on company data available at the time of the presentation.

# **Global Markets Segment Results**

| (Dollars in millions)   |          | Six Mont<br>Jur | hs En<br>1e 30 | led     |    | Second          | First           | Fourth          | Third           | Second          |
|---|----------|-----------------|----------------|---------|----|-----------------|-----------------|-----------------|-----------------|-----------------|
|   |          | 2013            |                | 2012    |    | Quarter<br>2013 | Quarter<br>2013 | Quarter<br>2012 | Quarter<br>2012 | Quarter<br>2012 |
| Net interest income (FTE basis)                                   | s        | 2,122           | \$             | 1,628   | \$ | 1,013           | \$<br>1,109     | \$<br>1,114     | \$<br>929       | \$<br>721       |
| Noninterest income:   |          |                 |                |         |    |                 |                 |                 |                 |                 |
| Investment and brokerage services                                 |          | 1,077           |                | 962     |    | 549             | 528             | 430             | 428             | 448             |
| Investment banking fees   |          | 1,347           |                | 994     |    | 668             | 679             | 668             | 552             | 438             |
| Trading account profits   |          | 4,738           |                | 3,744   |    | 1,848           | 2,890           | 725             | 1,237           | 1,706           |
| All other income (loss)   |          | (226)           |                | 657     |    | 111             | <br>(337)       | 83              | 132             | <br>265         |
| Total noninterest income  |          | 6,936           |                | 6,357   |    | 3,176           | 3,760           | <br>1,906       | <br>2,349       | <br>2,857       |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> |          | 9,058           |                | 7,985   |    | 4,189           | 4,869           | 3,020           | 3,278           | 3,578           |
| Provision for credit losses                                       |          | (11)            |                | (14)    |    | (16)            | 5               | 17              | 31              | (1)             |
| Noninterest expense   |          | 5,842           |                | 6,090   |    | 2,769           | 3,073           | 2,625           | 2,574           | 2,855           |
| Income before income taxes  |          | 3,227           |                | 1,909   |    | 1,436           | <br>1,791       | <br>378         | 673             | <br>724         |
| Income tax expense (FTE basis)                                    |          | 1,099           |                | 583     |    | 477             | <br>622         | <br>196         | <br>948         | <br>227         |
| Net income (loss)   | <u>s</u> | 2,128           | \$             | 1,326   | \$ | 959             | \$<br>1,169     | \$<br>182       | \$<br>(275)     | \$<br>497       |
| Return on average allocated capital <sup>(2, 3)</sup>             |          | 14.33%          |                | —       |    | 12.85%          | 15.83%          | —               | _               | —               |
| Return on average economic capital <sup>(2, 3)</sup>              |          | _               |                | 19.32%  |    | _               | _               | 5.14%           | n/m             | 15.10%          |
| Efficiency ratio (FTE basis)                                      |          | 64.50           |                | 76.27   |    | 66.12           | 63.10           | 86.93           | 78.53%          | 79.79           |
| Balance Sheet   |          |                 |                |         |    |                 |                 |                 |                 |                 |
| Average   |          |                 |                |         |    |                 |                 |                 |                 |                 |
| Total trading-related assets <sup>(4)</sup>                       | \$       | 497,582         | \$             | 454,300 | \$ | 490,972         | \$<br>504,266   | \$<br>493,188   | \$<br>462,138   | \$<br>459,869   |
| Total earning assets (4)  |          | 504,516         |                | 446,695 |    | 499,396         | 509,694         | 493,901         | 458,335         | 456,552         |
| Total assets  |          | 660,151         |                | 585,423 |    | 653,116         | 667,265         | 642,930         | 598,626         | 596,861         |
| Allocated capital (2, 3)  |          | 30,000          |                | _       |    | 30,000          | 30,000          | —               | —               | —               |
| Economic capital <sup>(2, 3)</sup>                                |          | _               |                | 13,849  |    | _               | —               | 14,184          | 13,414          | 13,316          |
| Period end  |          |                 |                |         |    |                 |                 |                 |                 |                 |
| Total trading-related assets <sup>(4)</sup>                       | \$       | 446,505         | \$             | 443,948 | \$ | 446,505         | \$<br>467,826   | \$<br>465,836   | \$<br>455,161   | \$<br>443,948   |
| Total earning assets (4)  |          | 465,166         |                | 440,469 |    | 465,166         | 480,039         | 486,470         | 456,581         | 440,469         |
| Total assets  |          | 607,050         |                | 576,175 |    | 607,050         | 625,639         | 630,570         | 597,587         | 576,175         |
| Trading-related assets (average)                                  |          |                 |                |         |    |                 |                 |                 |                 |                 |
| Trading account securities  | \$       | 230,589         | \$             | 188,069 | \$ | 225,796         | \$<br>235,437   | \$<br>220,434   | \$<br>193,694   | \$<br>190,250   |
| Reverse repurchases   |          | 154,188         |                | 160,456 |    | 150,568         | 157,847         | 166,399         | 162,040         | 160,832         |
| Securities borrowed   |          | 60,134          |                | 50,292  |    | 62,813          | 57,425          | 52,391          | 51,757          | 53,297          |
| Derivative assets   |          | 52,671          |                | 55,483  |    | 51,795          | 53,557          | 53,964          | 54,647          | 55,490          |
| Total trading-related assets <sup>(4)</sup>                       | \$       | 497,582         | \$             | 454,300 | s  | 490,972         | \$<br>504,266   | \$<br>493,188   | \$<br>462,138   | \$<br>459,869   |

Substantially all of *Global Markets* total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue information, see page 31.
 Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentan connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital form economic capital are proved in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.
 Return on average allocated capital, economic capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.
 Tading-related assets include derivative assets, which are considered non-earning assets

assets.

n/m = not meaningful

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Global Markets Key Indicators**

| Dollars in millions)   |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
|--|----|----------------|-------------------|-------|-------------------|----|------------------|-------------------|----|------------------|-------------------|
|  |    | Six Mon<br>Jui | ths Endo<br>ne 30 | ed    | Second<br>Duarter |    | First<br>Quarter | Fourth<br>Quarter |    | Third<br>Quarter | Second<br>Quarter |
|  |    | 2013           |                   | 2012  | 2013              |    | 2013             | <br>2012          |    | 2012             | <br>2012          |
| Sales and trading revenue <sup>(1)</sup>                                       |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
| Fixed income, currency and commodities   | \$ | 5,228          | \$                | 5,261 | \$<br>2,292       | \$ | 2,936            | \$<br>1,551       | \$ | 2,000            | \$<br>2,418       |
| Equities   |    | 2,358          |                   | 1,673 | 1,199             |    | 1,159            | <br>674           |    | 667              | 761               |
| Total sales and trading revenue  | \$ | 7,586          | \$                | 6,934 | \$<br>3,491       | \$ | 4,095            | \$<br>2,225       | \$ | 2,667            | \$<br>3,179       |
|  |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
| Sales and trading revenue, excluding debit valuation adjustment <sup>(2)</sup> |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
| Fixed income, currency and commodities   | \$ | 5,260          | \$                | 6,685 | \$<br>2,259       | \$ | 3,001            | \$<br>1,788       | \$ | 2,534            | \$<br>2,555       |
| Equities   |    | 2,343          |                   | 1,839 | 1,194             |    | 1,149            | 713               |    | 715              | 780               |
| Total sales and trading revenue, excluding debit valuation adjustment          | \$ | 7,603          | \$                | 8,524 | \$<br>3,453       | \$ | 4,150            | \$<br>2,501       | \$ | 3,249            | \$<br>3,335       |
|  |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
| Sales and trading revenue breakdown  |    |                |                   |       |                   |    |                  |                   |    |                  |                   |
| Net interest income  | s  | 1,950          | \$                | 1.448 | \$<br>930         | s  | 1.020            | \$<br>1,014       | s  | 846              | \$<br>650         |
| Commissions  |    | 1,077          |                   | 962   | 549               |    | 528              | 430               |    | 428              | 448               |
| Trading  |    | 4,738          |                   | 3,744 | 1,848             |    | 2,890            | 725               |    | 1,237            | 1,706             |
| Other  |    | (179)          |                   | 780   | 164               |    | (343)            | 56                |    | 156              | 375               |
| outer  |    |                |                   |       |                   |    |                  |                   |    |                  |                   |

Includes *Global Banking* sales and trading revenue of\$210 million and \$363 million for thesix months ended June 30, 2013 and 2012 \$142 million and \$68 million for the second and first quarters of2013, and \$49 million, \$111 million and \$248 million for the fourth, third and second quarters of2012, respectively.
 For this presentation, sales and trading revenue excludes debit valuation adjustment gains/losses which represents a non-GAAP financial measure. Net debit valuation adjustment losses included in fixed income, currency and commodities revenue were \$32 million and \$14 million for the six months ended June 30, 2013 and 2012 gains of \$33 million for the fourth, third and second quarters of 2012, respectively. Net debit valuation adjustment gains included in equities revenue were \$15 million and losses \$166 million for the six months ended June 30, 2013 and 2012 gains of \$53 million for the second and first quarters of 2013, and losses of \$39 million, \$48 million and \$10 million for the fourth, third and second quarters of 2013, and losses of \$39 million, \$48 million and \$19 million for the fourth, third and second quarters of 2012, respectively.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Global Wealth & Investment Management Segment Results**

| (Dollars in millions)                                 |                    |                |         |                   |                  |                   |                  |                   |
|---|--------------------|----------------|---------|-------------------|------------------|-------------------|------------------|-------------------|
|   | <br>Six Mon<br>Jur | ths E<br>ne 30 | nded    | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter | Second<br>Quarter |
|   | <br>2013           |                | 2012    | 2013              | <br>2013         | <br>2012          | <br>2012         | 2012              |
| Net interest income (FTE basis)                       | \$<br>3,101        | \$             | 2,924   | \$<br>1,505       | \$<br>1,596      | \$<br>1,490       | \$<br>1,413      | \$<br>1,393       |
| Noninterest income:                                   |                    |                |         |                   |                  |                   |                  |                   |
| Investment and brokerage services                     | 4,772              |                | 4,396   | 2,441             | 2,331            | 2,272             | 2,181            | 2,221             |
| All other income                                      | <br>1,047          |                | 921     | <br>553           | <br>494          | <br>431           | <br>489          | 480               |
| Total noninterest income                              | <br>5,819          |                | 5,317   | 2,994             | <br>2,825        | <br>2,703         | <br>2,670        | <br>2,701         |
| Total revenue, net of interest expense (FTE basis)    | 8,920              |                | 8,241   | 4,499             | 4,421            | 4,193             | 4,083            | 4,094             |
| Provision for credit losses                           | 7                  |                | 93      | (15)              | 22               | 112               | 61               | 47                |
| Noninterest expense                                   | <br>6,525          |                | 6,409   | <br>3,272         | <br>3,253        | <br>3,196         | <br>3,115        | <br>3,177         |
| Income before income taxes                            | 2,388              |                | 1,739   | 1,242             | 1,146            | 885               | 907              | 870               |
| Income tax expense (FTE basis)                        | <br>910            |                | 641     | <br>484           | <br>426          | <br>309           | <br>336          | <br>322           |
| Net income  | \$<br>1,478        | \$             | 1,098   | \$<br>758         | \$<br>720        | \$<br>576         | \$<br>571        | \$<br>548         |
| Net interest yield (FTE basis)                        | 2.46 %             |                | 2.38%   | 2.47 %            | 2.46%            | 2.30%             | 2.28%            | 2.31 %            |
| Return on average allocated capital <sup>(1, 2)</sup> | 29.98              |                | -       | 30.57             | 29.38            | -                 | -                | -                 |
| Return on average economic capital <sup>(1, 2)</sup>  | —                  |                | 33.24   | _                 | —                | 28.36             | 29.22            | 31.76             |
| Efficiency ratio (FTE basis)                          | 73.15              |                | 77.77   | 72.72             | 73.58            | 76.24             | 76.30            | 77.61             |
| Balance Sheet   |                    |                |         |                   |                  |                   |                  |                   |
| Average   |                    |                |         |                   |                  |                   |                  |                   |
| Total loans and leases                                | \$<br>107,845      | \$             | 98,490  | \$<br>109,589     | \$<br>106,082    | \$<br>103,785     | \$<br>101,016    | \$<br>98,964      |
| Total earning assets (3)                              | 254,113            |                | 246,785 | 244,845           | 263,484          | 257,339           | 246,674          | 242,843           |
| Total assets (3)                                      | 272,965            |                | 265,899 | 263,735           | 282,298          | 276,408           | 265,639          | 262,124           |
| Total deposits  | 244,329            |                | 239,200 | 235,344           | 253,413          | 249,658           | 241,411          | 238,540           |
| Allocated capital (1, 2)                              | 10,000             |                | -       | 10,000            | 10,000           | -                 | -                | -                 |
| Economic capital (1, 2)                               | —                  |                | 6,716   | —                 | —                | 8,149             | 7,840            | 7,011             |
| Period end  |                    |                |         |                   |                  |                   |                  |                   |
| Total loans and leases                                | \$<br>111,785      | \$             | 100,261 | \$<br>111,785     | \$<br>107,048    | \$<br>105,928     | \$<br>102,390    | \$<br>100,261     |
| Total earning assets (3)                              | 244,361            |                | 243,552 | 244,361           | 248,960          | 277,103           | 248,807          | 243,552           |
| Total assets (3)                                      | 263,867            |                | 263,006 | 263,867           | 268,263          | 297,326           | 268,408          | 263,006           |
| Total deposits  | 235,012            |                | 237,339 | 235,012           | 239,853          | 266,188           | 243,518          | 237,339           |

Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segment in connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.
 Return on average allocated capital and return on average economic capital are calculated returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)
 Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' only of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Financial Measures on pages 47-50.)
 Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' only of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Financial Measures on pages 47-50.)

equity.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

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# **Global Wealth & Investment Management Key Indicators**

| (Dollars in millions, except as noted)                        |          | Six Mon   |       | ded       | Second           | First           |    | Fourth          | Third           |    | Second          |
|---|----------|-----------|-------|-----------|------------------|-----------------|----|-----------------|-----------------|----|-----------------|
|   |          | 2013      | ne 30 | 2012      | Quarter<br>2013  | Quarter<br>2013 |    | Quarter<br>2012 | Quarter<br>2012 |    | Quarter<br>2012 |
| Revenues  | <u> </u> | 2013      |       | 2012      | <br>2013         | <br>2015        |    | 2012            | <br>2012        |    | 2012            |
| Merrill Lynch Global Wealth Management                        | \$       | 7,422     | \$    | 6,828     | \$<br>3,742      | \$<br>3,680     | \$ | 3,500           | \$<br>3,407     | \$ | 3,387           |
| U.S. Trust  | 3        | 1,461     | \$    | 1,363     | <br>5,742<br>740 | \$<br>721       | ф  | 690             | \$<br>656       | ф  | 683             |
| Other (1)   |          | 37        |       | 50        | 17               | 20              |    | 3               | 20              |    | 24              |
| Total revenues  | \$       | 8,920     | \$    | 8,241     | \$<br>4,499      | \$<br>4,421     | \$ | 4,193           | \$<br>4,083     | \$ | 4,094           |
| Client Balances   |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Client Balances by Business                                   |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Merrill Lynch Global Wealth Management                        | \$       | 1,800,151 | \$    | 1,676,759 | \$<br>1,800,151  | \$<br>1,812,412 | \$ | 1,743,459       | \$<br>1,731,154 | \$ | 1,676,759       |
| U.S. Trust  |          | 351,119   |       | 323,711   | 351,119          | 354,721         |    | 341,292         | 332,792         |    | 323,711         |
| Other <sup>(1)</sup>  |          | 63,781    |       | 66,091    | 63,781           | 64,603          |    | 66,874          | 64,239          |    | 66,091          |
| Client Balances by Type                                       |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Assets under management                                       | \$       | 743,613   | \$    | 667,452   | \$<br>743,613    | \$<br>745,260   | \$ | 698,095         | \$<br>692,854   | \$ | 667,452         |
| Brokerage assets  |          | 992,664   |       | 946,712   | 992,664          | 1,009,507       |    | 960,351         | 970,662         |    | 946,712         |
| Assets in custody   |          | 128,854   |       | 111,351   | 128,854          | 127,013         |    | 117,686         | 115,350         |    | 111,351         |
| Deposits  |          | 235,012   |       | 237,339   | 235,012          | 239,853         |    | 266,188         | 243,518         |    | 237,339         |
| Loans and leases <sup>(2)</sup>                               |          | 114,908   |       | 103,707   | <br>114,908      | <br>110,103     |    | 109,305         | <br>105,801     |    | 103,707         |
| Total client balances   | \$       | 2,215,051 | \$    | 2,066,561 | \$<br>2,215,051  | \$<br>2,231,736 | \$ | 2,151,625       | \$<br>2,128,185 | \$ | 2,066,561       |
| Assets Under Management Flows                                 |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Liquidity assets under management <sup>(3)</sup>              | \$       | (2,922)   | \$    | (52)      | \$<br>(695)      | \$<br>(2,227)   | \$ | 2,545           | \$<br>(1,875)   | \$ | (122)           |
| Long-term assets under management <sup>(4)</sup>              |          | 28,053    |       | 11,491    | <br>7,692        | <br>20,361      |    | 9,120           | <br>5,779       |    | 3,796           |
| Total assets under management flows                           | \$       | 25,131    | \$    | 11,439    | \$<br>6,997      | \$<br>18,134    | \$ | 11,665          | \$<br>3,904     | \$ | 3,674           |
| Associates <sup>(5)</sup>                                     |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Number of Financial Advisors                                  |          | 15,759    |       | 16,764    | 15,759           | 16,065          |    | 16,411          | 16,759          |    | 16,764          |
| Total Wealth Advisors   |          | 16,989    |       | 18,060    | 16,989           | 17,293          |    | 17,640          | 18,036          |    | 18,060          |
| Total Client Facing Professionals                             |          | 19,689    |       | 20,844    | 19,689           | 20,018          |    | 20,386          | 20,778          |    | 20,844          |
| Merrill Lynch Global Wealth Management Metrics                |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Financial Advisory Productivity <sup>(6)</sup> (in thousands) | \$       | 991       | \$    | 893       | \$<br>1,012      | \$<br>971       | \$ | 927             | \$<br>897       | \$ | 895             |
| U.S. Trust Metrics  |          |           |       |           |                  |                 |    |                 |                 |    |                 |
| Client Facing Professionals                                   |          | 2,084     |       | 2,162     | 2,084            | 2,090           |    | 2,077           | 2,119           |    | 2,162           |

(1) Other includes the results of BofA Global Capital Management and other administrative

items. (2) Includes margin receivables which are classified in customer and other receivables on the Corporation's Consolidated Balance

Sheet.
(3) Defined as assets under advisory and discretion of *GWIM* in which the investment strategy seeks a high level of income while maintaining liquidity and capital preservation. The duration of these strategies is less than

(4) Defined as assets under advisory and discretion of GWIM in which the duration of the investment strategy is longer than one

(4) Defined as assess lined advisory and discribin by the interest income de diameter of the interest line of the interest lin

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# All Other Results (1)

| (Dollars in millions)                              |    | i       |                 |         |    |                   |                  |                   |                  |                   |
|--|----|---------|-----------------|---------|----|-------------------|------------------|-------------------|------------------|-------------------|
|  | —  |         | ths En<br>te 30 |         |    | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter | Second<br>Quarter |
|  |    | 2013    |                 | 2012    |    | 2013              | <br>2013         | <br>2012          | <br>2012         | <br>2012          |
| Net interest income (FTE basis)                    | \$ | 522     | \$              | 615     | \$ | 268               | \$<br>254        | \$<br>254         | \$<br>273        | \$<br>137         |
| Noninterest income:                                |    |         |                 |         |    |                   |                  |                   |                  |                   |
| Card income  |    | 166     |                 | 171     |    | 81                | 85               | 96                | 93               | 84                |
| Equity investment income (loss)                    |    | 1,096   |                 | 394     |    | 576               | 520              | 569               | 172              | (36)              |
| Gains on sales of debt securities                  |    | 519     |                 | 1,066   |    | 452               | 67               | 117               | 328              | 354               |
| All other income (loss)                            |    | (1,366) |                 | (2,043) |    | (804)             | <br>(562)        | <br>(1,185)       | <br>(1,700)      | <br>59            |
| Total noninterest income (loss)                    |    | 415     |                 | (412)   |    | 305               | <br>110          | <br>(403)         | <br>(1,107)      | <br>461           |
| Total revenue, net of interest expense (FTE basis) |    | 937     |                 | 203     |    | 573               | 364              | (149)             | (834)            | 598               |
| Provision for credit losses                        |    | 71      |                 | 1,781   |    | (179)             | 250              | 450               | 390              | 535               |
| Noninterest expense                                |    | 2,302   |                 | 3,633   |    | 541               | <br>1,761        | <br>995           | <br>1,621        | <br>1,105         |
| Income (loss) before income taxes                  |    | (1,436) |                 | (5,211) |    | 211               | (1,647)          | (1,594)           | (2,845)          | (1,042)           |
| Income tax benefit (FTE basis)                     |    | (1,013) |                 | (2,240) |    | (338)             | (675)            | (2,440)           | (1,248)          | (678)             |
| Net income (loss)                                  | \$ | (423)   | \$              | (2,971) | \$ | 549               | \$<br>(972)      | \$<br>846         | \$<br>(1,597)    | \$<br>(364)       |
| Balance Sheet                                      |    |         |                 |         |    |                   |                  |                   |                  |                   |
| Average  |    |         |                 |         |    |                   |                  |                   |                  |                   |
| Total loans and leases                             | \$ | 241,718 | \$              | 266,938 | \$ | 238,910           | \$<br>244,557    | \$<br>247,128     | \$<br>256,130    | \$<br>263,649     |
| Total assets (2)                                   |    | 242,867 |                 | 342,608 |    | 233,810           | 252,023          | 282,256           | 308,237          | 341,026           |
| Total deposits                                     |    | 34,657  |                 | 48,125  |    | 33,774            | 35,549           | 36,939            | 39,266           | 43,722            |
| Period end   |    |         |                 |         |    |                   |                  |                   |                  |                   |
| Total loans and leases                             | \$ | 234,047 | \$              | 259,830 | \$ | 234,047           | \$<br>241,406    | \$<br>241,981     | \$<br>252,592    | \$<br>259,830     |
| Total assets (3)                                   |    | 205,976 |                 | 326,408 |    | 205,976           | 236,595          | 264,505           | 296,152          | 326,408           |
| Total deposits                                     |    | 34,597  |                 | 39,362  |    | 34,597            | 35,759           | 36,061            | 37,555           | 39,362            |

All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses, residual expense allocations and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity investments include Global Principal Investments, strategic and certain other investments. Additionally, *All Other* includes certain residential mortgage loans that are managed by Legacy Assets & Servicing.
 Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity d\$26.7. billion and \$489.7 billion, \$513.8 billion for the secure and and frat quarters of 2013, and the fourth in allocated shareholders' equity d\$530.3 billion, \$538.6 billion, \$513.8 billion and \$502.2 billion at June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, respectively.

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Equity Investments**

| (Dollars in millions)              |               |       |                    |          |           |     |             |    |                    |            |             |
|------------------------------------|---------------|-------|--------------------|----------|-----------|-----|-------------|----|--------------------|------------|-------------|
|                                    |               | Globa | l Principal Inv    | estments | Exposures |     |             | E  | quity Investme     | ent Income | e (Loss)    |
|                                    |               | June  | 30, 2013           |          |           | Mar | ch 31, 2013 |    | June 3             | 30, 2013   |             |
|                                    | Book<br>Value |       | funded<br>mitments |          | Total     |     | Total       |    | ee Months<br>Ended | Six Mo     | onths Ended |
| Global Principal Investments:      |               |       |                    |          |           |     |             |    |                    |            |             |
| Private Equity Investments         | \$<br>493     | \$    | 23                 | \$       | 516       | \$  | 672         | \$ | 38                 | \$         | 151         |
| Global Real Estate                 | 320           |       | 30                 |          | 350       |     | 451         |    | (16)               |            | (42)        |
| Global Strategic Capital           | 862           |       | 108                |          | 970       |     | 1,120       |    | (19)               |            | (44)        |
| Legacy/Other Investments           | 539           |       | _                  |          | 539       |     | 741         |    | 49                 |            | 91          |
| Total Global Principal Investments | \$<br>2,214   | \$    | 161                | \$       | 2,375     | \$  | 2,984       | \$ | 52                 | \$         | 156         |

# Components of Equity Investment Income (Dollars in millions)

|  | <br>Six Mont<br>Jun | d  | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter | Second<br>Ouarter |             |
|--|---------------------|----|-------------------|------------------|-------------------|------------------|-------------------|-------------|
|  | 2013                |    | 2012              | 2013             | <br>2013          | <br>2012         | 2012              | 2012        |
| Global Principal Investments                                     | \$<br>156           | \$ | 267               | \$<br>52         | \$<br>104         | \$<br>167        | \$<br>156         | \$<br>(137) |
| Strategic and other investments                                  | 940                 |    | 127               | 524              | <br>416           | <br>402          | 16                | 101         |
| Total equity investment income (loss) included in All Other      | 1,096               |    | 394               | 576              | 520               | 569              | 172               | (36)        |
| Total equity investment income included in the business segments | 147                 |    | 739               | 104              | <br>43            | <br>130          | 66                | 404         |
| Total consolidated equity investment income                      | \$<br>1,243         | \$ | 1,133             | \$<br>680        | \$<br>563         | \$<br>699        | \$<br>238         | \$<br>368   |

Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

### **Outstanding Loans and Leases**

| (Dollars in millions)  | June 30<br>2013 |         | March<br>201 |         | June 30<br>2012 |
|--|-----------------|---------|--------------|---------|-----------------|
| Consumer   |                 |         |              |         |                 |
| Residential mortgage <sup>(1)</sup>  | \$              | 253,959 | \$           | 256,804 | \$<br>262,569   |
| Home equity  |                 | 100,011 |              | 103,338 | 118,136         |
| U.S. credit card   |                 | 90,523  |              | 90,047  | 94,291          |
| Non-U.S. credit card   |                 | 10,340  |              | 10,620  | 13,431          |
| Direct/Indirect consumer (2)   |                 | 83,358  |              | 81,518  | 83,164          |
| Other consumer <sup>(3)</sup>  |                 | 1,803   |              | 1,696   | <br>2,568       |
| Total consumer loans excluding loans accounted for under the fair value option |                 | 539,994 |              | 544,023 | 574,159         |
| Consumer loans accounted for under the fair value option(4)                    |                 | 1,052   |              | 1,041   | <br>1,172       |
| Total consumer   |                 | 541,046 |              | 545,064 | 575,331         |

Commercial

| U.S. commercial <sup>(5)</sup>   | 21    | 9,367  | 213,762    | 197,71    | 18         |
|--|-------|--------|------------|-----------|------------|
| Commercial real estate <sup>(6)</sup>  | 4     | 2,126  | 39,060     | 36,53     | 35         |
| Commercial lease financing   | 2     | 3,912  | 23,467     | 21,69     | <i>9</i> 2 |
| Non-U.S. commercial  | 8     | 6,710  | 82,460     | 53,85     | 50         |
| Total commercial loans excluding loans accounted for under the fair value option | 37    | 2,115  | 358,749    | 309,79    | 95         |
| Commercial loans accounted for under the fair value option <sup>(4)</sup>        |       | 8,409  | 7,779      | 7,18      | 89         |
| Total commercial   | 38    | 30,524 | 366,528    | 316,98    | 84         |
| Total loans and leases   | \$ 92 | 21,570 | \$ 911,592 | \$ 892,31 | 15         |

(1) Includes pay option loans of\$5.8 billion, \$6.5 billion and \$9.0 billion and \$9.0 billion and non-U.S. residential mortgages of\$83 million, \$86 million and \$92 million at June 30, 2013, March 31, 2013 and June 30, 2012, respectively. The Corporation no longer originates pay option loans.
 (2) Includes dealer financial services loans of\$3.6 billion, \$36.1 billion and \$36.7 billion, consumer lending loans of\$3.6 billion and \$6.3 billion, \$1.1 billion and \$6.3 billion, \$1.1 billion and \$5.4 billion and \$5.4 billion, non-U.S. consumer leading loans of\$3.6 billion, \$4.1 billion and \$6.3 billion, \$1.1 billion and \$1.3 billion at \$1.2 billion and \$1.3 billion, \$1.0 billion and \$1.3 billion, \$1.0 billion and \$1.3 billion, \$1.2 billion and \$1.5 billion, consumer leases of\$31 million, \$222 million, and \$0 million, other non-U.S. consumer loans of\$5.1 million, \$5.5 million, \$5.6 million, \$5.6 million, \$5.6 million, \$5.7 billion, \$5.6 million, \$5.6 million, \$5.7 billion, \$5.6 million and \$5.4 billion and \$1.3 billion and \$1.3 billion and \$1.5 billion, \$5.1 billion, \$5.1 billion, \$5.6 million, \$5.6 million, \$5.6 million, \$5.7 million \$5.8 million and \$5.8 million, \$5.8 million and \$5.9 million, \$5.8 million

(a) Includes Consumer imance (softs) of 1.6 minon, 5.1.4 minon, and 5.1.5 minon and 5.1

(6) Includes U.S. commercial real estate loans o\$40.3 billion, \$37.6 billion and \$35.0 billion, and non-U.S. commercial real estate loans o\$1.8 billion and \$1.5 billion at June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Quarterly Average Loans and Leases by Business Segment (Dollars in millions)

|                            | Second Quarter 2013 |                      |        |                   |    |                                   |    |                   |    |                   |    |         |                  |
|----------------------------|---------------------|----------------------|--------|-------------------|----|-----------------------------------|----|-------------------|----|-------------------|----|---------|------------------|
|                            |                     | Total<br>Corporation |        | er &<br>ess<br>ng | Re | onsumer<br>eal Estate<br>Services |    | Global<br>Banking |    | Global<br>Markets |    | GWIM    | <br>All<br>Other |
| Consumer                   |                     |                      |        |                   |    |                                   |    |                   |    |                   |    |         |                  |
| Residential mortgage       | \$                  | 257,275              | \$     | 564               | \$ | 2,254                             | \$ | _                 | \$ | 86                | \$ | 43,234  | \$<br>211,137    |
| Home equity                |                     | 101,708              |        | 147               |    | 87,749                            |    | _                 |    | 78                |    | 12,254  | 1,480            |
| U.S. credit card           |                     | 89,722               | 89     | 9,722             |    | _                                 |    | _                 |    | _                 |    | _       | _                |
| Non-U.S. credit card       |                     | 10,613               |        | _                 |    | _                                 |    | _                 |    | _                 |    | _       | 10,613           |
| Direct/Indirect consumer   |                     | 82,485               | 40     | 0,187             |    | 50                                |    | _                 |    | 24                |    | 33,390  | 8,834            |
| Other consumer             |                     | 1,756                |        | 420               |    | _                                 |    | 9                 |    | _                 |    | 7       | 1,320            |
| Total consumer             |                     | 543,559              | 13     | 1,040             |    | 90,053                            |    | 9                 |    | 188               |    | 88,885  | <br>233,384      |
|                            |                     |                      |        |                   |    |                                   |    |                   |    |                   |    |         |                  |
| Commercial                 |                     |                      |        |                   |    |                                   |    |                   |    |                   |    |         |                  |
| U.S. commercial            |                     | 217,464              | 31     | 1,183             |    | 60                                |    | 127,742           |    | 32,776            |    | 19,099  | 6,604            |
| Commercial real estate     |                     | 40,612               | 1      | 1,359             |    | 1                                 |    | 36,685            |    | 694               |    | 1,417   | 456              |
| Commercial lease financing |                     | 23,579               |        | _                 |    | _                                 |    | 24,584            |    | 618               |    | 4       | (1,627)          |
| Non-U.S. commercial        |                     | 89,020               |        | 11                |    | _                                 |    | 66,654            |    | 22,078            |    | 184     | 93               |
| Total commercial           |                     | 370,675              | 32     | 2,553             |    | 61                                |    | 255,665           |    | 56,166            |    | 20,704  | <br>5,526        |
| Total loans and leases     | s                   | 914,234              | \$ 163 | 3,593             | \$ | 90,114                            | \$ | 255,674           | \$ | 56,354            | \$ | 109,589 | \$<br>238,910    |

|                            | First Quarter 2013 |                      |    |                   |    |                                    |    |                   |    |                   |    |         |    |              |
|----------------------------|--------------------|----------------------|----|-------------------|----|------------------------------------|----|-------------------|----|-------------------|----|---------|----|--------------|
|                            |                    | Total<br>Corporation |    | imer &<br>Banking | R  | Consumer<br>eal Estate<br>Services |    | Global<br>Banking |    | Global<br>Markets |    | GWIM    |    | All<br>Other |
| Consumer                   |                    |                      |    |                   |    |                                    |    |                   |    |                   |    |         |    |              |
| Residential mortgage       | \$                 | 258,630              | \$ | 499               | \$ | 1,332                              | \$ | _                 | \$ | 90                | \$ | 41,509  | \$ | 215,200      |
| Home equity                |                    | 105,939              |    | 144               |    | 91,509                             |    | —                 |    | 84                |    | 12,674  |    | 1,528        |
| U.S. credit card           |                    | 91,712               |    | 91,712            |    | —                                  |    | —                 |    | _                 |    | _       |    | —            |
| Non-U.S. credit card       |                    | 11,027               |    | _                 |    | —                                  |    | —                 |    | _                 |    | _       |    | 11,027       |
| Direct/Indirect consumer   |                    | 82,364               |    | 40,605            |    | 59                                 |    | —                 |    | 3                 |    | 32,261  |    | 9,436        |
| Other consumer             |                    | 1,666                |    | 273               |    | _                                  | _  | 8                 |    | _                 |    | 7       |    | 1,378        |
| Total consumer             |                    | 551,338              |    | 133,233           |    | 92,900                             |    | 8                 |    | 177               |    | 86,451  |    | 238,569      |
|                            |                    |                      |    |                   |    |                                    |    |                   |    |                   |    |         |    |              |
| Commercial                 |                    |                      |    |                   |    |                                    |    |                   |    |                   |    |         |    |              |
| U.S. commercial            |                    | 210,706              |    | 30,585            |    | 62                                 |    | 124,890           |    | 30,013            |    | 18,121  |    | 7,035        |
| Commercial real estate     |                    | 39,179               |    | 2,021             |    | 1                                  |    | 34,824            |    | 446               |    | 1,369   |    | 518          |
| Commercial lease financing |                    | 23,534               |    | —                 |    | _                                  |    | 24,486            |    | 694               |    | 4       |    | (1,650)      |
| Non-U.S. commercial        |                    | 81,502               |    | 6                 |    | _                                  |    | 59,860            |    | 21,414            |    | 137     |    | 85           |
| Total commercial           |                    | 354,921              |    | 32,612            |    | 63                                 |    | 244,060           |    | 52,567            |    | 19,631  |    | 5,988        |
| Total loans and leases     | \$                 | 906,259              | \$ | 165,845           | \$ | 92,963                             | \$ | 244,068           | \$ | 52,744            | \$ | 106,082 | \$ | 244,557      |

|                            |               |          |                                |    | Sec                                 | cond Q | uarter 2012       |    |                   |    |        |    |              |
|----------------------------|---------------|----------|--------------------------------|----|-------------------------------------|--------|-------------------|----|-------------------|----|--------|----|--------------|
|                            | otal          |          | Consumer &<br>Business Banking |    | Consumer<br>Real Estate<br>Services |        | Global<br>Banking |    | Global<br>Markets |    | GWIM   |    | All<br>Other |
| Consumer                   |               |          |                                |    |                                     |        |                   |    |                   |    |        |    |              |
| Residential mortgage       | \$<br>266,365 | \$       | 338                            | \$ | 1,111                               | \$     | _                 | \$ | 101               | \$ | 37,717 | \$ | 227,098      |
| Home equity                | 119,785       |          | 146                            |    | 104,285                             |        | _                 |    | 1                 |    | 13,936 |    | 1,417        |
| U.S. credit card           | 95,018        |          | 95,018                         |    | _                                   |        | _                 |    | _                 |    | —      |    | —            |
| Non-U.S. credit card       | 13,641        |          | _                              |    | _                                   |        | _                 |    | _                 |    | _      |    | 13,641       |
| Direct/Indirect consumer   | 84,198        |          | 44,605                         |    | 85                                  |        | _                 |    | 76                |    | 28,722 |    | 10,710       |
| Other consumer             | 2,565         |          | 99                             |    | _                                   |        | 15                |    | _                 |    | 8      |    | 2,443        |
| Total consumer             | 581,572       |          | 140,206                        |    | 105,481                             |        | 15                |    | 178               |    | 80,383 |    | 255,309      |
| Commercial                 |               |          |                                |    |                                     |        |                   |    |                   |    |        |    |              |
| U.S. commercial            | 199,644       |          | 31,055                         |    | 25                                  |        | 114,952           |    | 30,061            |    | 16,966 |    | 6,585        |
| Commercial real estate     | 37,627        |          | 2,290                          |    | 1                                   |        | 32,326            |    | 194               |    | 1,531  |    | 1,285        |
| Commercial lease financing | 21,446        |          | —                              |    | —                                   |        | 23,122            |    | —                 |    | 4      |    | (1,680)      |
| Non-U.S. commercial        | <br>59,209    |          | 14                             |    | _                                   |        | 49,089            |    | 7,876             |    | 80     |    | 2,150        |
| Total commercial           | <br>317,926   | <u> </u> | 33,359                         |    | 26                                  |        | 219,489           |    | 38,131            |    | 18,581 |    | 8,340        |
| Total loans and leases     | \$<br>899,498 | \$       | 173,565                        | \$ | 105,507                             | \$     | 219,504           | \$ | 38,309            | \$ | 98,964 | \$ | 263,649      |

This information is preliminary and based on company data available at the time of the presentation.

# Commercial Credit Exposure by Industry (1, 2, 3)

(Dollars in millions)

|   |    |              | Comme | ercial Utilized |     |             |    | Т            | otal Co | mmercial Comm  | itted |             |
|---|----|--------------|-------|-----------------|-----|-------------|----|--------------|---------|----------------|-------|-------------|
|   | J  | une 30, 2013 | Mar   | rch 31, 2013    | Jur | ne 30, 2012 | J  | une 30, 2013 | Ν       | farch 31, 2013 | Jı    | ne 30, 2012 |
| Diversified financials  | \$ | 77,827       | \$    | 70,405          | \$  | 60,797      | \$ | 115,066      | \$      | 105,591        | \$    | 93,272      |
| Real estate <sup>(4)</sup>  |    | 49,564       |       | 47,513          |     | 44,420      |    | 70,162       |         | 65,855         |       | 59,886      |
| Retailing   |    | 31,051       |       | 29,337          |     | 26,861      |    | 51,906       |         | 49,757         |       | 45,159      |
| Capital goods   |    | 26,737       |       | 24,995          |     | 22,850      |    | 50,699       |         | 48,444         |       | 45,987      |
| Banking   |    | 42,395       |       | 40,135          |     | 35,429      |    | 49,730       |         | 45,623         |       | 39,530      |
| Government and public education   |    | 39,260       |       | 39,671          |     | 41,816      |    | 47,871       |         | 48,022         |       | 53,991      |
| Healthcare equipment and services   |    | 29,327       |       | 29,107          |     | 30,171      |    | 46,418       |         | 45,556         |       | 45,385      |
| Materials   |    | 22,831       |       | 22,243          |     | 19,236      |    | 43,369       |         | 42,264         |       | 36,710      |
| Energy  |    | 21,052       |       | 21,167          |     | 14,030      |    | 41,133       |         | 40,853         |       | 31,487      |
| Consumer services   |    | 21,721       |       | 22,193          |     | 22,672      |    | 34,743       |         | 35,195         |       | 35,795      |
| Food, beverage and tobacco  |    | 14,704       |       | 14,909          |     | 14,441      |    | 31,488       |         | 32,936         |       | 31,019      |
| Commercial services and supplies  |    | 18,932       |       | 18,345          |     | 18,388      |    | 30,478       |         | 29,861         |       | 29,564      |
| Utilities   |    | 8,811        |       | 8,900           |     | 8,675       |    | 23,660       |         | 23,104         |       | 23,444      |
| Transportation  |    | 15,492       |       | 15,606          |     | 12,784      |    | 22,716       |         | 21,968         |       | 19,505      |
| Media   |    | 13,249       |       | 12,907          |     | 11,099      |    | 21,824       |         | 21,835         |       | 20,215      |
| Individuals and trusts  |    | 14,367       |       | 14,107          |     | 13,937      |    | 18,081       |         | 18,166         |       | 17,298      |
| Software and services   |    | 6,389        |       | 5,571           |     | 4,464       |    | 13,417       |         | 11,740         |       | 10,134      |
| Insurance, including monolines  |    | 5,880        |       | 6,800           |     | 8,832       |    | 12,315       |         | 12,503         |       | 15,312      |
| Pharmaceuticals and biotechnology   |    | 4,243        |       | 4,439           |     | 4,457       |    | 11,473       |         | 11,191         |       | 11,555      |
| Technology hardware and equipment   |    | 4,840        |       | 4,735           |     | 4,643       |    | 11,289       |         | 10,761         |       | 10,694      |
| Telecommunication services  |    | 3,871        |       | 3,689           |     | 3,792       |    | 10,588       |         | 10,191         |       | 9,756       |
| Consumer durables and apparel   |    | 5,404        |       | 5,198           |     | 3,997       |    | 9,942        |         | 9,362          |       | 8,192       |
| Automobiles and components  |    | 3,263        |       | 3,349           |     | 3,277       |    | 8,262        |         | 7,702          |       | 7,583       |
| Food and staples retailing  |    | 4,363        |       | 4,004           |     | 3,191       |    | 7,848        |         | 7,334          |       | 6,470       |
| Religious and social organizations  |    | 5,895        |       | 6,235           |     | 7,842       |    | 7,824        |         | 8,435          |       | 10,361      |
| Other   |    | 5,678        |       | 4,721           |     | 3,338       |    | 8,550        |         | 7,706          |       | 6,118       |
| Total commercial credit exposure by industry                                | \$ | 497,146      | \$    | 480,281         | \$  | 445,439     | \$ | 800,852      | \$      | 771,955        | \$    | 724,422     |
| Net credit default protection purchased on total commitments <sup>(5)</sup> |    |              |       |                 |     |             | \$ | (11,060)     | \$      | (12,444)       | \$    | (18,697     |

Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by the amount of cash collateral applied of \$50.5 billion, \$57.7 billion and \$59.3 billion at June 30, 2013, March 31, 2013 and June 30, 2012, respectively. Not reflected in utilized and committed exposure is additional derivative collateral held of \$18.4 billion, \$18.0 billion and \$17.1 billion which consists primarily of other marketable securities lane 30, 2013, March 31, 2013 and June 30, 2012, respectively.
 (2) Total commercial utilized and total commercial committed exposure includes loans and letters of credit measured at fair value and are comprised of loans outstanding of \$8.4 billion, \$7.8 billion and \$7.2 billion and \$7.2 billion and \$1, 2013, March 31, 2013 and June 30, 2012, respectively.
 (3) Includes US. small business commercial business commercial business commercial business commercial business commercial committed exposure includes loans and letters of \$15.3 billion, \$15.1 billion at June 30, 2013, March 31, 2013 and June 30, 2012, respectively.

 <sup>(4)</sup> Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and (5) Represents net notional credit protection purchased.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Bank of America Corporation and Subsidiaries Net Credit Default Protection by Maturity Profile<sup>(1)</sup>

|  | June 30, 2013 | March 31, 2013 |
|--|---------------|----------------|
| Less than or equal to one year                             | 25%           | 26%            |
| Greater than one year and less than or equal to five years | 73            | 71             |
| Greater than five years                                    | 2             | 3              |
| Total net credit default protection                        | 100 %         | 100 %          |

(1) To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown above.

# Net Credit Default Protection by Credit Exposure Debt Rating<sup>(1)</sup>

(Dollars in millions)

|                                     |    | June 30, 20                | 013        | March 31, 20     | 13      |  |
|-------------------------------------|----|----------------------------|------------|------------------|---------|--|
| Ratings <sup>(2, 3)</sup>           | Ne | et Notional <sup>(4)</sup> | Percent    | Net Notional (4) | Percent |  |
| ААА                                 | \$ | (107)                      | 1.0 % \$   | (120)            | 1.0 %   |  |
| AA                                  |    | (232)                      | 2.1        | (412)            | 3.3     |  |
| A                                   |    | (4,651)                    | 42.1       | (4,951)          | 39.8    |  |
| BBB                                 |    | (4,427)                    | 40.0       | (5,133)          | 41.2    |  |
| BB                                  |    | (1,039)                    | 9.4        | (1,075)          | 8.6     |  |
| В                                   |    | (559)                      | 5.1        | (699)            | 5.6     |  |
| CCC and below                       |    | (146)                      | 1.3        | (216)            | 1.7     |  |
| NR <sup>(5)</sup>                   |    | 101                        | (1.0)      | 162              | (1.2)   |  |
| Total net credit default protection | s  | (11,060)                   | 100.0 % \$ | (12,444)         | 100.0 % |  |

(1) To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of debt rating for net notional credit default protection purchased is shown as a negative and the net notional credit protection sold is shown as a positive amount.
 (2) Ratings are refreshed on a quarterly basis.
 (3) Ratings of BBB- or higher are considered to meet the definition of investment around a solution of the default protection.

(4) Ratings of BBD- of nigher are considered to meet the grade.
 (4) Represents net credit default protection (purchased) sold.
 (5) "NR" is comprised of names that have not been rated.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Top 20 Non-U.S. Countries Exposure**

(Dollars in millions)

|  | Funded Loans and<br>Loan Equivalents (1) | Unfunded Loan<br>Commitments | Net Counterparty<br>Exposure <sup>(2)</sup> | Securities/<br>Other<br>Investments <sup>(3)</sup> | Country Exposure at<br>June 30, 2013 | Hedges and Credit<br>Default Protection (4) | Net Country<br>Exposure at<br>June 30<br>2013 <sup>(5)</sup> | Increase (Decrease)<br>from March 31, 2013 |
|--|--|------------------------------|---|--|--------------------------------------|---|--|--|
| United Kingdom                           | \$ 23,120                                | \$ 11,107                    | \$ 6,552                                    | \$ 5,423   | \$ 46,202                            | \$ (3,327)                                  | \$ 42,875  | \$ (3,640)                                 |
| Canada                                   | 5,888                                    | 6,773                        | 1,489                                       | 5,213  | 19,363                               | (1,260)                                     | 18,103   | (1,148)                                    |
| France                                   | 3,245                                    | 6,075                        | 1,468                                       | 6,558  | 17,346                               | (3,590)                                     | 13,756   | (184)                                      |
| Brazil                                   | 8,585                                    | 432                          | 338   | 4,254  | 13,609                               | (205)                                       | 13,404   | 9  |
| Germany                                  | 6,650                                    | 5,162                        | 2,715                                       | 3,284  | 17,811                               | (4,747)                                     | 13,064   | 1,378                                      |
| China                                    | 8,800                                    | 347                          | 909   | 2,666  | 12,722                               | (608)                                       | 12,114   | 1,575                                      |
| India                                    | 7,604                                    | 614                          | 345   | 2,919  | 11,482                               | (92)  | 11,390   | (1,210)                                    |
| Australia                                | 4,882                                    | 3,192                        | 1,089                                       | 1,958  | 11,121                               | (907)                                       | 10,214   | 125  |
| Japan                                    | 4,119                                    | 495                          | 1,812                                       | 5,449  | 11,875                               | (1,668)                                     | 10,207   | 3,399                                      |
| Netherlands                              | 4,304                                    | 3,765                        | 629   | 1,152  | 9,850                                | (1,699)                                     | 8,151  | 78   |
| Hong Kong                                | 5,547                                    | 667                          | 124   | 772  | 7,110                                | (202)                                       | 6,908  | 596  |
| South Korea                              | 4,697                                    | 667                          | 539   | 2,292  | 8,195                                | (1,303)                                     | 6,892  | (567)                                      |
| Russian Federation                       | 5,316                                    | 495                          | 182   | 471  | 6,464                                | (474)                                       | 5,990  | (374)                                      |
| Singapore                                | 3,376                                    | 257                          | 278   | 1,885  | 5,796                                | (129)                                       | 5,667  | 30   |
| Switzerland                              | 2,295                                    | 2,747                        | 691   | 414  | 6,147                                | (703)                                       | 5,444  | (465)                                      |
| Italy                                    | 3,535                                    | 2,753                        | 2,075                                       | 802  | 9,165                                | (3,961)                                     | 5,204  | 1,245                                      |
| Mexico                                   | 2,768                                    | 743                          | 327   | 1,287  | 5,125                                | (502)                                       | 4,623  | 800  |
| Taiwan                                   | 2,431                                    | 44                           | 177   | 1,054  | 3,706                                | (36)  | 3,670  | 13   |
| United Arab Emirates                     | 2,616                                    | 333                          | 211   | 31   | 3,191                                | (239)                                       | 2,952  | 639  |
| Spain                                    | 2,610                                    | 973                          | 203   | 293  | 4,079                                | (1,172)                                     | 2,907  | 252  |
| Total top 20 non-U.S. countries exposure | \$ 112,388                               | \$ 47,641                    | \$ 22,153                                   | \$ 48,177  | \$ 230,359                           | \$ (26,824)                                 | \$ 203,535   | \$ 2,551                                   |

 Total top 20 inder 0.5. Commerce exposure of a register of the exposure exposure of the exposur

swaps.
 (4) Represents country exposure sa listed, consisting of net single-name and net indexed and tranched credit default swaps.
 (5) Represents country exposure sa listed, consisting of net single-name and net indexed and tranched credit default swaps.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# **Select European Countries**

| (Dollars in millions)             |                                 |                              |                                  |                                      |    |                                      |   |    | NAC   |                                       |
|-----------------------------------|---------------------------------|------------------------------|----------------------------------|--------------------------------------|----|--------------------------------------|---|----|---|---------------------------------------|
|                                   | ed Loans and<br>Equivalents (1) | Unfunded Loan<br>Commitments | Net Counterparty<br>Exposure (2) | Securities/ Other<br>Investments (3) | C  | Country Exposure at<br>June 30, 2013 | Hedges and Credit<br>Default Protection (4) | Ex | Net Country<br>posure at June 30<br>2013 <sup>(5)</sup> | crease (Decrease)<br>m March 31, 2013 |
| Greece                            |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>_                         | \$<br>—                      | \$<br>_                          | \$<br>31                             | \$ | 31                                   | \$<br>_                                     | \$ | 31  | \$<br>24                              |
| Financial institutions            | _                               | _                            | 3                                | 11                                   |    | 14                                   | (13)  |    | 1   | 3                                     |
| Corporates                        | 64                              | 125                          | 9                                | 9                                    |    | 207                                  | (54)  |    | 153   | (42)                                  |
| Total Greece                      | \$<br>64                        | \$<br>125                    | \$<br>12                         | \$<br>51                             | \$ | 252                                  | \$<br>(67)                                  | \$ | 185   | \$<br>(15)                            |
| Ireland                           |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>19                        | \$<br>_                      | \$<br>24                         | \$<br>117                            | \$ | 160                                  | \$<br>(10)                                  | \$ | 150   | \$<br>55                              |
| Financial institutions            | 349                             | 19                           | 205                              | 26                                   |    | 599                                  | (15)  |    | 584   | (62)                                  |
| Corporates                        | 442                             | 327                          | 40                               | 57                                   |    | 866                                  | (13)  |    | 853   | (77)                                  |
| Total Ireland                     | \$<br>810                       | \$<br>346                    | \$<br>269                        | \$<br>200                            | \$ | 1,625                                | \$<br>(38)                                  | \$ | 1,587   | \$<br>(84)                            |
| Italy                             |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>_                         | \$<br>_                      | \$<br>1,710                      | \$<br>472                            | \$ | 2,182                                | \$<br>(1,839)                               | \$ | 343   | \$<br>939                             |
| Financial institutions            | 1,970                           | 4                            | 254                              | 23                                   |    | 2,251                                | (878)                                       |    | 1,373   | (25)                                  |
| Corporates                        | 1,565                           | 2,749                        | 111                              | 307                                  |    | 4,732                                | (1,244)                                     |    | 3,488   | 331                                   |
| Total Italy                       | \$<br>3,535                     | \$<br>2,753                  | \$<br>2,075                      | \$<br>802                            | \$ | 9,165                                | \$<br>(3,961)                               | \$ | 5,204   | \$<br>1,245                           |
| Portugal                          |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>—                         | \$<br>_                      | \$<br>20                         | \$<br>22                             | \$ | 42                                   | \$<br>(37)                                  | \$ | 5   | \$<br>(12)                            |
| Financial institutions            | 5                               | —                            | 2                                | 25                                   |    | 32                                   | (70)  |    | (38)  | (63)                                  |
| Corporates                        | 66                              | 99                           | 2                                | 3                                    |    | 170                                  | (201)                                       |    | (31)  | (132)                                 |
| Total Portugal                    | \$<br>71                        | \$<br>99                     | \$<br>24                         | \$<br>50                             | \$ | 244                                  | \$<br>(308)                                 | \$ | (64)  | \$<br>(207)                           |
| Spain                             |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>34                        | \$<br>_                      | \$<br>53                         | \$<br>118                            | \$ | 205                                  | \$<br>(67)                                  | \$ | 138   | \$<br>326                             |
| Financial institutions            | 832                             | 6                            | 107                              | 38                                   |    | 983                                  | (254)                                       |    | 729   | (115)                                 |
| Corporates                        | 1,744                           | 967                          | 43                               | 137                                  |    | 2,891                                | (851)                                       |    | 2,040   | 41                                    |
| Total Spain                       | \$<br>2,610                     | \$<br>973                    | \$<br>203                        | \$<br>293                            | \$ | 4,079                                | \$<br>(1,172)                               | \$ | 2,907   | \$<br>252                             |
| Total                             |                                 |                              |                                  |                                      |    |                                      |   |    |   |                                       |
| Sovereign                         | \$<br>53                        | \$<br>-                      | \$<br>1,807                      | \$<br>760                            | \$ | 2,620                                | \$<br>(1,953)                               | \$ | 667   | \$<br>1,332                           |
| Financial institutions            | 3,156                           | 29                           | 571                              | 123                                  |    | 3,879                                | (1,230)                                     |    | 2,649   | (262)                                 |
| Corporates                        | 3,881                           | 4,267                        | 205                              | 513                                  |    | 8,866                                | (2,363)                                     |    | 6,503   | 121                                   |
| Total select European<br>exposure | \$<br>7,090                     | \$<br>4,296                  | \$<br>2,583                      | \$<br>1,396                          | \$ | 15,365                               | \$<br>(5,546)                               | \$ | 9,819   | \$<br>1,191                           |

 exposure
 \$
 7,090
 \$
 4,296
 \$
 2,583
 \$
 1,396
 \$
 15,365
 \$
 (5,546)
 \$
 9,819
 \$
 1,191

 (1) Includes loans, leases and other extensions of credit and funds, including letters of credit and funds, including letters of credit and tanks including letters of credit default swaps, and secured financing transactions. Derivative exposures are presented net \$\$29 billion in collateral, which is predominantly cash, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of legges or credit default protection.
 Net of tanks in the notional amount of reverse repurchases transactions and securities seposures are netted on a single-name test of below, zero by short exposures of \$7.0 billion and net credit default swaps purchased, and \$16 million of net indexed and tranched credit default protection purchased and \$1.6 billion in net indexed and tranched credit default swaps purchased, to hedge loans and securities \$2.0 billion in additional credit default protection purchased and \$1.6 billion in net indexed and tranched credit default swaps purchased, to hedge loans and securities \$2.0 billion in additional credit default protection purchased and fanched credit default swaps purchased, net of redit default swapseres are credit default protection purchased and fan

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)

|  |          | June 30, 2013 | Marc | h 31, 2013 | D  | ecember 31,<br>2012 | Se | ptember 30,<br>2012 | Ju | ne 30, 2012 |
|--|----------|---------------|------|------------|----|---------------------|----|---------------------|----|-------------|
| Residential mortgage <sup>(1)</sup>  | \$       | 14,316        | \$   | 15,001     | \$ | 15,055              | \$ | 15,440              | \$ | 14,876      |
| Home equity <sup>(1)</sup>   |          | 4,151         |      | 4,196      |    | 4,282               |    | 4,276               |    | 4,209       |
| Direct/Indirect consumer   |          | 72            |      | 84         |    | 92                  |    | 36                  |    | 35          |
| Other consumer   |          | 1             |      | 1          |    | 2                   |    | 1                   |    | 1           |
| Total consumer   |          | 18,540        |      | 19,282     |    | 19,431              |    | 19,753              |    | 19,121      |
| U.S. commercial  |          | 1,279         |      | 1,354      |    | 1,484               |    | 1,609               |    | 1,841       |
| Commercial real estate   |          | 627           |      | 1,139      |    | 1,513               |    | 2,028               |    | 2,498       |
| Commercial lease financing   |          | 10            |      | 19         |    | 44                  |    | 33                  |    | 39          |
| Non-U.S. commercial  |          | 80            |      | 112        |    | 68                  |    | 139                 |    | 194         |
|  |          | 1,996         |      | 2,624      |    | 3,109               |    | 3,809               |    | 4,572       |
| U.S. small business commercial   |          | 107           |      | 110        |    | 115                 |    | 139                 |    | 143         |
| Total commercial   |          | 2,103         |      | 2,734      |    | 3,224               |    | 3,948               |    | 4,715       |
| Total nonperforming loans and leases   |          | 20,643        |      | 22,016     |    | 22,655              |    | 23,701              |    | 23,836      |
| Foreclosed properties (2)  |          | 637           |      | 826        |    | 900                 |    | 1,224               |    | 1,541       |
| Total nonperforming loans, leases and foreclosed properties <sup>(3, 4, 5)</sup>                                   | <u>s</u> | 21,280        | \$   | 22,842     | \$ | 23,555              | \$ | 24,925              | \$ | 25,377      |
| Fully-insured home loans past due 90 days or more and still accruing   | s        | 20,604        | \$   | 21,617     | \$ | 22,157              | \$ | 21,817              | \$ | 22,287      |
| Consumer credit card past due 90 days or more and still accruing   |          | 1,325         |      | 1,541      |    | 1,649               |    | 1,695               |    | 1,847       |
| Other loans past due 90 days or more and still accruing  |          | 662           |      | 655        |    | 776                 |    | 807                 |    | 865         |
| Total loans past due 90 days or more and still accruing <sup>(4, 6, 7)</sup>                                       | <u>s</u> | 22,591        | \$   | 23,813     | \$ | 24,582              | \$ | 24,319              | \$ | 24,999      |
| Nonperforming loans, leases and foreclosed properties/Total assets <sup>(8)</sup>                                  |          | 1.01 %        |      | 1.05 %     |    | 1.07%               |    | 1.15%               |    | 1.18%       |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(8)</sup> |          | 2.33          |      | 2.53       |    | 2.62                |    | 2.81                |    | 2.87        |
| Nonperforming loans and leases/Total loans and leases <sup>(8)</sup>   |          | 2.26          |      | 2.44       |    | 2.52                |    | 2.68                |    | 2.70        |
| Commercial utilized reservable criticized exposure <sup>(9)</sup>  | s        | 14,928        | \$   | 15,006     | \$ | 15,936              | \$ | 17,374              | \$ | 20,442      |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure <sup>(9)</sup>          |          | 3.62 %        |      | 3.75%      |    | 4.10%               |    | 4.69%               |    | 5.64%       |
| Total commercial utilized criticized exposure/Commercial utilized exposure <sup>(9)</sup>                          |          | 3.64          |      | 4.08       |    | 4.40                |    | 5.03                |    | 5.92        |
|  |          |               |      |            |    |                     |    |                     |    |             |

(1) During the fourth and third quarters of 2012, as a result of regulatory guidance, we changed the treatment of loans discharged in Chapter 7 bankruptcy to write down these loans to collateral value and classify as nonperforming. As a result of this change, we reclassified residential mortgage loans of \$49 million, home equity loans of \$5 million and direct/indirect consumer loans of \$58 million to nonperforming as of December 31, 2012, and residential mortgage loans of \$567 million and home equity loans of \$483 million as of September 30, 2012. Prior period amounts have not been restated.

(3) Balances do not include past due consumer redit card, consumer loans scured by treal estate where repayments are insured by the Federal Housing Administration and have entered foreclosure & Administration and individually insured long-term stand-by agreements (fully-insured home loans), and

 general, other consumer and commercial loans not secured by real estate
 and a not include number and commercial loans not secured by real estate
 and
 ances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan

December 31, September 30, (5) Balances do not include the following: June 30, 2013 March 31, 2013 2012 2012 June 30, 2012 Nonperforming loans held-for-sale s 891 \$ 1,050 s 1,059 \$ 1,397 \$ 1,363 Nonperforming loans accounted for under the fair value option 398 412 401 458 453

Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 512 521 461 485 540 (6) Balances do not include loans held-for-sale past due 90 days or more and still accruing of \$17 million, \$18 million, \$130 million, \$26 million and \$31 million and \$31 million and \$31, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, respectively. At June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012, there were no loans accounted for under the fair value option past due 90 days or more and still accruing interest.
 (7) These balances are excluded from total nonperforming loans, leases and foreclosed

properties. (8) Total assets and total loans and leases do not include loans accounted for under the fair value option 689.5 billion, \$8.8 billion, \$9.0 billion, \$7.6 billion and \$8.4 billion at June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and (9) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option
 (9) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option

and other nonreservable exposure

Certain prior period amounts have been reclassified to conform to current period presentation

This information is preliminary and based on company data available at the time of the presentation

# Nonperforming Loans, Leases and Foreclosed Properties Activity (1)

| (Dollars in millions)  |                           |                          |                               |                          |      |    |                           |
|--|---------------------------|--------------------------|-------------------------------|--------------------------|------|----|---------------------------|
|  | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | <br>Fourth<br>Quarter<br>2012 | Third<br>Quarter<br>2012 |      | (  | Second<br>Quarter<br>2012 |
| Nonperforming Consumer Loans and Leases:   |                           |                          |                               |                          |      |    |                           |
| Balance, beginning of period   | \$<br>19,282              | \$ 19,431                | \$<br>19,753                  | \$ 19,                   | 121  | \$ | 19,724                    |
| Additions to nonperforming loans and leases:   |                           |                          |                               |                          |      |    |                           |
| New nonperforming loans and leases   | 2,289                     | 2,661                    | 3,211                         | 3,                       | 306  |    | 3,259                     |
| Implementation of change in treatment of loans discharged in bankruptcies <sup>(2)</sup> | n/a                       | n/a                      | 112                           | 1,                       | 050  |    | n/a                       |
| Reductions to nonperforming loans and leases:  |                           |                          |                               |                          |      |    |                           |
| Paydowns and payoffs   | (695)                     | (680)                    | (968)                         | (                        | 822) |    | (858)                     |
| Sales  | (175)                     | _                        | (47)                          |                          | _    |    | _                         |
| Returns to performing status <sup>(3)</sup>  | (1,139)                   | (943)                    | (1,076)                       | (                        | 943) |    | (1,271)                   |
| Charge-offs <sup>(4)</sup>   | (932)                     | (1,072)                  | (1,439)                       | (1,                      | 827) |    | (1,541)                   |
| Transfers to foreclosed properties   | (90)                      | (115)                    | (115)                         | (                        | 132) |    | (192)                     |
| Total net additions (reductions) to nonperforming loans and leases                       | (742)                     | (149)                    | <br>(322)                     |                          | 532  |    | (603)                     |
| Total nonperforming consumer loans and leases, end of period                             | <br>18,540                | 19,282                   | <br>19,431                    | 19,                      | 753  |    | 19,121                    |
| Foreclosed properties  | <br>508                   | 620                      | <br>650                       |                          | 799  |    | 1,108                     |
| Nonperforming consumer loans, leases and foreclosed properties, end of period            | \$<br>19,048              | \$ 19,902                | \$<br>20,081                  | \$ 20,                   | 552  | \$ | 20,229                    |

#### Nonperforming Commercial Loans and Leases<sup>(5)</sup>:

| Balance, beginning of period  | \$<br>2,734 | \$<br>3,224 | \$<br>3,948 | \$<br>4,715 | \$<br>5,751 |
|---|-------------|-------------|-------------|-------------|-------------|
| Additions to nonperforming loans and leases:                                    |             |             |             |             |             |
| New nonperforming loans and leases  | 269         | 350         | 473         | 474         | 788         |
| Advances  | 3           | 6           | 5           | 42          | 14          |
| Reductions to nonperforming loans and leases:                                   |             |             |             |             |             |
| Paydowns  | (312)       | (328)       | (445)       | (548)       | (806)       |
| Sales   | (171)       | (147)       | (198)       | (113)       | (392)       |
| Return to performing status <sup>(6)</sup>                                      | (243)       | (167)       | (249)       | (262)       | (152)       |
| Charge-offs   | (170)       | (177)       | (273)       | (221)       | (379)       |
| Transfers to foreclosed properties  | (7)         | (21)        | (37)        | (93)        | (109)       |
| Transfers to loans held-for-sale  | <br>_       | <br>(6)     | _           | <br>(46)    | _           |
| Total net reductions to nonperforming loans and leases                          | <br>(631)   | <br>(490)   | <br>(724)   | <br>(767)   | (1,036)     |
| Total nonperforming commercial loans and leases, end of period                  | 2,103       | 2,734       | 3,224       | 3,948       | 4,715       |
| Foreclosed properties   | 129         | <br>206     | <br>250     | <br>425     | 433         |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$<br>2,232 | \$<br>2,940 | \$<br>3,474 | \$<br>4,373 | \$<br>5,148 |

(1) For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes thonperforming Loans, Leases and Foreclosed Propertiestable on

(2) During the fourth and third quarters of 2012, as a result of regulatory guidance, we changed the treatment of loans discharged in Chapter 7 bankruptcy to write down these loans to collateral value and classify as nonperforming. Prior period amounts

(a) During the fourma and third quarters of 2012, as a result of regulatory guadance, we changed the treatment of loans discharged in Chapter / bankrupicy to write down these loans to contacteral value and classify as hotperforming. Prior period amounts have not be restated.
 (b) Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.
 (4) Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and accordingly are excluded for the full prior period.

from this table.

(5) Includes U.S. small business commercial activity. Small business card loans are excluded as they are not classified as

nonperforming. (6) Commercial loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected or when the loan otherwise becomes well-secured and is in the process of collection. Troubled debt restructurings are generally classified as performing after a sustained period of demonstrated payment performance.

n/a = not applicable

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Quarterly Net Charge-offs and Net Charge-off Ratios (1, 2, 3, 4)

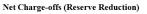
(Dollars in millions)

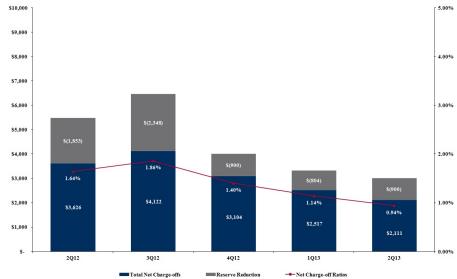
|                                       |    | Seco<br>Quai<br>201 | rter    | <br>Firs<br>Quar<br>201 | ter     |    | Four<br>Quar<br>201 | ter     |    | Thir<br>Quart<br>2012 | ter     |    | Seco<br>Quar<br>201 | rter    |
|---------------------------------------|----|---------------------|---------|-------------------------|---------|----|---------------------|---------|----|-----------------------|---------|----|---------------------|---------|
| let Charge-offs                       | A  | mount               | Percent | Amount                  | Percent | A  | Amount              | Percent | 1  | Amount                | Percent | I  | Amount              | Percent |
| Residential mortgage                  | \$ | 271                 | 0.43 %  | \$<br>383               | 0.60 %  | \$ | 729                 | 1.14%   | \$ | 720                   | 1.10 %  | \$ | 749                 | 1.14    |
| Home equity                           |    | 486                 | 1.92    | 684                     | 2.62    |    | 768                 | 2.77    |    | 1,623                 | 5.55    |    | 893                 | 3.00    |
| U.S. credit card                      |    | 917                 | 4.10    | 947                     | 4.19    |    | 978                 | 4.19    |    | 1,079                 | 4.60    |    | 1,244               | 5.27    |
| Non-U.S. credit card                  |    | 104                 | 3.93    | 112                     | 4.14    |    | 119                 | 3.62    |    | 124                   | 3.70    |    | 135                 | 3.97    |
| Direct/Indirect consumer              |    | 86                  | 0.42    | 124                     | 0.61    |    | 195                 | 0.94    |    | 161                   | 0.78    |    | 181                 | 0.86    |
| Other consumer                        |    | 51                  | 11.57   | 52                      | 12.76   |    | 64                  | 15.78   |    | 63                    | 9.53    |    | 49                  | 7.71    |
| Total consumer                        |    | 1,915               | 1.42    | <br>2,302               | 1.70    |    | 2,853               | 2.04    |    | 3,770                 | 2.64    |    | 3,251               | 2.25    |
| U.S. commercial <sup>(5)</sup>        |    | 43                  | 0.09    | <br>45                  | 0.09    |    | 27                  | 0.05    |    | 55                    | 0.12    |    | 94                  | 0.20    |
| Commercial real estate                |    | 44                  | 0.43    | 93                      | 0.96    |    | 84                  | 0.88    |    | 91                    | 0.97    |    | 77                  | 0.83    |
| Commercial lease financing            |    | (5)                 | (0.08)  | (10)                    | (0.18)  |    | 1                   | 0.02    |    | (12)                  | (0.22)  |    | 14                  | 0.2     |
| Non-U.S. commercial                   |    | 16                  | 0.08    | (15)                    | (0.08)  |    | 17                  | 0.12    |    | 9                     | 0.06    |    | 7                   | 0.00    |
|                                       |    | 98                  | 0.11    | 113                     | 0.14    |    | 129                 | 0.16    |    | 143                   | 0.19    |    | 192                 | 0.20    |
| U.S. small business commercial        |    | 98                  | 3.15    | 102                     | 3.33    |    | 122                 | 3.86    |    | 209                   | 6.59    |    | 183                 | 5.74    |
| Total commercial                      |    | 196                 | 0.22    | 215                     | 0.25    |    | 251                 | 0.30    |    | 352                   | 0.45    |    | 375                 | 0.49    |
| Total net charge-offs                 | \$ | 2,111               | 0.94    | \$<br>2,517             | 1.14    | \$ | 3,104               | 1.40    | \$ | 4,122                 | 1.86    | \$ | 3,626               | 1.64    |
| y Business Segment                    |    |                     |         |                         |         |    |                     |         |    |                       |         |    |                     |         |
| Consumer & Business Banking           | \$ | 1,158               | 2.84 %  | \$<br>1,241             | 3.03 %  | \$ | 1,383               | 3.29%   | \$ | 1,539                 | 3.62 %  | \$ | 1,707               | 3.96    |
| Consumer Real Estate Services         |    | 465                 | 2.09    | 660                     | 2.91    |    | 732                 | 3.05    |    | 1,567                 | 6.15    |    | 845                 | 3.25    |
| Global Banking                        |    | 78                  | 0.12    | 68                      | 0.12    |    | 132                 | 0.23    |    | 76                    | 0.14    |    | 121                 | 0.23    |
| Global Markets                        |    | (1)                 | _       | 2                       | 0.01    |    | 1                   | 0.01    |    | _                     | _       |    | _                   | _       |
| Global Wealth & Investment Management |    | 51                  | 0.19    | 61                      | 0.23    |    | 91                  | 0.35    |    | 97                    | 0.38    |    | 88                  | 0.36    |
| All Other                             |    | 360                 | 0.60    | 485                     | 0.80    |    | 765                 | 1.23    |    | 843                   | 1.31    |    | 865                 | 1.32    |
| Total net charge-offs                 | \$ | 2,111               | 0.94    | \$<br>2,517             | 1.14    | \$ | 3,104               | 1.40    | \$ | 4,122                 | 1.86    | \$ | 3,626               | 1.64    |

(1) Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.97, 1.18, 1.44, 1.93 and 1.69 for the three months endedJune 30, 2013, March 31, 2013, December 31, 2012,

creati-impared loan portfolio, total annualized net charge-offs as a percentage of total average loans and teases outstanding were 0.97, 1.18, 1.44, 1.95 and 1.09 for the three months ended/une 30, 2013, March 31, 2015, December 31, 2012, September 30, 2012 and September 31, 2012, respectively.
(2) Excludes write-offs of purchased credit-impaired loans of 313 million, \$1.1 billion and \$1.7 billion for the three months ended/une 30, 2013, March 31, 2012, Including the write-offs of purchased credit-impaired loans of 313 million, \$3.1 billion and \$1.7 billion \$1.1 billion and \$1.7 billion and \$1.7 billion \$1.0 billion and \$1.7 billion \$1.0 billion \$1.0

(5) Excludes U.S. small business commercial loans.





Certain prior period amounts have been reclassified to conform to current period presentation.

# Year-to-Date Net Charge-offs and Net Charge-off Ratios (1, 2)

|                                |         | Six Months H | as Ended June 30 |         |  |  |  |  |  |
|--------------------------------|---------|--------------|------------------|---------|--|--|--|--|--|
|                                |         | 2013         | 2                | 012     |  |  |  |  |  |
| et Charge-offs                 | Amount  | Percent      | Amount           | Percent |  |  |  |  |  |
| Residential mortgage           | \$ 65   | 4 0.51 %     | \$ 1,662         | 1.25%   |  |  |  |  |  |
| Home equity                    | 1,17    | 0 2.27       | 1,851            | 3.07    |  |  |  |  |  |
| U.S. credit card               | 1,86    | 4 4.14       | 2,575            | 5.36    |  |  |  |  |  |
| Non-U.S. credit card           | 21      | 6 4.03       | 338              | 4.89    |  |  |  |  |  |
| Direct/Indirect consumer       | 21      | 0 0.51       | 407              | 0.95    |  |  |  |  |  |
| Other consumer                 | 10      | 3 12.15      | 105              | 8.15    |  |  |  |  |  |
| Total consumer                 | 4,21    | 7 1.56       | 6,938            | 2.37    |  |  |  |  |  |
| U.S. commercial <sup>(3)</sup> |         | 8 0.09       | 160              | 0.18    |  |  |  |  |  |
| Commercial real estate         | 13      | 7 0.69       | 209              | 1.10    |  |  |  |  |  |
| Commercial lease financing     | (1      | 5) (0.13)    | 5                | 0.04    |  |  |  |  |  |
| Non-U.S. commercial            |         | 1 —          | 2                | 0.01    |  |  |  |  |  |
|                                | 21      | 1 0.12       | 376              | 0.26    |  |  |  |  |  |
| U.S. small business commercial | 20      | 0 3.24       | 368              | 5.68    |  |  |  |  |  |
| Total commercial               | 41      | 1 0.23       | 744              | 0.48    |  |  |  |  |  |
| Total net charge-offs          | \$ 4,62 | 8 1.04       | \$ 7,682         | 1.72    |  |  |  |  |  |

By Business Segment

| \$<br>2,399   | 2.94 % \$                       | 3,531  | 3.99%   |
|---------------|---------------------------------|--|---|
| 1,125         | 2.51                            | 1,760  | 3.34  |
| 146           | 0.12                            | 228  | 0.21  |
| 1             | _                               | 13   | 0.08  |
| 112           | 0.21                            | 182  | 0.37  |
| 845           | 0.71                            | 1,968  | 1.48  |
| \$<br>4,628   | 1.04 \$                         | 7,682  | 1.72  |
| s<br><u>s</u> | 1,125<br>146<br>1<br>112<br>845 | 1,125     2.51       146     0.12       1        112     0.21       845     0.71 | 1,125     2.51     1,760       146     0.12     228       1      13       112     0.21     182       845     0.71     1,968 |

Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 1.07 and 1.78 for the six months ended June 30, 2013 and 2012.
 Excludes write-offs of consumer purchased credit-impaired loans of \$1.2 billion for the six months endedJune 30, 2013. There were no write-offs of purchased credit-impaired loans for the six months endedJune 30, 2012. Including the write-offs of purchased credit-impaired loans, stat annualized net charge-offs and purchased credit-impaired loans, stat annualized net charge-offs and purchased credit-impaired loans, stat annualized net charge-offs and purchased credit-impaired loans and leases outstanding were 1.29 for the six months ended June 30, 2013.
 Excludes U.S. small business commercial loans

loans.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Allocation of the Allowance for Credit Losses by Product Type

(Dollars in millions)

|  |           | June 30, 20            | 13  |           | March 31, 20           | 13  |           | June 30, 201           | 2   |
|--|-----------|------------------------|---|-----------|------------------------|---|-----------|------------------------|---|
| Allowance for loan and lease losses      | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding <sup>(1)</sup> | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding <sup>(1)</sup> | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding <sup>(1)</sup> |
| Residential mortgage                     | \$ 6,071  | 28.59%                 | 2.39 %  | \$ 6,731  | 29.99%                 | 2.62%   | \$ 7,970  | 26.32%                 | 3.04%   |
| Home equity                              | 6,325     | 29.79                  | 6.32  | 6,707     | 29.89                  | 6.50  | 11,994    | 39.60                  | 10.16   |
| U.S. credit card                         | 4,468     | 21.04                  | 4.94  | 4,506     | 20.08                  | 5.00  | 5,228     | 17.26                  | 5.54  |
| Non-U.S. credit card                     | 498       | 2.34                   | 4.82  | 572       | 2.55                   | 5.38  | 777       | 2.57                   | 5.79  |
| Direct/Indirect consumer                 | 603       | 2.84                   | 0.72  | 690       | 3.08                   | 0.85  | 875       | 2.89                   | 1.05  |
| Other consumer                           | 102       | 0.48                   | 5.68  | 106       | 0.47                   | 6.24  | 144       | 0.47                   | 5.59  |
| Total consumer                           | 18,067    | 85.08                  | 3.35  | 19,312    | 86.06                  | 3.55  | 26,988    | 89.11                  | 4.70  |
| U.S. commercial <sup>(2)</sup>           | 1,874     | 8.83                   | 0.85  | 1,866     | 8.31                   | 0.87  | 2,016     | 6.66                   | 1.02  |
| Commercial real estate                   | 801       | 3.77                   | 1.90  | 815       | 3.63                   | 2.09  | 967       | 3.19                   | 2.65  |
| Commercial lease financing               | 87        | 0.41                   | 0.37  | 85        | 0.38                   | 0.36  | 80        | 0.26                   | 0.37  |
| Non-U.S. commercial                      | 406       | 1.91                   | 0.47  | 363       | 1.62                   | 0.44  | 237       | 0.78                   | 0.44  |
| Total commercial <sup>(3)</sup>          | 3,168     | 14.92                  | 0.85  | 3,129     | 13.94                  | 0.87  | 3,300     | 10.89                  | 1.07  |
| Allowance for loan and lease losses      | 21,235    | 100.00%                | 2.33  | 22,441    | 100.00%                | 2.49  | 30,288    | 100.00%                | 3.43  |
| Reserve for unfunded lending commitments | 474       |                        |   | 486       |                        |   | 574       |                        |   |
| Allowance for credit losses              | \$ 21,709 |                        |   | \$ 22,927 |                        |   | \$ 30,862 |                        |   |

#### Asset Quality Indicators

| Allowance for loan and lease losses/Total loans and leases <sup>(4)</sup>  | 2.33 % | 2.49% | 3.43 % |
|--|--------|-------|--------|
| Allowance for loan and lease losses (excluding the valuation<br>allowance for purchased credit-impaired loans)/Total loans and<br>leases (excluding purchased credit-impaired loans) <sup>(4, 5)</sup> | 1.96   | 2.06  | 2.50   |
| Allowance for loan and lease losses/Total nonperforming loans<br>and leases (6)  | 103    | 102   | 127    |
| Allowance for loan and lease losses (excluding the valuation<br>allowance for purchased credit-impaired loans)/Total<br>nonperforming loans and leases <sup>(5)</sup>                                  | 84     | 82    | 90     |
| Ratio of the allowance for loan and lease losses/Annualized net<br>charge-offs (7)   | 2.51   | 2.20  | 2.08   |
| Ratio of the allowance for loan and lease losses (excluding<br>purchased credit-impaired loans)/Annualized net charge-offs <sup>(5)</sup>  | 2.04   | 1.76  | 1.46   |
| Ratio of the allowance for loan and lease losses/Annualized net<br>charge-offs and purchased credit-impaired write-offs (8)  | 2.18   | 1.65  | 2.08   |

Ratios are calculated as allowance for loan and lease losses as a percentage of loans and lease outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of \$1.1 billion, \$1.0 billion and \$1.2 billion \$1.4 billion, \$5.7 billion \$1.4 billion, \$5.7 billion \$1.4 billion, \$5.7 billion and \$5.4 billion \$1.4 billion \$1.2 billion and \$5.4 billion \$1.4 billion \$1.5 billion

respectively.
(3) Includes allowance for loan and lease losses for impaired commercial loans of 328 million, \$408 million and \$603 million at June 30, 2013, March 31, 2013 and June 30, 2012,

respectively.
(4) Total loans and leases do not include loans accounted for under the fair value option of \$9.5 billion, \$8.8 billion and \$8.4 billion at June 30, 2013, March 31, 2013 and June 30, 2012,

respectively. (5) Excludes valuation allowance on purchased credit-impaired loans o\$3.9 billion, \$4.5 billion and \$9.0 billion at June 30, 2013, March 31, 2013 and June 30, 2012,

(5) Excludes valuation allowance on purchased credit-impaired loans o\$3.9 billion, \$4.5 billion and \$9.0 billion at June 30, 2013, March 31, 2013 and June 30, 2012, respectively.
(6) Allowance for loan and lease losses includes\$9.9 billion, \$10.7 billion and \$16.3 billion allocated to products (primarily the Consumer Lending portfolios within*Consumer & Business Banking* and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at June 30, 2013, March 31, 2013 and June 30, 2012, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wa\$\$\$ percent, 53 percent and 59 percent at June 30, 2013, March 31, 2013 and June 30, 2012, respectively.
(7) Net charge-offs exclude \$313 million and \$839 million of write-offs in the purchased credit-impaired loan portfolio afune 30, 2013 and March 31, 2013 and June 30, 2012, respectively.
(8) There were no write-offs of purchased credit-impaired loans afune 30, 2012.
(9) There were no write-offs of purchased credit-impaired loans afune 30, 2012.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

### **Exhibit A: Non-GAAP Reconciliations**

# Bank of America Corporation and Subsidiaries

# **Reconciliations to GAAP Financial Measures**

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis, provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statury tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity around which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average shareholders' equity around which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity. The tangible common equity ratio represents adjusted average shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by ending common equity ratio ending common shareholders' equity divided by ending common endity ratio. These measures are used to evaluate the Corporation's use of equity (

Effective January 1, 2013, on a prospective basis, the Corporation adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) nova also considers the effect of regulatory capital requirements in addition to internal risk-based economic sapital models. The Corporation's internal risk-based aconomic capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. The capital allocated to the Corporation's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Corporation's business segments is subject to change over time.

See the tables below and on pages48-50 for reconciliations of these non-GAAP financial measures with financial measures defined by GAAP for the months ended June 30, 2013 and 2012 and the three months ended June 30, 2013, March 31, 2013, December 31, 2012, September 30, 2012 and June 30, 2012. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|  | <br>Six Mont<br>Jun | ths En<br>1e 30 | ded    |    | Second          | First               | Fourth              | Third               | Second              |
|--|---------------------|-----------------|--------|----|-----------------|---------------------|---------------------|---------------------|---------------------|
| Reconcillation of net interest income to net interest income on a fully taxable-equivalent basis | <br>2013            |                 | 2012   |    | Quarter<br>2013 | <br>Quarter<br>2013 | <br>Quarter<br>2012 | <br>Quarter<br>2012 | <br>Quarter<br>2012 |
| Net interest income  | \$<br>21,213        | \$              | 20,394 | \$ | 10,549          | \$<br>10,664        | \$<br>10,324        | \$<br>9,938         | \$<br>9,548         |
| Fully taxable-equivalent adjustment  | <br>433             |                 | 441    |    | 222             | <br>211             | <br>231             | <br>229             | <br>234             |
| Net interest income on a fully taxable-equivalent basis  | \$<br>21,646        | \$              | 20,835 | \$ | 10,771          | \$<br>10,875        | \$<br>10,555        | \$<br>10,167        | \$<br>9,782         |

Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis

| Total revenue, net of interest expense                                     | \$<br>45,924 | \$<br>44,246 | \$<br>22,727 | \$<br>23,197 | \$<br>18,660 | \$<br>20,428 | \$<br>21,968 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Fully taxable-equivalent adjustment  | <br>433      | <br>441      | 222          | <br>211      | 231          | <br>229      | <br>234      |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$<br>46,357 | \$<br>44,687 | \$<br>22,949 | \$<br>23,408 | \$<br>18,891 | \$<br>20,657 | \$<br>22,202 |

Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis

| Income tax expense (benefit)                                     | \$<br>1,987 | \$<br>750   | \$<br>1,486 | \$<br>501 | \$<br>(2,636) | \$<br>770 | s  | 684 |
|--|-------------|-------------|-------------|-----------|---------------|-----------|----|-----|
| Fully taxable-equivalent adjustment                              | 433         | 441         | 222         | 211       | 231           | 229       |    | 234 |
| Income tax expense (benefit) on a fully taxable-equivalent basis | \$<br>2,420 | \$<br>1,191 | \$<br>1,708 | \$<br>712 | \$<br>(2,405) | \$<br>999 | \$ | 918 |

Reconciliation of average common shareholders' equity to average tangible common shareholders' equity

| Common shareholders' equity                             | \$ 21 | 8,509  | \$ 215,466 | \$<br>218,790 | \$<br>218,225 | \$<br>219,744 | \$<br>217,273 | \$<br>216,782 |
|---|-------|--------|------------|---------------|---------------|---------------|---------------|---------------|
| Goodwill  | (69   | 9,937) | (69,971)   | (69,930)      | (69,945)      | (69,976)      | (69,976)      | (69,976)      |
| Intangible assets (excluding mortgage servicing rights) | (     | 6,409) | (7,701)    | (6,270)       | (6,549)       | (6,874)       | (7,194)       | (7,533)       |
| Related deferred tax liabilities                        | :     | 2,393  | 2,663      | 2,360         | 2,425         | 2,490         | <br>2,556     | 2,626         |
| Tangible common shareholders' equity                    | \$ 14 | 4,556  | \$ 140,457 | \$<br>144,950 | \$<br>144,156 | \$<br>145,384 | \$<br>142,659 | \$<br>141,899 |

Reconciliation of average shareholders' equity to average tangible shareholders' equity

| Shareholders' equity                                    | \$<br>236,024 | \$<br>234,062 | \$<br>235,063 | \$<br>236,995 | \$<br>238,512 | \$<br>236,039 | \$<br>235,558 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Goodwill  | (69,937)      | (69,971)      | (69,930)      | (69,945)      | (69,976)      | (69,976)      | (69,976)      |
| Intangible assets (excluding mortgage servicing rights) | (6,409)       | (7,701)       | (6,270)       | (6,549)       | (6,874)       | (7,194)       | (7,533)       |
| Related deferred tax liabilities                        | <br>2,393     | <br>2,663     | 2,360         | 2,425         | 2,490         | <br>2,556     | <br>2,626     |
| Tangible shareholders' equity                           | \$<br>162,071 | \$<br>159,053 | \$<br>161,223 | \$<br>162,926 | \$<br>164,152 | \$<br>161,425 | \$<br>160,675 |

Certain prior period amounts have been reclassified to conform to current period presentation.

# Exhibit A: Non-GAAP Reconciliations (continued)

# Bank of America Corporation and Subsidiaries

# **Reconciliations to GAAP Financial Measures**

| (Dollars in millions)   | Six Months I<br>June 30 |                |    | ded       | 1          |                   | First |           | Fourth   |           | m. :a |                  |    |                   |
|---|-------------------------|----------------|----|-----------|------------|-------------------|-------|-----------|--|-----------|-------|------------------|----|-------------------|
|   |                         | June 3<br>2013 |    |           |            | Second<br>Quarter |       | Quarter   | (6,684)<br>2,428<br>\$ 143,956<br>\$ 236,956<br>(69,976)<br>(6,684)<br>2,428<br>\$ 162,724<br>\$ 2,209,974<br>(69,976) |           |       | Third<br>Quarter |    | Second<br>Quarter |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareh | olders' eq              |                |    | 2012      | ۱ <u> </u> | 2013              |       | 2013      |  | 2012      |       | 2012             |    | 2012              |
| Common shareholders' equity   | \$                      | 216,791        | \$ | 217,213   | \$         | 216,791           | \$    | 218,513   | \$   | 218,188   | \$    | 219,838          | \$ | 217,213           |
| Goodwill  |                         | (69,930)       |    | (69,976)  |            | (69,930)          |       | (69,930)  |  | (69,976)  |       | (69,976)         |    | (69,976           |
| ntangible assets (excluding mortgage servicing rights)  |                         | (6,104)        |    | (7,335)   |            | (6,104)           |       | (6,379)   |  | (6,684)   |       | (7,030)          |    | (7,335            |
| Related deferred tax liabilities  |                         | 2,297          |    | 2,559     |            | 2,297             |       | 2,363     |  | 2,428     |       | 2,494            |    | 2,559             |
| Tangible common shareholders' equity  | \$                      | 143,054        | \$ | 142,461   | \$         | 143,054           | \$    | 144,567   | \$   | 143,956   | \$    | 145,326          | \$ | 142,461           |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |                         |                |    |           |            |                   |       |           |  |           |       |                  |    |                   |
| Shareholders' equity  | \$                      | 231,032        | \$ | 235,975   | \$         | 231,032           | \$    | 237,293   | \$   | 236,956   | \$    | 238,606          | \$ | 235,975           |
| Goodwill  |                         | (69,930)       |    | (69,976)  |            | (69,930)          |       | (69,930)  |  | (69,976)  |       | (69,976)         |    | (69,976           |
| ntangible assets (excluding mortgage servicing rights)  |                         | (6,104)        |    | (7,335)   |            | (6,104)           |       | (6,379)   |  | (6,684)   |       | (7,030)          |    | (7,335            |
| Related deferred tax liabilities  |                         | 2,297          |    | 2,559     |            | 2,297             |       | 2,363     |  | 2,428     |       | 2,494            |    | 2,559             |
| Tangible shareholders' equity   | \$                      | 157,295        | \$ | 161,223   | \$         | 157,295           | \$    | 163,347   | \$   | 162,724   | \$    | 164,094          | \$ | 161,223           |
| Reconciliation of period-end assets to period-end tangible assets                             |                         |                |    |           |            |                   |       |           |  |           |       |                  |    |                   |
| Assets  | \$                      | 2,123,320      | \$ | 2,160,854 | \$         | 2,123,320         | \$    | 2,174,819 | \$   | 2,209,974 | \$    | 2,166,162        | \$ | 2,160,854         |
| Goodwill  |                         | (69,930)       |    | (69,976)  |            | (69,930)          |       | (69,930)  |  | (69,976)  |       | (69,976)         |    | (69,976           |
| intangible assets (excluding mortgage servicing rights)                                       |                         | (6,104)        |    | (7,335)   |            | (6,104)           |       | (6,379)   |  | (6,684)   |       | (7,030)          |    | (7,335            |
| Related deferred tax liabilities  |                         | 2,297          |    | 2,559     |            | 2,297             |       | 2,363     |  | 2,428     |       | 2,494            |    | 2,559             |
| Tangible assets   | s                       | 2,049,583      | \$ | 2,086,102 | \$         | 2,049,583         | \$    | 2,100,873 | \$   | 2,135,742 | \$    | 2,091,650        | s  | 2,086,102         |

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

# Exhibit A: Non-GAAP Reconciliations (continued)

# Bank of America Corporation and Subsidiaries

# **Reconciliations to GAAP Financial Measures**

| (Dollars in millions) |
|-----------------------|
|-----------------------|

| (Dollars in millions)   |          | Six Mont<br>Jur | ths En<br>1e 30 | ded      |    | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |    | Second<br>Quarter |
|---|----------|-----------------|-----------------|----------|----|-------------------|------------------|-------------------|------------------|----|-------------------|
| Reconciliation of return on average allocated capital/economic capital <sup>(1)</sup> | _        | 2013            |                 | 2012     |    | 2013              | <br>2013         | <br>2012          | <br>2012         |    | 2012              |
| Consumer & Business Banking   |          |                 |                 |          |    |                   |                  |                   |                  |    |                   |
| Reported net income   | \$       | 2,831           | \$              | 2,740    | \$ | 1,392             | \$<br>1,439      | \$<br>1,441       | \$<br>1,346      | \$ | 1,208             |
| Adjustment related to intangibles <sup>(2)</sup>                                      |          | 4               |                 | 7        |    | 2                 | <br>2            | <br>3             | <br>3            |    | 4                 |
| Adjusted net income   | 5        | 2,835           | \$              | 2,747    | \$ | 1,394             | \$<br>1,441      | \$<br>1,444       | \$<br>1,349      | \$ | 1,212             |
| Average allocated equity <sup>(3)</sup>   | s        | 62,070          | \$              | 55,880   | \$ | 62,058            | \$<br>62,083     | \$<br>56,673      | \$<br>56,413     | \$ | 55,987            |
| Adjustment related to goodwill and a percentage of intangibles                        |          | (32,070)        |                 | (32,198) |    | (32,058)          | <br>(32,083)     | (32,112)          | (32,142)         |    | (32,180)          |
| Average allocated capital/economic capital  | 5        | 30,000          | \$              | 23,682   | \$ | 30,000            | \$<br>30,000     | \$<br>24,561      | \$<br>24,271     | \$ | 23,807            |
| Global Banking  |          |                 |                 |          |    |                   |                  |                   |                  |    |                   |
| Reported net income   | \$       | 2,575           | \$              | 2,802    | \$ | 1,291             | \$<br>1,284      | \$<br>1,391       | \$<br>1,151      | \$ | 1,318             |
| Adjustment related to intangibles <sup>(2)</sup>                                      |          | 1               |                 | 2        |    | _                 | <br>1            | <br>1             | <br>1            | _  | 1                 |
| Adjusted net income   | \$       | 2,576           | \$              | 2,804    | \$ | 1,291             | \$<br>1,285      | \$<br>1,392       | \$<br>1,152      | \$ | 1,319             |
| Average allocated equity <sup>(3)</sup>   | S        | 45,412          | \$              | 41,677   | \$ | 45,416            | \$<br>45,407     | \$<br>41,546      | \$<br>42,066     | \$ | 41,903            |
| Adjustment related to goodwill and a percentage of intangibles                        |          | (22,412)        |                 | (22,434) |    | (22,416)          | <br>(22,407)     | <br>(22,423)      | <br>(22,427)     |    | (22,431)          |
| Average allocated capital/economic capital  | <u>s</u> | 23,000          | \$              | 19,243   | \$ | 23,000            | \$<br>23,000     | \$<br>19,123      | \$<br>19,639     | \$ | 19,472            |
| Global Markets  |          |                 |                 |          |    |                   |                  |                   |                  |    |                   |
| Reported net income (loss)  | \$       | 2,128           | \$              | 1,326    | \$ | 959               | \$<br>1,169      | \$<br>182         | \$<br>(275)      | \$ | 497               |
| Adjustment related to intangibles <sup>(2)</sup>                                      |          | 4               |                 | 5        |    | 2                 | <br>2            | <br>2             | <br>2            |    | 3                 |
| Adjusted net income (loss)  | 5        | 2,132           | \$              | 1,331    | \$ | 961               | \$<br>1,171      | \$<br>184         | \$<br>(273)      | \$ | 500               |
| Average allocated equity <sup>(3)</sup>   | \$       | 35,372          | \$              | 19,207   | \$ | 35,372            | \$<br>35,372     | \$<br>19,562      | \$<br>18,796     | \$ | 18,655            |
| Adjustment related to goodwill and a percentage of intangibles                        |          | (5,372)         |                 | (5,358)  |    | (5,372)           | <br>(5,372)      | <br>(5,378)       | <br>(5,382)      |    | (5,339)           |
| Average allocated capital/economic capital  | <u>s</u> | 30,000          | \$              | 13,849   | \$ | 30,000            | \$<br>30,000     | \$<br>14,184      | \$<br>13,414     | \$ | 13,316            |
| Global Wealth & Investment Management   |          |                 |                 |          |    |                   |                  |                   |                  |    |                   |
| Reported net income   | \$       | 1,478           | \$              | 1,098    | \$ | 758               | \$<br>720        | \$<br>576         | \$<br>571        | \$ | 548               |
| Adjustment related to intangibles <sup>(2)</sup>                                      |          | 9               |                 | 12       |    | 5                 | <br>4            | <br>5             | <br>6            |    | 6                 |
| Adjusted net income   | <u>s</u> | 1,487           | \$              | 1,110    | \$ | 763               | \$<br>724        | \$<br>581         | \$<br>577        | \$ | 554               |
| Average allocated equity <sup>(3)</sup>   | \$       | 20,311          | \$              | 17,107   | \$ | 20,300            | \$<br>20,323     | \$<br>18,489      | \$<br>18,199     | \$ | 17,391            |
| Adjustment related to goodwill and a percentage of intangibles                        |          | (10,311)        |                 | (10,391) |    | (10,300)          | <br>(10,323)     | <br>(10,340)      | <br>(10,359)     |    | (10,380)          |
| Average allocated capital/economic capital  | \$       | 10,000          | \$              | 6,716    | \$ | 10,000            | \$<br>10,000     | \$<br>8,149       | \$<br>7,840      | \$ | 7,011             |

For footnotes see page50.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.

### Exhibit A: Non-GAAP Reconciliations (continued)

### Bank of America Corporation and Subsidiaries

# **Reconciliations to GAAP Financial Measures**

| (Dollars in millions)  |           | Six Mont | ths En | ded      | 1  |                   |    |                  |    |                   |
|--|-----------|----------|--------|----------|----|-------------------|----|------------------|----|-------------------|
|  |           |          | ne 30  |          |    | Second<br>Quarter |    | First<br>Quarter |    | Second<br>Quarter |
|  |           | 2013     |        | 2012     |    | 2013              |    | 2013             |    | 2012              |
| Consumer & Business Banking                                    |           |          |        |          |    |                   |    |                  |    |                   |
| Deposits   |           |          |        |          |    |                   |    |                  |    |                   |
| Reported net income  | \$        | 882      | \$     | 637      | \$ | 484               | \$ | 398              | \$ | 225               |
| Adjustment related to intangibles <sup>(2)</sup>               |           |          |        | 1        |    | _                 |    | _                |    | 1                 |
| Adjusted net income  | <u>\$</u> | 882      | \$     | 638      | \$ | 484               | \$ | 398              | \$ | 226               |
|  |           |          |        |          |    |                   |    |                  |    |                   |
| Average allocated equity <sup>(3)</sup>                        | \$        | 35,404   | \$     | 32,540   | \$ | 35,403            | \$ | 35,407           | \$ | 32,862            |
| Adjustment related to goodwill and a percentage of intangibles |           | (20,004) |        | (20,027) |    | (20,003)          |    | (20,007)         | _  | (20,025)          |
| Average allocated capital/economic capital                     | <u>s</u>  | 15,400   | \$     | 12,513   | \$ | 15,400            | \$ | 15,400           | \$ | 12,837            |
| Consumer Lending   |           |          |        |          |    |                   |    |                  |    |                   |
| Reported net income  | \$        | 1,949    | \$     | 2,103    | \$ | 908               | \$ | 1,041            | \$ | 983               |
| Adjustment related to intangibles <sup>(2)</sup>               |           | 4        |        | 6        |    | 2                 |    | 2                |    | 3                 |
| Adjusted net income  | <u>s</u>  | 1,953    | \$     | 2,109    | \$ | 910               | \$ | 1,043            | \$ | 986               |
| Average allocated equity <sup>(3)</sup>                        | \$        | 26,666   | \$     | 23,340   | \$ | 26,655            | \$ | 26,676           | \$ | 23,125            |
| Adjustment related to goodwill and a percentage of intangibles |           | (12,066) |        | (12,171) |    | (12,055)          |    | (12,076)         |    | (12,155)          |
| Average allocated capital/economic capital                     | \$        | 14,600   | \$     | 11,169   | \$ | 14,600            | \$ | 14,600           | \$ | 10,970            |
|  |           |          | _      |          |    |                   | _  |                  | _  |                   |

(1) There are no adjustments to reported net income (loss) or average allocated equity fo*Consumer Real Estate* Services.
(2) Represents cost of funds, earnings credits and certain expenses related to intangibles.
(3) Average allocated equity is comprised of average allocated capital (or economic capital prior to 2013) plus capital for the portion of goodwill and intangibles specifically assigned to the business segment.

Certain prior period amounts have been reclassified to conform to current period presentation.

This information is preliminary and based on company data available at the time of the presentation.