# 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): April 16, 2014

## 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)
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:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ 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 April 16, 2014, Bank of America Corporation (the "Corporation") announced financial results for thefirst quarter ended March 31, 2014, reporting first quarter net loss of $\$ 276$ million, or $\$ 0.05$ per diluted share. A copy of the press release announcing the Corporation's results for thefirst quarter ended March 31, 2014 (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 April 16, 2014, the Corporation will hold an investor conference call and webcast to discuss financial results for thefirst quarter ended March 31, 2014, 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 March 31, 2014 (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: April 16, 2014

## INDEX TO EXHIBITS

## EXHIBIT NO. DESCRIPTION OF EXHIBIT

99.1

The Press Release

The Presentation Materials

April 16, 2014
Investors May Contact:
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# Bank of America Reports First-quarter 2014 Net Loss of $\$ 276$ Million, or $\$ 0.05$ per Diluted Share, on Revenue of $\$ 22.8$ Billion ${ }^{(A)}$ 

Results Include Litigation Expense of $\$ 6.0$ Billion (Pretax) or Approximately \$0.40 per Share (After Tax)

## Previously Announced Capital Actions Include Common Stock Dividend Increase to \$0.05 Per Share in Q2-14 and a New \$4 Billion Common Stock Repurchase Program

## Continued Business Momentum

- Total Period-end Deposit Balances up $\$ 38$ Billion From Q1-13 to a Record $\$ 1.13$ Trillion
- Funding of \$10.8 Billion in Residential Home Loans and Home Equity Loans in Q1-14 Helped More Than 36,000 Homeowners Purchase a Home or Refinance a Mortgage
- More Than 1 Million New Credit Cards Issued in Q114
- Global Wealth and Investment Management Reports Record Asset Management Fees of \$1.9 Billion; Pretax Margin of 25.6 Percent
- Global Banking Average Loan Balances up 11 Percent From Q1-13 to \$271 Billion
- Bank of America Merrill Lynch Maintained a Leadership Position in Investment Banking with Total Firmwide Fees of \$1.5 Billion in Q1-14
- Noninterest Expense, Excluding Litigation, Down 6 Percent From Q113
- Credit Quality Continued to Improve With Net Charge-offs Down 45 Percent From Q113


## Capital and Liquidity Remain Strong

- Estimated Common Equity Tier 1 Ratio Under Basel 3 (Standardized Approach, Fully Phased-in) Increased to9.3 Percent in Q1-14; Advanced Approaches Remains Strong at 9.9 Percent ${ }^{(D)}$
- Estimated Supplementary Leverage Ratios Above Required Minimums ${ }^{(E)}$
- Long-term Debt Down $\$ 25$ Billion From Year-ago Quarter, Driven by Maturities and Liability Management Actions
- Record Global Excess Liquidity Sources of $\$ 427$ Billion, up $\$ 55$ Billion From Q1-13; Time-to-required Funding at 35 Months


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CHARLOTTE — Bank of America Corporation today reported a net loss of $\$ 276$ million, or $\$ 0.05$ per diluted share, for thefirst quarter of 2014, compared to net income of $\$ 1.5$ billion, or $\$ 0.10$ per diluted share, in the year-ago period.

Revenue, net of interest expense, on an FTE basis ${ }^{\text {A }}$ ) declined 3 percent from the first quarter of 2013 to $\$ 22.8$ billion. Excluding the impact of net debit valuation adjustments (DVA) in both periods, revenue was down 4 percent from the year-ago quarter to $\$ 22.7$ billion ${ }^{(B)}$.

The results for the first quarter of 2014 include $\$ 6.0$ billion in litigation expense related to the previously announced settlement with the Federal Housing Finance Agency (FHFA), and additional reserves primarily for previously disclosed legacy mortgagerelated matters.
"The cost of resolving more of our mortgage issues hurt our earnings this quarter," said Chief Executive Officer Brian Moynihan. "But the earnings power of our business and customer strategy generated solid results and we continued to return excess capital to our shareholders."
"During the quarter, our Basel 3 standardized capital ratios and our liquidity improved to record levels and credit quality also improved," said Chief Financial Officer Bruce Thompson. "In addition, expenses in our legacy mortgage servicing business, excluding litigation, declined by $\$ 1$ billion from the year-ago quarter."

## Selected Financial Highlights

| (Dollars in millions, except per share data) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2013 \\ \hline \end{gathered}$ |  |
| Net interest income, FTE basis ${ }^{1}$ | \$ | 10,286 | \$ | 10,999 | \$ | 10,875 |
| Noninterest income |  | 12,481 |  | 10,702 |  | 12,533 |
| Total revenue, net of interest expense, FTE basis |  | 22,767 |  | 21,701 |  | 23,408 |
| Total revenue, net of interest expense, FTE basis, excluding net DVA ${ }^{2}$ |  | 22,655 |  | 22,318 |  | 23,553 |
| Provision for credit losses |  | 1,009 |  | 336 |  | 1,713 |
| Noninterest expense |  | 22,238 |  | 17,307 |  | 19,500 |
| Net income (loss) | \$ | (276) | \$ | 3,439 | \$ | 1,483 |
| Diluted earnings (loss) per common share | \$ | (0.05) | \$ | 0.29 | \$ | 0.10 |

1 Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliations to GAAP financial measures, refer to pages 21-23 of this press release. Net interest income on a GAAP basis was $\$ 10.1$ billion, $\$ 10.8$ billion and $\$ 10.7$ billion for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively. Total revenue, net of interest expense, on a GAAP basis was $\$ 22.6$ billion, $\$ 21.5$ billion and $\$ 23.2$ billion for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013 , respectively.
2 Total revenue, net of interest expense, on an FTE basis excluding net DVA is a non-GAAP financial measure. Net DVA gains (losses)were $\$ 112$ million, $\$(617)$ million and $\$(145)$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.

Net interest income, on an FTE basis, fell 5 percent from the year-ago quarter to $\$ 10.3$ billion ${ }^{(A)}$. The decline was driven by lower yields on debt securities due to an approximate $\$ 540$ million swing in market-related premium amortization expense. Net interest margin, excluding market-related adjustments, was 2.36 percent in the first quarter of 2014, compared to 2.30 percent in thefirst quarter of 2013.

Noninterest income was flat compared to the year-ago quarter, as lower mortgage banking income and lower trading account profits were largely offset by year-over-year increases in investment and brokerage income, equity investment income and gains on the sale of debt securities.

The provision for credit losses declined 41 percent from the first quarter of 2013 to $\$ 1.0$ billion, driven by improved credit quality. Net charge-offs declined 45 percent from the first quarter of 2013 to $\$ 1.4$ billion, with the net charge-off ratio falling to 0.62 percent in the first quarter of 2014 from 1.14 percent in the year-ago quarter. During thefirst quarter of 2014, the reserve release was $\$ 379$ million, compared to a reserve release of $\$ 804$ million in the first quarter of 2013.

Noninterest expense was $\$ 22.2$ billion, compared to $\$ 19.5$ billion in the year-ago quarter, driven by higher mortgage-related litigation expense, partially offset by reduced other expenses in Legacy Assets and Servicing (LAS). Litigation expense, including $\$ 3.6$ billion for the FHFA settlement, was $\$ 6.0$ billion in the first quarter of 2014, compared to $\$ 2.2$ billion in thefirst quarter of 2013. The first quarter of 2014 included $\$ 1.0$ billion of expense associated with retirement-eligible incentive compensation costs, compared to $\$ 0.9$ billion in the first quarter of 2013. Excluding litigation and retirement-eligible incentive compensation costs from both periods, noninterest expense declined $\$ 1.2$ billion from the year-ago quarter.

The income tax benefit for the first quarter of 2014 was $\$ 405$ million on $\$ 681$ million of pretax loss, compared to income tax expense of $\$ 501$ million on $\$ 2.0$ billion of pretax income in the prior-year period. AtMarch 31, 2014, the company had 238,560 full-time employees, down 9 percent from the year-ago quarter and 1.5 percent below the fourth quarter of 2013.

## Settlement With Financial Guaranty Insurance Co. (FGIC)

Bank of America reached a settlement with FGIC, as well as separate settlements with The Bank of New York Mellon, as trustee, for certain second-lien residential mortgage-backed securities (RMBS) trusts for which FGIC provided financial guarantee insurance. The agreements resolve all outstanding litigation between FGIC and the company, as well as outstanding and potential claims by FGIC and the trustee related to alleged representations and warranties breaches and other claims involving second-lien RMBS trusts for which FGIC provided financial guarantee insurance.

Seven of the trust settlements have already been completed, and the two remaining trust settlements are subject to additional investor approvals in a process that is expected to be completed within the next 45 days. Bank of America has already made payments totaling approximately $\$ 900$ million under the settlement with FGIC and the completed trust settlements and will pay an additional $\$ 50$ million if the remaining two trust settlements are completed. The costs of the FGIC and trust settlements are covered by previously established reserves. With this settlement, Bank of America has resolved disputes with four monolines.

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## 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.

## Consumer and Business Banking (CBB)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 7,438 | \$ | 7,498 | \$ | 7,412 |
| Provision for credit losses |  | 812 |  | 427 |  | 952 |
| Noninterest expense |  | 3,975 |  | 4,051 |  | 4,155 |
| Net income | \$ | 1,658 | \$ | 1,962 | \$ | 1,448 |
| Return on average allocated capital ${ }^{1}$ | 22.81 \% |  |  | 25.96 \% |  | 19.61 \% |
| Average loans | \$ | 162,042 | \$ | 163,152 | \$ | 165,845 |
| Average deposits |  | 534,576 |  | 528,808 |  | 502,508 |
| At period-end |  |  |  |  |  |  |
| Brokerage assets | \$ | 100,206 | \$ | 96,048 | \$ | 82,616 |




## Business Highlights

- Average deposit balances increased $\$ 32.1$ billion, or 6 percent, from the year-ago quarter to $\$ 534.6$ billion. The increase was driven by growth in liquid products in the current low-rate environment and the $\$ 11.8$ billion average impact of deposit transfers primarily from GWIM.
- The number of mobile banking customers increased 19 percent from the year-ago quarter to 15.0 million, and more than 10 percent of deposit transactions are now being done through mobile devices.
- Total U.S. Consumer Credit Card net credit loss rate for thefirst quarter of 2014 was 3.25 percent, and remains at historically low levels.
- Return on average allocated capital was 22.8 percent in the first quarter of 2014, compared to 19.6 percent in the first quarter of 2013.


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## Financial Overview

Consumer and Business Banking reported net income of $\$ 1.7$ billion, up $\$ 210$ million, or 15 percent, from the year-ago quarter. Noninterest income of $\$ 2.5$ billion increased $\$ 88$ million primarily due to a portfolio divestiture gain.

The provision for credit losses decreased $\$ 140$ million from the year-ago quarter to $\$ 812$ million, reflecting continued improvement in credit quality, due in part to lower delinquencies. Noninterest expense decreased 4 percent, or $\$ 180$ million, from the year-ago quarter to $\$ 4.0$ billion primarily due to lower operating and personnel expense.

## Consumer Real Estate Services (CRES)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 1,192 | \$ | 1,712 | \$ | 2,312 |
| Provision for credit losses |  | 25 |  | (474) |  | 335 |
| Noninterest expense ${ }^{1}$ |  | 8,129 |  | 3,788 |  | 5,405 |
| Net loss | \$ | $(5,027)$ | \$ | $(1,058)$ | \$ | $(2,156)$ |
| Average loans and leases |  | 88,914 |  | 89,687 |  | 92,963 |
| At period-end |  |  |  |  |  |  |
| Loans and leases | \$ | 88,355 | \$ | 89,753 | \$ | 90,971 |

${ }^{1}$ Noninterest expense includes litigation expense of $\$ 5.8$ billion, $\$ 1.2$ billion and $\$ 2.0$ billion for the three months endedMarch 31, 2014, December 31, 2013 and March 31, 2013.

## Business Highlights

- Bank of America funded $\$ 10.8$ billion in residential home loans and home equity loans during thefirst quarter of 2014, helping more than 36,000 homeowners either refinance an existing mortgage or purchase a home through our retail channels. This included more than 3,300 first-time homebuyer mortgages and more than 12,800 mortgages to low- and moderate-income borrowers.
- The pipeline for new mortgages increased 23 percent at the end of thefirst quarter of 2014 compared to the end of the fourth quarter of 2013.
- The number of $60+$ days delinquent first mortgage loans serviced by LAS declined 15 percent during thefirst quarter of 2014 to 277,000 loans from 325,000 loans at the end of thefourth quarter of 2013, and declined 58 percent from 667,000 loans at the end of the first quarter of 2013.
- Noninterest expense in LAS, excluding litigation, declined to $\$ 1.6$ billion in thefirst quarter of 2014 from $\$ 2.6$ billion in the year-ago quarter.


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## Financial Overview

Consumer Real Estate Services reported a net loss of\$5.0 billion for the first quarter of 2014, compared to a net loss of 2.2 billion for the same period in 2013, reflecting a $\$ 3.8$ billion increase in litigation expense. Revenuedeclined $\$ 1.1$ billion from the first quarter of 2013 to $\$ 1.2$ billion, driven primarily by a $\$ 548$ million decline in servicing revenue, reflecting a smaller servicing portfolio and a $\$ 542$ million decline in core production revenue due to lower loan originations.

CRES first-mortgage originations declined 65 percent in the first quarter of 2014 compared to the same period in 2013, reflecting the decline in the overall market demand for refinance mortgages. Core production revenue decreased in the first quarter of 2014 to $\$ 273$ million from $\$ 815$ million in the year-ago quarter due to lower volume and a reduction in margins.

The provision for credit losses decreased $\$ 310$ million from the year-ago quarter to $\$ 25$ million, driven primarily by continued improvement in portfolio trends, including home prices.

Noninterest expense increased $\$ 2.7$ billion from the year-ago quarter to $\$ 8.1$ billion, due to a $\$ 3.8$ billion increase in litigation expense, partially offset by lower LAS default-related staffing and other default-related servicing expenses.

Global Wealth and Investment Management (GWIM)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 4,547 | \$ | 4,479 | \$ | 4,421 |
| Provision for credit losses |  | 23 |  | 26 |  | 22 |
| Noninterest expense |  | 3,359 |  | 3,263 |  | 3,252 |
| Net income | \$ | 729 | \$ | 777 | \$ | 721 |
| Return on average allocated capital ${ }^{1}$ |  | 24.74\% |  | 30.99\% |  | 29.41\% |
| Average loans and leases | \$ | 115,945 | \$ | 115,546 | \$ | 106,082 |
| Average deposits |  | 242,792 |  | 240,395 |  | 253,413 |
| At period-end (dollars in billions) |  |  |  |  |  |  |
| Assets under management | \$ | 841.8 | \$ | 821.4 | \$ | 745.3 |
| Total client balances ${ }^{2}$ |  | 2,395.8 |  | 2,366.4 |  | 2,231.7 |

1 Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 21-23 of this press release.
2 Total client balances are defined as assets under management, client brokerage assets, assets in custody, client deposits and loans (including margin receivables).

## Business Highlights

- Pretax margin was 25.6 percent in the first quarter of 2014 , compared to 25.9 percent in the year-ago quarter, marking the fifth straight quarter of over 25 percent.
- Asset management fees grew to a record $\$ 1.9$ billion, up 18.4 percent from the year-ago quarter.


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- Client balances increased 7 percent to $\$ 2.40$ trillion, driven by higher market levels and net inflows. First-quarter 2014 longterm assets under management (AUM) flows of $\$ 17.4$ billion were the 19 th consecutive quarter of positive flows.
- Average loan balances increased 9 percent from the year-ago quarter to $\$ 115.9$ billion.


## Financial Overview

Global Wealth and Investment Management reported net income of\$729 million, up slightly from the first quarter of 2013, reflecting continued strong revenue performance and low credit costs.

Revenue increased 3 percent from the year-ago quarter to a record $\$ 4.5$ billion, driven by higher noninterest income related to improved market valuation and long-term AUM flows.

The provision for credit losses was relatively flat compared to the year-ago quarter. Noninterest expenseincreased 3 percent to $\$ 3.4$ billion, driven in part by higher revenue-related expenses as well as increased volume-related expenses and additional investments in technology to support the business.

Return on average allocated capital was 24.7 percent in the first quarter of 2014 , down from 29.4 percent in the year-ago quarter, reflecting earnings stability coupled with increased capital allocations.

Client balances rose 7 percent from the year-ago quarter to $\$ 2.40$ trillion, driven largely by higher market levels, long-term AUM flows of $\$ 44.8$ billion and period-end client loan growth of $\$ 9.5$ billion. Assets under managementrose $\$ 96.6$ billion, or 13 percent, from the first quarter of 2013 to $\$ 841.8$ billion, driven by market valuation and long-term AUM flows. Average deposit balances decreased $\$ 10.6$ billion from the first quarter of 2013 to $\$ 242.8$ billion as $\$ 2.4$ billion of organic growth was offset by a $\$ 13.0$ billion migration to CBB, primarily in the first quarter of 2013.

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## Global Banking

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 4,269 | \$ | 4,303 | \$ | 4,030 |
| Provision for credit losses |  | 265 |  | 441 |  | 149 |
| Noninterest expense |  | 2,028 |  | 1,926 |  | 1,842 |
| Net income | \$ | 1,236 | \$ | 1,266 | \$ | 1,281 |
| Return on average allocated capital ${ }^{1}$ |  | 16.18\% |  | 21.84\% |  | 22.59\% |
| Average loans and leases | \$ | 271,475 | \$ | 268,849 | \$ | 244,068 |
| Average deposits |  | 256,349 |  | 259,122 |  | 221,275 |




## Business Highlights

- Bank of America Merrill Lynch (BAML) maintained a leadership position in investment banking with firmwide investment banking fees of $\$ 1.5$ billion, excluding self-led deals.
- BAML ranked among the top three financial institutions globally in leveraged loans, investment-grade corporate debt, asset-backed securities, common stock underwriting, and syndicated loans during the first quarter of 2014(C).
- Average loan and lease balances increased $\$ 27.4$ billion, or 11 percent, from the year-ago quarter, to $\$ 271.5$ billion, with growth primarily in the commercial and industrial loan portfolio and the commercial real estate portfolio.
- Average deposits increased $\$ 35.1$ billion, or 16 percent, from the year-ago quarter to $\$ 256.3$ billion primarily due to increased client liquidity.


## Financial Overview

Global Banking reported net income of $\$ 1.2$ billion in the first quarter of 2014, down $\$ 45$ million from the year-ago quarter, as an increase in revenue was offset by higher noninterest expense and increased provision for credit losses. Revenue of $\$ 4.3$ billion was up 6 percent from the first quarter of 2013, reflecting higher net interest income driven by growth in loan balances.

Global Corporate Banking revenue increased to $\$ 1.6$ billion in the first quarter of 2014 , up $\$ 127$ million from the year-ago quarter, and Global Commercial Banking revenue increased $\$ 80$ million to $\$ 1.8$ billion. Included in these results are Business Lending revenue of $\$ 1.9$ billion, up $\$ 116$ million from the year-ago quarter, and Global Treasury Services revenue of $\$ 1.5$ billion, up $\$ 91$ million from the year-ago period. Global Banking investment banking fees, excluding self-led deals, remained solid versus the year-ago quarter.

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The provision for credit losses increased $\$ 116$ million from the year-ago quarter to $\$ 265$ million. The reserve increase for thefirst quarter of 2014 was $\$ 282$ million, compared to $\$ 81$ million in the year-ago quarter.

Noninterest expense increased $\$ 186$ million, or 10 percent, from the year-ago quarter to $\$ 2.0$ billion, primarily from technology investments in Global Treasury Services and lending platforms, additional client-facing personnel and higher litigation expense.

Return on average allocated capital was 16.2 percent in thefirst quarter of 2014, down from 22.6 percent in the year-ago quarter, reflecting earnings stability offset by increased capital allocations.

## Global Markets

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 5,015 | \$ | 3,210 | \$ | 4,780 |
| Total revenue, net of interest expense, FTE basis, excluding net DVA ${ }^{1,2}$ |  | 4,903 |  | 3,827 |  | 4,925 |
| Provision for credit losses |  | 19 |  | 104 |  | 5 |
| Noninterest expense |  | 3,078 |  | 3,280 |  | 3,074 |
| Net income (loss) | \$ | 1,310 | \$ | (43) | \$ | 1,112 |
| Net income (loss), excluding net DVA ${ }^{1}$ |  | 1,240 |  | 346 |  | 1,203 |
| Return on average allocated capital ${ }^{3}$ |  | 15.65 |  | $\mathrm{n} / \mathrm{m}$ |  | 15.06\% |
| Total average assets | \$ | 601,541 | \$ | 603,111 | \$ | 670,286 |

1 During the first quarter of 2014, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such, net DVA represents the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation.
2 Total revenue, net of interest expense, on an FTE basis excluding net DVA, and net income (loss) excluding net DVA are non-GAAP financial measures. Net DVA gains (losses) were $\$ 112$ million, $\$(617)$ million and $\$(145)$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.
${ }^{3}$ Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 21-23 of this press release.
$\mathrm{n} / \mathrm{m}=$ not meaningful

## Business Highlights

- Sales and trading revenue, excluding net DVA ${ }^{(\boldsymbol{F})}$, remained relatively flat from the first quarter of 2013 at\$4.1 billion.
- Equities sales and trading revenue, excluding net DVA ${ }^{(H)}$ was solid compared to the year-ago period. The company continued to increase market share compared to the year-ago quarter.
- Return on average allocated capital, excluding net DVA ${ }^{(\mathcal{F})}$, was 14.8 percent in thefirst quarter of 2014 , compared to 16.3 percent in the first quarter of 2013, reflecting stable net income combined with an increase in allocated capital compared to the year-ago quarter.


## Financial Overview

Global Markets reported net income of $\$ 1.3$ billion in the first quarter of 2014, compared to $\$ 1.1$ billion in the year-ago quarter. Excluding net DVA ${ }^{(F)}$, net income was $\$ 1.2$ billion in the first quarter of 2014 , an increase of 3 percent compared to the year-ago quarter.

Global Markets revenue increased $\$ 235$ million, or 5 percent, from the year-ago quarter to $\$ 5.0$ billion. Excluding net DVA $(F)$, revenue decreased $\$ 22$ million to $\$ 4.9$ billion as declines in Rates and Currencies were partially offset by stronger performance in Credit and Equities.

Fixed Income, Currency and Commodities sales and trading revenue, excluding net DVA ${ }^{(G)}$, was $\$ 3.0$ billion in the first quarter of 2014, a decrease of $\$ 51$ million, or 2 percent, from the year-ago quarter, as credit markets remained strong but Rates and Currencies declined on lower market volumes and volatility. The year-ago results included the impact of a $\$ 450$ million write-down related to the settlement of a legacy matter. Adjusting the year-ago quarter to exclude this negative impact, FICC revenue, excluding net DVA, declined 15 percent from the first quarter of 2013.

Equities sales and trading revenue, excluding net DVA ${ }^{(H)}$, was $\$ 1.2$ billion, in line with results from the year-ago quarter. The current quarter benefited from continued gains in market share and higher client financing balances.

Noninterest expense of $\$ 3.1$ billion was flat compared to the year-ago quarter.
All Other ${ }^{1}$

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis ${ }^{\text {2,3 }}$ | \$ | 306 | \$ | 499 | \$ | 453 |
| Provision for credit losses |  | (135) |  | (188) |  | 250 |
| Noninterest expense |  | 1,669 |  | 999 |  | 1,772 |
| Net income (loss) | \$ | (182) | \$ | 535 | \$ | (923) |
| Total average loans |  | 217,410 |  | 226,049 |  | 244,557 |

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, the impact of certain allocation methodologies and accounting hedge ineffectiveness.
${ }^{2}$ Revenue includes equity investment income of $\$ 674$ million, $\$ 393$ million and $\$ 520$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively, and gains on sales of debt securities of $\$ 357$ million, $\$ 363$ million and $\$ 67$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.
${ }^{3}$ During the first quarter of 2014, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. Prior periods have been reclassified to conform to current period presentation.

All Other reported a net loss of $\$ 182$ million in the first quarter of 2014, compared to a net loss of $\$ 923$ million for the same period a year ago. The improvement was primarily driven by a decrease in the provision for credit losses primarily due to continued improvement in portfolio trends including increased home prices, higher gains on sales of debt securities, and higher equity investment income due to a gain on the sale of the company's remaining

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interest in an investment. Impacting the income tax benefit were the resolution of certain tax matters and recurring tax preference items compared to the year-ago.

## Credit Quality

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Provision for credit losses | \$ | 1,009 | \$ | 336 | \$ | 1,713 |
| Net charge-offs ${ }^{1}$ |  | 1,388 |  | 1,582 |  | 2,517 |
| Net charge-off ratio ${ }^{1,2}$ |  | 0.62\% |  | 0.68\% |  | 1.14\% |
| Net charge-off ratio, excluding the PCI loan portfolio ${ }^{2}$ |  | 0.64 |  | 0.70 |  | 1.18 |
| Net charge-off ratio, including PCI write-offs ${ }^{2}$ |  | 0.79 |  | 1.00 |  | 1.52 |
| At period-end |  |  |  |  |  |  |
| Nonperforming loans, leases and foreclosed properties | \$ | 17,732 | \$ | 17,772 | \$ | 22,842 |
| Nonperforming loans, leases and foreclosed properties ratio ${ }^{3}$ |  | 1.96\% |  | 1.93\% |  | 2.53\% |
| Allowance for loan and lease losses | \$ | 16,618 | \$ | 17,428 | \$ | 22,441 |
| Allowance for loan and lease losses ratio ${ }^{4}$ |  | 1.84\% |  | 1.90\% |  | 2.49\% |

${ }^{1}$ Excludes write-offs of PCI loans of $\$ 391$ million, $\$ 741$ million and $\$ 839$ million for thethree months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.
2 Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases during the period; quarterly results are annualized.
${ }^{3}$ 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.
4 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.
Note: Ratios do not include loans accounted for under the fair value option.

Credit quality continued to improve in thefirst quarter of 2014, with net charge-offs declining across nearly all major portfolios and the provision for credit losses decreasing from the year-ago quarter. The number of 30+ days performing delinquent loans, excluding fully-insured loans, declined across all consumer portfolios from the year-ago quarter, again 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 15 percent and 22 percent from the year-ago period.

Net charge-offs were $\$ 1.4$ billion in the first quarter of 2014, down from $\$ 1.6$ billion in the fourth quarter of 2013 and $\$ 2.5$ billion in the first quarter of 2013.

The provision for credit losses was $\$ 1.0$ billion, a decline of $\$ 704$ million from the first quarter of 2013. During the first quarter of 2014, the reserve release was $\$ 379$ million compared to a reserve release of $\$ 804$ million in the first quarter of 2013. The reduction in provision was driven by portfolio improvement, including increased home prices in consumer real estate, as well as lower levels of delinquencies across the consumer lending portfolio. This was partially offset by higher provision for credit losses in the commercial portfolio as the decline in net charge-offs was more than offset by increased reserve build.

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The allowance for loan and lease losses to annualized net charge-off coverage ratio was2.95 times in the first quarter of 2014, compared with 2.78 times in the fourth quarter of 2013 and 2.20 times in the first quarter of 2013. The increase was due to the improvement in net charge-offs discussed above. The allowance to annualized net charge-off coverage ratio, excluding the purchased credit impaired $(\mathrm{PCI})$ portfolio, was 2.58 times, 2.38 times and 1.76 times for the same periods, respectively.

Nonperforming loans, leases and foreclosed properties were $\$ 17.7$ billion at March 31, 2014, a decrease from $\$ 17.8$ billion at December 31, 2013 and $\$ 22.8$ billion at March 31, 2013.

## Capital and Liquidity Management ${ }^{1,2,3}$

| (Dollars in billions) |  |  | $\begin{gathered} \text { At March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { At December } 31 \\ 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basel 3 Transition (under standardized approach) |  |  |  |  |  |  |
| Common equity tier 1 capital - Basel 3 |  |  | \$ | 151.6 | \$ | 153.5 |
| Risk-weighted assets |  |  |  | 1,282.5 |  | 1,316.0 |
| Common equity tier 1 capital ratio - Basel 3 |  |  |  | 11.8 \% |  | 11.7 \% |
| Basel 3 Fully Phased-in (under standardized approach) |  |  |  |  |  |  |
| Common equity tier 1 capital - Basel 3 |  |  | \$ | 134.2 | \$ | 132.3 |
| Risk-weighted assets |  |  |  | 1,448.1 |  | 1,462.0 |
| Common equity tier 1 capital ratio - Basel 3 |  |  |  | 9.3\% |  | 9.1 \% |
| (Dollars in millions, except per share information) |  |  |  | $\begin{aligned} & \text { ber } 31 \\ & 3 \end{aligned}$ |  |  |
| Tangible common equity ratio ${ }^{4}$ |  | 7.00 |  | 7.20 \% |  | 6.88 \% |
| Total shareholders' equity | \$ | 231,888 | \$ | 232,685 | \$ | 237,293 |
| Common equity ratio |  | 10.17 |  | 10.43 \% |  | 10.05\% |
| Tangible book value per share ${ }^{4}$ | \$ | 13.81 | \$ | 13.79 | \$ | 13.36 |
| Book value per share |  | 20.75 |  | 20.71 |  | 20.19 |

1 Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-
9C.
2 On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and tier 1 capital.
${ }^{3}$ Pro forma Q4-13 capital ratios include the estimated impact of the Basel 3 transition provisions applicable for 2014 as if in effect for Q4-13 and represents a non-GAAP financial measure.
4 Tangible common equity ratio and tangible book value per share are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to pages21-23 of this press release.

Basel 3 became effective for the company on January 1, 2014, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital. The common equity tier 1 capital ratio under the Basel 3 Standardized approach for measuring risk-weighted assets was 11.8 percent at March 31,2014 , up from a pro forma ratio of 11.7 percent at December 31, 2013.

## Basel 3 Fully Phased-in Approaches

While the Basel 3 fully phased-in Standardized and fully phased-in Advanced approaches do not go into effect until 2018, the company is providing the following estimates for investors for comparative purposes.

The estimated common equity tier 1 capital ratio under the Basel 3 Standardized approach on a fully phased-in basis was 9.3 percent at March 31, 2014, up from 9.1 percent atDecember 31, 2013.

The estimated common equity tier 1 capital ratio under the Basel 3 Advanced approaches on a fully phased-in basis, was 9.9 percent, down from 10.0 percent at December 31, 2013, primarily driven by an increase in operational risk-weighted assets during the period.

In connection with the final U.S. rule and Notice of Proposed Rulemaking (NPR) issued on April 8 and effective in 201( $\overline{8}$ ), the company's estimated supplementary leverage ratios were above the 5 percent supplementary leverage ratio minimum for the bank holding company and the 6 percent supplementary leverage ratio minimum for primary bank subsidiaries.

At March 31, 2014, the company's Global Excess Liquidity Sources totaled $\$ 427$ billion, compared to $\$ 376$ billion atDecember 31, 2013 and $\$ 372$ billion at March 31, 2013. Long-term debt was $\$ 255$ billion at March 31, 2014, up from $\$ 250$ billion at December 31, 2013 and down from $\$ 280$ billion at March 31, 2013. Time-to-required funding was 35 months atMarch 31, 2014, compared to 38 months at December 31, 2013 and 29 months at March 31, 2013.

Period-end common shares issued and outstanding were 10.53 billion at March 31, 2014, 10.59 billion at December 31, 2013 and 10.82 billion at March 31, 2013. During the first quarter of 2014, approximately 87 million common shares were repurchased for approximately $\$ 1.4$ billion at an average price of $\$ 16.63$ per share.

On March 26, the company announced that it plans to increase its quarterly common stock dividend to $\$ 0.05$ per share, beginning in the second quarter of 2014. Also, the Board of Directors authorized a new $\$ 4.0$ billion common stock repurchase program. This authorization, which covers both common stock and warrants, replaces the prior year's common stock repurchase program that expired on March 31, 2014.

Tangible book value per share ${ }^{(l)}$ was $\$ 13.81$ at March 31, 2014, compared to $\$ 13.79$ at December 31, 2013 and $\$ 13.36$ at March 31, 2013. Book value per share was $\$ 20.75$ at March 31, 2014, compared to $\$ 20.71$ at December 31, 2013 and $\$ 20.19$ at March 31, 2013.

## End Notes

A Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 22-23 of this press release. Net interest income on a GAAP basis was $\$ 10.1$ billion, $\$ 10.8$ billion and $\$ 10.7$ billion for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively. Total revenue, net of interest expense, on a GAAP basis was $\$ 22.6$ billion, $\$ 21.5$ billion and $\$ 23.2$ billion for the three months ended March 31, 2014, December 31, 2013 and March 31 , 2013, respectively.

B Total revenue, net of interest expense, on an FTE basis excluding net DVA is a non-GAAP financial measure. Net DVA gains (losses) were $\$ 112$ million, $\$(617)$ million and $\$(145)$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.

C Rankings per Dealogic as of April 1, 2014.

D Basel 3 common equity tier 1 capital ratios on a fully phased-in basis are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 18 of this press release. Fully phased-in Basel 3 estimates for March 31, 2014 were calculated under the Standardized or Advanced approaches of the Basel 3 rules released by the Federal Reserve, as indicated, assuming all regulatory
model approvals, except for the potential reduction to risk-weighted assets resulting from the removal of the Comprehensive Risk Measure surcharge
E The supplementary leverage ratio includes the estimated increase to the supplementary leverage exposure in accordance with the U.S. Notice of Proposed Rulemaking approved on April 8, 2014. For the first quarter of 2014, the supplementary leverage ratio is measured using the quarter-end tier 1 capital calculated under Basel 3 on a fully phased-in basis, divided by the simple average of the sum of on-balance sheet assets and certain off-balance sheet exposures, including, among other items, derivative and securities financing transactions, at the end of each month in the quarter.

F Revenue, sales and trading revenue, international revenue and net income (loss) excluding the impact of net DVA are non-GAAP financial measures. Net DVA gains (losses) were\$112 million, $\$(617)$ million and $\$(145)$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively. During the first quarter of 2014 , the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such, net DVA represents the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation.

G Fixed Income, Currency and Commodities (FICC) sales and trading revenue, excluding net DVA is a non-GAAP financial measure. FICC net DVA gains (losses) were $\$ 80$ million, $\$(535)$ million and $\$(149)$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.

H Equity sales and trading revenue, excluding net DVA is a non-GAAP financial measure. Equities net DVA gains (losses) were $\$ 32$ million, $\$(82)$ million and $\$ 4$ million for the three months ended March 31, 2014, December 31, 2013 and March 31, 2013, respectively.

I Tangible book value per share of common stock is a non-GAAP financial measure. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 22-23 of this press release.

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss first-quarter2014 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 http://investor.bankofamerica.com. For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international), and the conference ID is: 79795. Please dial in 10 minutes prior to the start of the call.

A replay will be available via webcast through the Bank of America Investor Relations website. A replay will also be available beginning at noon on April 16 through midnight, April 24 by telephone at 800.753.8546 (U.S.) or 1.402.220.0685 (international).

## Bank of America

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## 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

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Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forwardlooking 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," "may," "might," "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, and future business and economic conditions more generally, and other 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 the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of Bank of America's 2013 Annual Report on Form 10-K, and in any of Bank of America's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase 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 counterparties, including monolines or private-label and other investors; the possibility that final court approval of negotiated settlements is not obtained; the possibility that the court decision with respect to the BNY Mellon Settlement is overturned on appeal in whole or in part; potential claims, damages, penalties and fines resulting from pending or future litigation and regulatory proceedings, including proceedings instituted by the U.S. Department of Justice, state Attorneys General and other members of the RMBS Working Group of the Financial Fraud Enforcement Task Force concerning mortgagerelated matters; the possibility that the European Commission will impose remedial measures in relation to its investigation of the Company's competitive practices; the possible outcome of LIBOR, other reference rate and foreign exchange inquiries and investigations; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; the possibility that the Company may not collect mortgage insurance claims; the possibility that future claims, damages, penalties and fines may occur in excess of the Company's recorded liability and estimated range of possible losses for litigation exposures; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; uncertainties related to the timing and pace of Federal Reserve tapering of quantitative easing, and the impact on global interest rates, currency exchange rates, and economic conditions in a number of countries; the possibility of future inquiries or investigations regarding pending or completed foreclosure activities; the possibility that unexpected foreclosure delays could impact the rate of decline of default-related servicing costs; uncertainty regarding timing and the potential impact of regulatory capital and liquidity requirements (including Basel 3); 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 potential impact of implementing and conforming to the Volcker Rule; the potential impact of future derivative regulations; adverse

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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; reputational damage that may result from negative publicity, fines and penalties from regulatory violations and judicial 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; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties with which we do business, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations of a potential 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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## Bank of America Corporation and Subsidiaries

## Selected Financial Data

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

|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Summary Income Statement |  |  |  |  |  |  |
| Net interest income | s | 10,085 | \$ | 10,786 | \$ | 10,664 |
| Noninterest income |  | 12,481 |  | 10,702 |  | 12,533 |
| Total revenue, net of interest expense |  | 22,566 |  | 21,488 |  | 23,197 |
| Provision for credit losses |  | 1,009 |  | 336 |  | 1,713 |
| Noninterest expense |  | 22,238 |  | 17,307 |  | 19,500 |
| Income (loss) before income taxes |  | (681) |  | 3,845 |  | 1,984 |
| Income tax expense (benefit) |  | (405) |  | 406 |  | 501 |
| Net income (loss) | \$ | (276) | \$ | 3,439 | \$ | 1,483 |
| Preferred stock dividends |  | 238 |  | 256 |  | 373 |
| Net income (loss) applicable to common shareholders | \$ | (514) | \$ | 3,183 | \$ | 1,110 |
|  |  |  |  |  |  |  |
| Common shares issued |  | 24,925 |  | 624 |  | 44,116 |
| Average common shares issued and outstanding |  | 10,560,518 |  | 10,633,030 |  | 10,798,975 |
| Average diluted common shares issued and outstanding ${ }^{(1)}$ |  | 10,560,518 |  | 11,404,438 |  | 11,154,778 |
|  |  |  |  |  |  |  |
| Summary Average Balance Sheet |  |  |  |  |  |  |
| Total loans and leases | s | 919,482 | \$ | 929,777 | \$ | 906,259 |
| Total debt securities |  | 329,711 |  | 325,119 |  | 356,399 |
| Total earning assets |  | 1,803,298 |  | 1,798,697 |  | 1,857,894 |
| Total assets |  | 2,139,266 |  | 2,134,875 |  | 2,212,430 |
| Total deposits |  | 1,118,178 |  | 1,112,674 |  | 1,075,280 |
| Common shareholders' equity |  | 223,201 |  | 220,088 |  | 218,225 |
| Total shareholders' equity |  | 236,553 |  | 233,415 |  | 236,995 |


| Performance Ratios |  |  |  |
| :---: | :---: | :---: | :---: |
| Return on average assets | n/m | 0.64\% | 0.27\% |
| Return on average tangible shareholders' equity (2) | $\mathbf{n} / \mathbf{m}$ | 8.53 | 3.69 |



|  | March 31 2014 |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total nonperforming loans, leases and foreclosed properties ${ }^{(4)}$ | \$ | 17,732 | \$ | 17,772 | \$ | 22,842 |
| Nonperforming loans, leases and foreclosed properties as a percentage of total loans, leases and foreclosed propertie(3) |  | 1.96\% |  | 1.93\% |  | 2.53\% |

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## Bank of America Corporation and Subsidiaries

## Selected Financial Data (continued)

(Dollars in millions)


|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |
| Common equity tier 1 capital (transition) | \$ | 151,642 |
| Adjustments and deductions recognized in Tier 1 capital during transition |  | $(9,284)$ |
| Other adjustments and deductions phased in during transition |  | $(8,197)$ |
| Common equity tier 1 capital (fully phased-in) | \$ | 134,161 |



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## Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment

(Dollars in millions)

|  | First Qua |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer \& Business Banking |  | Consumer <br> Real Estate Services |  | GWIM |  | Global Banking |  | Global Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Total revenue, net of interest expense (FTE basis)(1) | \$ | 7,438 | \$ | 1,192 | \$ | 4,547 | s | 4,269 | \$ | 5,015 | \$ | 306 |
| Provision for credit losses |  | 812 |  | 25 |  | 23 |  | 265 |  | 19 |  | (135) |
| Noninterest expense |  | 3,975 |  | 8,129 |  | 3,359 |  | 2,028 |  | 3,078 |  | 1,669 |
| Net income (loss) |  | 1,658 |  | $(5,027)$ |  | 729 |  | 1,236 |  | 1,310 |  | (182) |
| Return on average allocated capital (2) |  | 22.81\% |  | n/m |  | 24.74\% |  | 16.18\% |  | 15.65\% |  | n/m |
| $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 162,042 | \$ | 88,914 | \$ | 115,945 | s | 271,475 | \$ | 63,696 | \$ | 217,410 |
| Total deposits |  | 534,576 |  | n/m |  | 242,792 |  | 256,349 |  | n/m |  | 34,152 |
| Allocated capital (2) |  | 29,500 |  | 23,000 |  | 12,000 |  | 31,000 |  | 34,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 160,116 | \$ | 88,355 | \$ | 116,482 | \$ | 273,239 | \$ | 64,598 | \$ | 213,427 |
| Total deposits |  | 552,256 |  | n/m |  | 244,051 |  | 257,437 |  | n/m |  | 32,403 |
|  |  |  |  |  |  | Fourth Q | rte |  |  |  |  |  |
|  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Total revenue, net of interest expense (FTE basis)(1) | \$ | 7,498 | \$ | 1,712 | \$ | 4,479 | \$ | 4,303 | \$ | 3,210 | \$ | 499 |
| Provision for credit losses |  | 427 |  | (474) |  | 26 |  | 441 |  | 104 |  | (188) |
| Noninterest expense |  | 4,051 |  | 3,788 |  | 3,263 |  | 1,926 |  | 3,280 |  | 999 |
| Net income (loss) |  | 1,962 |  | $(1,058)$ |  | 777 |  | 1,266 |  | (43) |  | 535 |
| Return on average allocated capital (2) |  | 25.96\% |  | $\mathrm{n} / \mathrm{m}$ |  | 30.99\% |  | 21.84\% |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 163,152 | \$ | 89,687 | \$ | 115,546 | \$ | 268,849 | \$ | 66,494 | \$ | 226,049 |
| Total deposits |  | 528,808 |  | $\mathrm{n} / \mathrm{m}$ |  | 240,395 |  | 259,122 |  | $\mathrm{n} / \mathrm{m}$ |  | 34,029 |
| Allocated capital (2) |  | 30,000 |  | 24,000 |  | 10,000 |  | 23,000 |  | 30,000 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,090 | \$ | 89,753 | s | 115,846 | \$ | 269,469 | \$ | 67,381 | \$ | 220,694 |
| Total deposits |  | 531,707 |  | $\mathrm{n} / \mathrm{m}$ |  | 244,901 |  | 265,102 |  | $\mathrm{n} / \mathrm{m}$ |  | 27,701 |
|  | First Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |
|  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global Banking |  | $\begin{gathered} \text { Global } \\ \text { Markets } \end{gathered}$ |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Total revenue, net of interest expense (FTE basis)(1) | \$ | 7,412 | \$ | 2,312 | \$ | 4,421 | \$ | 4,030 | \$ | 4,780 | \$ | 453 |
| Provision for credit losses |  | 952 |  | 335 |  | 22 |  | 149 |  | 5 |  | 250 |
| Noninterest expense |  | 4,155 |  | 5,405 |  | 3,252 |  | 1,842 |  | 3,074 |  | 1,772 |
| Net income (loss) |  | 1,448 |  | $(2,156)$ |  | 721 |  | 1,281 |  | 1,112 |  | (923) |
| Return on average allocated capital(2) |  | 19.61\% |  | $\mathrm{n} / \mathrm{m}$ |  | 29.41\% |  | 22.59\% |  | 15.06\% |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,845 | \$ | 92,963 | \$ | 106,082 | \$ | 244,068 | \$ | 52,744 | \$ | 244,557 |
| Total deposits |  | 502,508 |  | $\mathrm{n} / \mathrm{m}$ |  | 253,413 |  | 221,275 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,550 |
| Allocated capital (2) |  | 30,000 |  | 24,000 |  | 10,000 |  | 23,000 |  | 30,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 163,820 | \$ | 90,971 | \$ | 107,048 | \$ | 250,985 | \$ | 57,362 | \$ | 241,406 |
| Total deposits |  | 530,581 |  | $\mathrm{n} / \mathrm{m}$ |  | 239,853 |  | 227,379 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,758 |

[^1]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

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## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

| Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$ | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 10,286 | \$ | 10,999 | \$ | 10,875 |
| Total revenue, net of interest expense |  | 22,767 |  | 21,701 |  | 23,408 |
| Net interest yield ${ }^{(2)}$ |  | $2.29 \%$ |  | 2.44\% |  | 2.36\% |
| Efficiency ratio |  | 97.68 |  | 79.75 |  | 83.31 |


| Other Data | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Number of banking centers - U.S. | 5,095 | 5,151 | 5,389 |
| Number of branded ATMs - U.S. | 16,214 | 16,259 | 16,311 |
| Ending full-time equivalent employees | 238,560 | 242,117 | 262,812 |

 See Reconciliations to GAAP Financial Measureson pages 21-23
 presentation.

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

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)













 to the amount of capital being allocated to the business segments. Prior periods were not restated.
 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.

|  | First Quarter 2014 |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |
| Net interest income | \$ | 10,085 | \$ | 10,786 | \$ | 10,664 |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 211 |
| Net interest income on a fully taxable-equivalent basis | \$ | 10,286 | \$ | 10,999 | \$ | 10,875 |

## 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 | \$ | 22,566 | \$ | 21,488 | \$ | 23,197 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 211 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 22,767 | \$ | 21,701 | \$ | 23,408 |

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

| Income tax expense (benefit) | \$ | (405) | \$ | 406 | \$ | 501 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 211 |
| Income tax expense (benefit) on a fully taxable-equivalent basis | \$ | (204) | \$ | 619 | \$ | 712 |

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

| Common shareholders' equity | \$ | 223,201 | \$ | 220,088 | \$ | 218,225 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(69,842)$ |  | $(69,864)$ |  | $(69,945)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,474)$ |  | $(5,725)$ |  | $(6,549)$ |
| Related deferred tax liabilities |  | 2,165 |  | 2,231 |  | 2,425 |
| Tangible common shareholders' equity | \$ | 150,050 | \$ | 146,730 | \$ | 144,156 |


| $\underline{\text { Reconciliation of average shareholders' equity to average tangible shareholders' equity }}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity | \$ | 236,553 | \$ | 233,415 | \$ | 236,995 |
| Goodwill |  | $(69,842)$ |  | $(69,864)$ |  | $(69,945)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,474)$ |  | $(5,725)$ |  | $(6,549)$ |
| Related deferred tax liabilities |  | 2,165 |  | 2,231 |  | 2,425 |
| Tangible shareholders' equity | \$ | 163,402 | \$ | 160,057 | \$ | 162,926 |

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

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## Bank of America Corporation and Subsidiaries

Reconciliations to GAAP Financial Measures (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 218,536 | \$ | 219,333 | \$ | 218,513 |
| Goodwill |  | $(69,842)$ |  | $(69,844)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,363 |
| Tangible common shareholders' equity | \$ | 145,457 | \$ | 146,081 | \$ | 144,567 |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |
| Shareholders' equity | \$ | 231,888 | \$ | 232,685 | \$ | 237,293 |
| Goodwill |  | $(69,842)$ |  | $(69,844)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,363 |
| Tangible shareholders' equity | \$ | 158,809 | \$ | 159,433 | \$ | 163,347 |
| Reconciliation of period-end assets to period-end tangible assets |  |  |  |  |  |  |
| Assets | \$ | 2,149,851 | \$ | 2,102,273 | \$ | 2,174,819 |
| Goodwill |  | $(69,842)$ |  | $(69,844)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,363 |
| Tangible assets | \$ | 2,076,772 | \$ | 2,029,021 | \$ | $\underline{\text { 2,100,873 }}$ |
| Book value per share of common stock |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 218,536 | \$ | 219,333 | \$ | 218,513 |
| Ending common shares issued and outstanding |  | 10,530,045 |  | 10,591,808 |  | 10,822,380 |
| Book value per share of common stock | \$ | 20.75 | § | 20.71 | \$ | 20.19 |
| Tangible book value per share of common stock |  |  |  |  |  |  |
| Tangible common shareholders' equity | \$ | 145,457 | \$ | 146,081 | \$ | 144,567 |
| Ending common shares issued and outstanding |  | 10,530,045 |  | 10,591,808 |  | 10,822,380 |
| Tangible book value per share of common stock | \$ | 13.81 | \$ | 13.79 | \$ | 13.36 |

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

## Page 23

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures (continued)



[^2]
## Bank of America 1Q14 Financial Results

April 16, 2014

Bank of America

## 1Q14 Results

## Summary Income Statement (\$B except EPS) ${ }^{1}$

|  | 1Q14 |
| :---: | :---: |
| Net interest income ${ }^{2,3}$ | \$10.3 |
| Noninterest income | 12.5 |
| Total revenue, net of interest expense ${ }^{2,3}$ | 22.8 |
| Noninterest expense | 22.2 |
| Pre-tax, pre-provision earnings ${ }^{2}$ | 0.5 |
| Provision for credit losses | 1.0 |
| Loss before income taxes | (0.5) |
| Income tax expense (benefit) ${ }^{2,3}$ | (0.2) |
| Net loss | (\$0.3) |
| Diluted earnings (loss) per share ${ }^{4}$ | (\$0.05) |
| Average diluted common shares (in billions) ${ }^{4}$ | 10.6 |

- 1 Q14 net loss of $\$ 0.05$ per diluted share included pre-tax litigation expense of $\$ 6.0 \mathrm{~B}$, or $\$ 0.40$ per share after-tax
- \$3.6B pre-tax expense associated with previously announced FHFA settlement
- $\$ 2.4 \mathrm{~B}$ pre-tax expense for additional reserves primarily for previously disclosed legacy mortgage-related matters

[^3]
## Balance Sheet Highlights

| S in billions, except for share amounts; end of period balances | 1 Q14 | 4Q13 | 1Q13 |
| :---: | :---: | :---: | :---: |
| Balance Sheet |  |  |  |
| Total assets | \$2,149.9 | \$2,102.3 | \$2,174.8 |
| Total loans and leases | 916.2 | 928.2 | 911.6 |
| Total deposits | 1,133.7 | 1,119.3 | 1,095.2 |
| Long-term debt | 254.8 | 249.7 | 279.6 |
| Preferred stock | 13.4 | 13.4 | 18.8 |
| Per Share Data |  |  |  |
| Tangible book value per common share ${ }^{1}$ | \$13.81 | \$13.79 | \$13.36 |
| Book value per common share | 20.75 | 20.71 | 20.19 |
| Common shares outstanding (in billions) | 10.53 | 10.59 | 10.82 |
| Capital |  |  |  |
| Tangible common shareholders' ${ }^{\text {equity }}{ }^{1}$ | \$145.5 | \$146.1 | \$144.6 |
| Tangible common equity ratio ${ }^{1}$ | 7.00 \% | 7.20 \% | 6.88 \% |
| Common shareholders' equity | \$218.5 | \$219.3 | \$218.5 |
| Common equity ratio | 10.17 \% | 10.43 \% | 10.05 \% |
| Returns |  |  |  |
| Return on average assets | $\mathrm{n} / \mathrm{m}$ | 0.64 \% | 0.27 \% |
| Return on average common shareholders' equity | $n / m$ | 5.74 | 2.06 |
| Return on average tangible common shareholders' equity ${ }^{1}$ | $\mathrm{n} / \mathrm{m}$ | 8.61 | 3.12 |

- Total assets increased $\$ 47.6 B$ from 4 Q13, driven by higher cash and securities balances, which we grew in anticipation of liquidity requirements
- Total loans and leases declined \$12.0B from 4Q13 due to lower discretionary mortgage balances and seasonally lower card balances
- Record deposits of $\$ 1.1 \mathrm{~T}$, up $\$ 14.4 \mathrm{~B}$ from 4Q13
- Long-term debt increased \$5.1B from 4Q13, driven by increased bank issuance
- Tangible common equity ratio decreased slightly to $7.00 \%{ }^{1}$, as a result of growth in liquidity
- Tangible book value per share increased to $\$ 13.81^{1}$
- Returned approximately $\$ 1.4 \mathrm{~B}$ of capital through 87 MM common share repurchases during 1Q14
- Previously announced capital actions include common stock dividend increase to $\$ 0.05$ per share in 2Q14 and a new $\$ 4.0 \mathrm{~B}$ common stock repurchase program
${ }^{1}$ 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. $\mathrm{n} / \mathrm{m}=$ not meaningful


## Regulatory Capital

$\left.\begin{array}{|lcccl|}\hline \text { Basel } 3 \text { Transition (under standardized approach) }{ }^{1} & & \text { Pro-forma } \\ \hline \text { \$ in billions } & 1 \text { Q14 } & 413^{2}\end{array}\right]$

## Basel 3 Transition (under Standardized approach) ${ }^{1}$

- Common equity tier 1 capital (CET1) ratio grew to $11.8 \%$ from pro-forma 4Q13 ${ }^{2}$


## Basel 3 Fully Phased-in ${ }^{3}$

- Under the fully phased-in Standardized approach, the estimated CET1 ratio improved to $9.3 \%$ from 4Q13
- Under the fully phased-in Advanced approaches, the estimated CET1 ratio decreased to 9.9\% from 4Q13, largely driven by an increase in operational risk-weighted assets


## Supplementary Leverage Ratio (SLR) 4,5

- In connection with the final U.S. rule and proposed NPR issued on April 8, 2014, on a fully phased-in basis, we estimate our bank holding company ratio is above the $5 \%$ required minimum and both primary bank subsidiaries are in excess of the $6 \%$ required minimum

[^4]
## Funding and Liquidity

Long-term Debt (\$B)


Global Excess Liquidity Sources $(\$ B)^{2}$


- Long-term debt increased $\$ 5.1 B$ from 4Q13 due to increased bank debt issuance
- Remaining contractual parent company debt maturities of \$23B through the end of $2014{ }^{3}$
- Successfully issued $\$ 7.6 \mathrm{~B}$ of parent company long-term debt which settled in 2 Q14
- Excluding the $\$ 7.6 \mathrm{~B}$, parent company long-term debt issuance for the remainder of 2014 is expected to be less than maturities
- Global Excess Liquidity Sources increased $\$ 51 \mathrm{~B}$ from 4 Q 13 to \$427B, driven by higher deposit flows and bank debt issuance
- Parent company liquidity remained strong at $\$ 95 B$ with Time to Required Funding ${ }^{4}$ at 35 months
Time to Required Funding (months) ${ }^{4}$


[^5] previously announced BNY Mellon private-label securitization settlement. 1014 TFF is adjusted for the FHFA settlement. Including the 57.68 long-term debt issuance unsettled as of 1014 , TTF would be 37 months.

Net Interest Income


Reported Net Interest Income (NII) (\$B) ${ }^{1}$


- Reported NII of $\$ 10.3 B$, down $\$ 0.7 B$ from 4Q13, driven by a $\$ 0.5 \mathrm{~B}$ change in market-related adjustments and two fewer interest accrual days
- Excluding market-related adjustments, NII of $\$ 10.6 \mathrm{~B}$ declined $\$ 0.2 \mathrm{~B}$ from 4Q13 and the net interest yield declined 3bps to 2.36\%

Drivers of the decline included:

- Two fewer interest accrual days
- Lower consumer loan balances and yields
- Less trading-related NII

Partially offset by improved long-term debt costs and lower deposit pricing

- Net interest yields have been adjusted to reflect the inclusion of low-yielding cash deposit balances held at central banks in earning assets
- The balance sheet continues to be asset sensitive and positioned for NII to benefit as rates move higher, particularly on the shortend of the curve

[^6]
## Expense Highlights

## Noninterest Expense (\$B)



Full-time Equivalent Employees ( 000 's)


- Total noninterest expense of $\$ 22.2 \mathrm{~B}$ in 1Q14 increased from both 4Q13 and 1Q13 due to increased litigation expense
- Litigation expense of $\$ 6.0 \mathrm{~B}$ in 1 Q 14 included:
- $\$ 3.6 \mathrm{~B}$ associated with the previously announced FHFA settlement
- \$2.4B net increase in reserves primarily for previously disclosed legacy mortgage-related matters
- 1Q14 and 1Q13 expense includes annual retirement-eligible incentive compensation costs
- Excluding litigation and retirement-eligible incentive compensation costs ${ }^{2}$, noninterest expense declined $\$ 1.2 \mathrm{~B}$ from 1Q13, as LAS expense of $\$ 1.6 \mathrm{~B}$ declined $\$ 1.0 \mathrm{~B}$ from 1 Q 13
- All other expense of $\$ 13.6 \mathrm{~B}$ in 1 Q 14 decreased $\$ 0.2 \mathrm{~B}$ compared to 1Q13, but increased from 4Q13 due to seasonally higher incentive accruals aligned with sales and trading results
- Expense program targets remain unchanged
- Quarterly LAS expense, excluding litigation ${ }^{2}$, expected to decline to $\$ 1.1 \mathrm{~B}$ by 4Q14
- Quarterly New BAC cost savings of $\$ 2.0 \mathrm{~B}$ expected to be achieved by mid-2015
${ }^{1}$ Represents a non-GAAP financial measure. LAS noninterest expense was $\$ 7.4 B, \$ 3.0 B$ and $\$ 4.6 B$ in $1 Q 14,4 Q 13$ and $1 Q 13$, respectively. LAS mortgage-related litigation expense was $\$ 5.8 B$, $\$ 1.2 B$ and $\$ 2.0 \mathrm{~B}$ in 1Q14, 4Q13 and 1Q13, respectively.
${ }^{2}$ Represents a non-GAAP financial measure.


## Asset Quality Trends Continued to Improve

Net Charge-offs (\$B) ${ }^{1,2}$


Allowance for Loans and Leases $(\$ B)^{2,4}$


Consumer 30+ Days Performing Past Due $(\$ B)^{3}$


Provision for Credit Losses (\$B)


[^7]
## Consumer \& Business Banking (CBB)

| \$ in millions | 1Q14 | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: |
|  |  | 4Q13 | 1Q13 |
| Net interest income ${ }^{1}$ | \$4,951 | \$3 | (\$62) |
| Noninterest income | 2,487 | (63) | 88 |
| Total revenue, net of interest expense ${ }^{1}$ | 7,438 | (60) | 26 |
| Provision for credit losses | 812 | 385 | (140) |
| Noninterest expense | 3,975 | (76) | (180) |
| Income tax expense ${ }^{1}$ | 993 | (65) | 136 |
| Net income | \$1,658 | (\$304) | \$210 |
| Key Indicators (\$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Average deposits | \$534.6 | \$528.8 | \$502.5 |
| Rate paid on deposits | 0.07 \% | 0.08 \% | 0.13 \% |
| Average loans and leases | \$162.0 | \$163.2 | \$165.8 |
| Client brokerage assets | 100.2 | 96.0 | 82.6 |
| Debit card purchase volumes | 65.9 | 68.0 | 64.6 |
| Mobile banking customers (MM) | 15.0 | 14.4 | 12.6 |
| Number of banking centers | 5,095 | 5,151 | 5,389 |
| Return on average allocated capital ${ }^{2}$ | 22.8 \% | 26.0 \% | 19.6 \% |
| Allocated capital ${ }^{2}$ | \$29.5 | \$30.0 | \$30.0 |
| Total U.S. consumer credit card ${ }^{3}$ ( $\$$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Average outstandings | \$89.5 | \$90.1 | \$91.7 |
| Credit card purchase volumes | 48.9 | 54.5 | 46.6 |
| New card accounts (MM) | 1.03 | 1.00 | 0.91 |
| Net charge-off ratio | 3.25 \% | 3.19 \% | 4.19 \% |
| Risk-adjusted margin | 9.49 | 9.11 | 8.51 |

- Net income increased $15 \%$ from $1 Q 13$ to $\$ 1.7 B$, primarily driven by lower noninterest expense and lower provision for credit losses
- Noninterest income increased \$88MM from 1 Q13 due primarily to a portfolio divestiture gain and higher service charges
- Provision for credit losses declined $\$ 140 \mathrm{MM}$ from $1 Q 13$ due to improving credit quality
- Net charge-offs improved $\$ 360 \mathrm{MM}$ while reserve releases declined \$220MM
- Customer activity highlights:
- No. 1 U.S. retail deposit market share ${ }^{4}$
- Average organic deposit growth of $\$ 8 \mathrm{~B}$ from 4 Q 13 and \$23B from 1Q13
- Client brokerage assets increased to over $\$ 100 B$ in $1 Q 14$, driven by account flows and improved market valuation
- Mobile banking users reached 15.0 MM , up 4\% from 4Q13 and 19\% from 1Q13
- Banking centers reduced to 5,095 , down $1 \%$ from $4 Q 13$ and 5\% from 1Q13
- Issued over 1MM new total U.S. consumer credit cards in 1Q14
- Total U.S. consumer credit card ${ }^{3}$ balances decreased from 4Q13 due to seasonality


## ${ }^{1}$ FTE basis.

${ }^{2}$ Represents a non-GAAP financial measure. For important presentation information, see slide 25 , and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information
${ }^{3}$ Total U.S. consumer credit card includes portfolios in CBB and GWIM. In both 1 Q14 and 4Q13, \$3.3B of the U.S. consumer credit card portfolio was included in GWIM with the remaining in CBB.
${ }^{4}$ Source: SNL branch data. U.S. deposit market share (retail domestic deposits) based on June 2013 FDIC deposit data, adjusted to remove commercial balances.

## Consumer Real Estate Services (CRES) ${ }^{1}$

| \$ in millions | 1 Q14 | $\mathrm{Inc} /(\mathrm{Dec})$ |  |
| :---: | :---: | :---: | :---: |
|  |  | 4 Q 13 | 1 Q13 |
| Netinterest income ${ }^{2}$ | \$701 | (\$15) | (\$42) |
| Noninterest income | 491 | (505) | $(1,078)$ |
| Total revenue, net of interest expense ${ }^{2}$ | 1,192 | (520) | $(1,120)$ |
| Provision for credit losses | 25 | 499 | (310) |
| Noninterest expense, excluding litigation ${ }^{3}$ | 2,290 | (303) | $(1,081)$ |
| Litigation expense | 5,839 | 4,644 | 3,805 |
| Income tax expense (benefit) ${ }^{2}$ | $(1,935)$ | $(1,391)$ | (663) |
| Netloss | (\$5,027) | ( $\$ 3,969$ ) | $(\$ 2,871)$ |
| Key Indicators (\$ in billions) | 1 Q14 | 4Q13 | 1Q13 |
| Average loans and leases | \$88.9 | \$89.7 | \$93.0 |
| Total home loan originations ${ }^{4}$ : |  |  |  |
| First mortgage | 8.9 | 11.6 | 23.9 |
| Home equity | 2.0 | 1.9 | 1.1 |
| Core production revenue ${ }^{5}$ | 0.3 | 0.4 | 0.8 |
| Servicing income | 0.4 | 0.6 | 0.9 |
| First lien servicing portfolio (\# loans in MM) | 4.2 | 4.4 | 6.4 |
| MSR, end of period (EOP) | 4.6 | 5.0 | 5.8 |
| Capitalized MSR (bps) | 87 | 92 | 61 |
| Serviced for investors (EOP, in trillions) | 0.5 | 0.6 | 0.9 |
| LAS expense (excluding litigation) ${ }^{3}$ | 1.6 | 1.8 | 2.6 |
| 60+ days delinquent first lien loans (000's) | 277 | 325 | 667 |
| LAS employees (000's) ${ }^{6}$ | 26.2 | 28.8 | 42.6 |

${ }^{1}$ CRES includes Home Loans and Legacy Assets \& Servicing.
${ }^{2}$ FTE basis.
${ }^{3}$ Represents a non-GAAP financial measure. CRES noninterest expense was $\$ 8.18, \$ 3.8 \mathrm{~B}$ and $\$ 5.4 \mathrm{~B}$ in $1 \mathrm{Q} 14,4 \mathrm{Q} 13$ and 1 Q 13 , respectively. CRES litigation expense was $\$ 5.8 \mathrm{~B}, \$ 1.2 \mathrm{~B}$ and $\$ 2.0 \mathrm{~B}$ for 1 Q 14 , 4 Q 13 and 1Q13, respectively. LAS noninterest expense was $\$ 7.48, \$ 3.0 \mathrm{~B}$ and $\$ 4.6 \mathrm{~B}$ in $1 \mathrm{Q} 14,4 \mathrm{Q} 13$ and 1Q13, respectively. LAS litigation expense was $\$ 5.8 \mathrm{~B}, \$ 1.2 \mathrm{~B}$ and $\$ 2.0 \mathrm{~B}$ for $1 \mathrm{Q} 14,4 \mathrm{Q} 13$ and 1 Q 13 , respectively.
${ }^{4}$ Home loan originations include loan production in CRES with the remaining first mortgage and home equity loan production primarily in GWIM
${ }^{5}$ Core production revenue excludes representations and warranties provision.
${ }^{6}$ Includes other FTEs supporting LAS (contractors and offshore).

## Global Wealth \& Investment Management (GWIM)

| \$ in millions | 1Q14 | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: |
|  |  | 4Q13 | 1Q13 |
| Netinterest income ${ }^{1}$ | \$1,485 | \$- | (\$111) |
| Noninterest income | 3,062 | 68 | 237 |
| Total revenue, net of interest expense ${ }^{1}$ | 4,547 | 68 | 126 |
| Provision for credit losses | 23 | (3) | 1 |
| Noninterest expense | 3,359 | 96 | 107 |
| Income tax expense ${ }^{1}$ | 436 | 23 | 10 |
| Netincome | \$729 | (\$48) | \$8 |
| Key Indicators (\$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Long-term AUM flows | \$17.4 | \$9.4 | \$20.4 |
| Liquidity AUM flows | (2.4) | 6.5 | (2.2) |
| Financial Advisors (in thousands) ${ }^{2}$ | 15.3 | 15.3 | 16.1 |
| Financial Advisor Productivity (\$ in MM) ${ }^{3}$ | \$1.06 | \$1.04 | \$0.97 |
| Wealth Advisors (in thousands) ${ }^{2}$ | 16.5 | 16.5 | 17.3 |
| Pre-tax margin | 25.6 \% | 26.6 \% | 25.9 \% |
| Return on average allocated capital ${ }^{4}$ | 24.7 | 31.0 | 29.4 |
| Allocated capital ${ }^{4}$ | \$12.0 | \$10.0 | \$10.0 |

${ }^{1}$ FTE basis.

- Solid first quarter results included record revenue of $\$ 4.5 \mathrm{~B}$
- Net income was $\$ 0.7 \mathrm{~B}$ and pre-tax margin was $25.6 \%$
- Record asset management fees drove noninterest income higher, despite lower transactional activity
- Noninterest expense increased from both comparative periods reflecting higher revenue-related incentive compensation, increased volume-related costs and certain investments in technology
- Client balances of $\$ 2.4 \mathrm{~T}$ set another record, driven by improved market valuation and net inflows
- Long-term AUM flows of $\$ 17.4 B$, positive for the 19th consecutive quarter and the 2nd highest quarter on record
- Record period-end loans of \$120B, up 9\% from 1Q13
- Period-end deposits of \$244B, up 2\% from 1 Q13


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


${ }^{2}$ Includes Financial Advisors in CBB of 1,598,1,545 and 1,591 at 1Q14, 4Q13 and 1Q13, respectively.
${ }^{2}$ Includes Financial Advisors in CBB of 1,598, 1,545 and 1,591 at 1Q14, 4Q13 and 1Q13, respectively.
${ }^{3}$ Financial Advisor Productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue divided by the total number of Financial Advisors (excluding Financial Advisors in CBB). Total revenue excludes corporate allocation of net interest income related to certain ALM activities.
${ }^{4}$ Represents a non-GAAP financial measure. For important presentation information, see slide 25 , and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.
${ }^{5}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

## Global Banking

| \$ in millions | 1Q14 | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: |
|  |  | 4Q13 | 1Q13 |
| Net interest income ${ }^{1}$ | \$2,301 | \$- | \$142 |
| Noninterest income | 1,968 | (34) | 97 |
| Total revenue, net of interest expense ${ }^{1}$ | 4,269 | (34) | 239 |
| Provision for credit losses | 265 | (176) | 116 |
| Noninterest expense | 2,028 | 102 | 186 |
| Income tax expense ${ }^{1}$ | 740 | 70 | (18) |
| Netincome | \$1,236 | (\$30) | (\$45) |
| Key Indicators (\$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Average loans and leases | \$271.5 | \$268.8 | \$244.1 |
| Average deposits | 256.3 | 259.1 | 221.3 |
| Business Lending revenue | 1.9 | 1.8 | 1.8 |
| Treasury Services revenue | 1.5 | 1.5 | 1.4 |
| Return on average allocated capital ${ }^{2}$ | 16.2 \% | 21.8 \% | 22.6 \% |
| Allocated capital ${ }^{2}$ | \$31.0 | \$23.0 | \$23.0 |
| Net charge-off ratio | (0.03) \% | 0.01 \% | 0.12 \% |
| Reservable criticized | \$9.5 | \$9.4 | \$10.3 |
| Nonperforming assets | 0.7 | 0.6 | 1.6 |
| Corporation-wide IB Fees (\$ in millions) | 1Q14 | 4Q13 | 1Q13 |
| Advisory | \$286 | \$356 | \$257 |
| Debt | 1,025 | 986 | 1,022 |
| Equity | 313 | 461 | 323 |
| Gross IB fees (incl. self-led) | 1,624 | 1,803 | 1,602 |
| Self-led | (82) | (65) | (67) |
| NetIB fees (excl. self-led) | \$1,542 | \$1,738 | \$1,535 |

- Net income of $\$ 1.2 \mathrm{~B}$
- Revenue of $\$ 4.3 B$ increased $6 \%$ vs. 1Q13, primarily due to higher NII from solid loan growth
- Maintained leadership position with $\$ 1.5 \mathrm{~B}$ in corporation-wide IB fees (excluding self-led)
- Record Investment Grade underwriting fees
- Provision for credit losses increased from 1Q13 driven by increased reserves
- Noninterest expense increased $\$ 186 \mathrm{MM}$ from 1 Q 13 due to technology investments in Global Treasury Services and lending platforms, additional client-facing personnel and higher litigation expense
- Average loans and leases increased $\$ 27.4 \mathrm{~B}$ from 1Q13 due to growth in Commercial \& Industrial, Commercial Real Estate and Leasing
- Average deposits increased $16 \%$ vs. 1 Q13 benefitting from increased customer liquidity
- Return on average allocated capital of $16.2 \%$ in 1 Q14 reflects earnings stability and $35 \%$ increase in allocated capital

[^8]
## Global Markets

| \$ in millions | 1 Q14 | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: |
|  |  | 4Q13 | 1Q13 |
| Net interest income ${ }^{1}$ | \$1,000 | (\$143) | (\$110) |
| Noninterest income (excl. net DVA) ${ }^{2}$ | 3,903 | 1,219 | 88 |
| Total revenue (excl. net DVA) ${ }^{2,3}$ | 4,903 | 1,076 | (22) |
| Net DVA | 112 | 729 | 257 |
| Total revenue, net of interest expense ${ }^{1}$ | 5,015 | 1,805 | 235 |
| Provision for credit losses | 19 | (85) | 14 |
| Noninterest expense | 3,078 | (202) | 4 |
| Income tax expense ${ }^{1}$ | 608 | 739 | 19 |
| Net income | \$1,310 | \$1,353 | \$198 |
| Net income (excl. net DVA) ${ }^{2}$ | \$1,240 | \$894 | \$37 |
|  |  |  |  |
| Key Indicators (\$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Average trading-related assets | \$437.1 | \$438.9 | \$504.3 |
| Average loans and leases | 63.7 | 66.5 | 52.7 |
| IB fees | 0.7 | 0.8 | 0.7 |
| Sales and trading revenue | 4.2 | 2.4 | 4.0 |
| Sales and trading revenue (excl. net DVA) ${ }^{2}$ | 4.1 | 3.0 | 4.2 |
| FICC (excl. net DVA) ${ }^{4}$ | 3.0 | 2.1 | 3.0 |
| Equities (excl. net DVA) ${ }^{4}$ | 1.2 | 0.9 | 1.1 |
| Average VaR (\$ in MM) ${ }^{5}$ | 71 | 73 | 79 |
| Return on average allocated capital ${ }^{6}$ | 15.7 \% | $\mathrm{n} / \mathrm{m}$ | 15.1 \% |
| Excluding net DVA ${ }^{2}$ | 14.8 | 4.6 \% | 16.3 |
| Allocated capital ${ }^{6}$ | \$34.0 | \$30.0 | \$30.0 |

- Net income of $\$ 1.3 \mathrm{~B}$ improved versus both comparative periods
- Excluding net DVA ${ }^{2}$, net income of $\$ 1.2 B$, up modestly from 1Q13 and \$894MM higher vs. 4Q13
- Excluding net DVA ${ }^{2,4}$, sales and trading revenue of $\$ 4.1 \mathrm{~B}$ decreased $\$ 47 \mathrm{MM}$, or $1 \%$, from 1 Q13 and increased $\$ 1.1 \mathrm{~B}$ or $37 \%$ vs. 4Q13
- FICC revenue decreased $\$ 51 \mathrm{MM}$, or $2 \%$, vs. 1 Q 13 , driven by weaker results in Rates and Currencies due to declines in market volumes and volatility; revenue increased \$870MM vs. 4 Q13 from seasonally stronger results
- Adjusting for the 1 Q13 impact of a monoline receivable write-down, revenue declined $15 \%$ vs. $1 Q 13$
- Equities revenue was flat compared to $1 \mathrm{Q13}$; revenue increased $28 \%$ vs. 4Q13 on seasonally higher client activity
- Noninterest expense declined \$202MM from 4Q13 and was flat to 1Q13; excluding litigation expense of \$655MM in 4Q13, expenses increased $\$ 453 \mathrm{MM}$ due to seasonally higher incentive accruals aligned to sales and trading results

[^9]
## All Other ${ }^{1}$

| \$ in millions | 1Q14 | Inc/(Dec) |  |
| :---: | :---: | :---: | :---: |
|  |  | 4Q13 | 1Q13 |
| Net interest income ${ }^{2}$ | (\$152) | (\$558) | (\$406) |
| Noninterest income | 458 | 365 | 259 |
| Total revenue, net of interest expense ${ }^{2}$ | 306 | (193) | (147) |
| Provision for credit losses | (135) | 53 | (385) |
| Noninterest expense | 1,669 | 670 | (103) |
| Income tax expense (benefit) ${ }^{2}$ | $(1,046)$ | (199) | (400) |
| Netloss | (\$182) | (\$717) | \$741 |
| Key Indicators (\$ in billions) | 1Q14 | 4Q13 | 1Q13 |
| Average loans and leases | \$217.4 | \$226.0 | \$244.6 |
| Average deposits | 34.2 | 34.0 | 35.6 |
| Book value of Global Principal Investments | 1.3 | 1.6 | 2.8 |
| Total BAC equity investment expos ure | 12.0 | 12.4 | 15.0 |

- Net loss of $\$ 182 \mathrm{MM}$ as results declined from 4Q13, driven by annual retirement-eligible incentive compensation costs and negative quarterly impact of market-related NII adjustments, partially offset by higher equity investment gains in the quarter
- Revenue was impacted by the following selected items:

| \$ in millions | 1Q14 | 4Q13 | 1Q13 |
| :--- | :---: | :---: | ---: |
| Equity investment income | $\$ 674$ | $\$ 393$ | $\$ 520$ |
| Gains on sales of debt securities | 357 | 363 | 67 |
| U.K. payment protection insurance provision $^{3}$ | $(141)$ | $(163)$ | . |

- 1 Q14 provision benefit relatively flat to 4 Q13 and improved \$385MM from 1Q13
- Reserve releases of $\$ 341 \mathrm{MM}, \$ 482 \mathrm{MM}$ and $\$ 235 \mathrm{MM}$ in 1 Q14, 4Q13 and 1Q13, respectively
- Noninterest expense increased from 4Q13, driven by annual retirement-eligible incentive compensation costs, partially offset by lower litigation expense

[^10]

Results by Business Segment

| \$ in millions | 1 Q14 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation | CBB | CRES | GWIM | Global <br> Banking | Global <br> Markets | All Other |
| Net interest income ${ }^{1,2}$ | \$10,286 | \$4,951 | \$701 | \$1,485 | \$2,301 | \$1,000 | (\$152) |
| Card income | 1,393 | 1,162 | - | 53 | 83 | 9 | 86 |
| Service charges | 1,826 | 1,045 | - | 20 | 687 | 73 | 1 |
| Investment and brokerage services | 3,269 | 61 | - | 2,604 | 25 | 561 | 18 |
| Investment banking income (loss) | 1,542 | 1 | - | 66 | 822 | 736 | (83) |
| Equity investment income | 784 | 24 | - | 2 | 55 | 29 | 674 |
| Trading account profits | 2,467 | - | 2 | 47 | 44 | 2,367 | 7 |
| Mortgage banking income (loss) | 412 | - | 469 | - | - | 1 | (58) |
| Gains on sales of debt securities | 377 | - | 10 | - | - | 10 | 357 |
| All other income (loss) | 411 | 194 | 10 | 270 | 252 | 229 | (544) |
| Total noninterest income | 12,481 | 2,487 | 491 | 3,062 | 1,968 | 4,015 | 458 |
| Total revenue, net of interest expense ${ }^{1,2}$ | 22,767 | 7,438 | 1,192 | 4,547 | 4,269 | 5,015 | 306 |
| Total noninterest expense | 22,238 | 3,975 | 8,129 | 3,359 | 2,028 | 3,078 | 1,669 |
| Pre-tax, pre-provision earnings (loss) ${ }^{1}$ | 529 | 3,463 | $(6,937)$ | 1,188 | 2,241 | 1,937 | $(1,363)$ |
| Provision for credit losses | 1,009 | 812 | 25 | 23 | 265 | 19 | (135) |
| Income (loss) before income taxes | (480) | 2,651 | $(6,962)$ | 1,165 | 1,976 | 1,918 | $(1,228)$ |
| Income tax expense (benefit) ${ }^{1,2}$ | (204) | 993 | $(1,935)$ | 436 | 740 | 608 | $(1,046)$ |
| Net income (loss) | (\$276) | \$1,658 | $(\$ 5,027)$ | \$729 | \$1,236 | \$1,310 | (\$182) |

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

## Business Metrics Reflect Progress

Consumer Metrics


Total U.S. Consumer New Card Issuance (units in 000's)


Mobile Banking Active Accounts (units in MM) ${ }^{1}$


Merrill Edge Brokerage Assets (\$B)


Avg. Consumer and Business Banking Deposits (\$B) and Rate Paid (bps)


GWIM Client Balances (\$B) ${ }^{2,3}$

${ }^{1}$ Mobile check deposits capability launched in mid-2012.
${ }^{2} 1 \mathrm{Q} 12$ client balances include $\$ 18.6 \mathrm{~B}$ end of period deposits that were migrated to Consumer and Business Banking, primarily in 1 Q13.
${ }^{3}$ Loans and leases include margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

## Business Metrics Reflect Progress

Banking and Markets Metrics

Global Banking Revenue (\$B) ${ }^{1}$


Avg. Global Banking Loans (\$B)


Avg. Global Banking Deposits (\$B)



Sales \& Trading Revenue (excl. DVA) (\$B) ${ }^{2}$


Avg. Trading-related Assets (\$B) and


1FTE basis. Represents a non-GAAP financial measure.
${ }^{2}$ Represents a non-GAAP financial measure During
${ }^{2}$ Represents a non-GAAP financial measure. During 1Q14, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such, net DVA represents the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation. Net DVA results were gains (losses)
of $\$ 112 \mathrm{MM},(\$ 145) \mathrm{MM}$ and ( $\$ 4.7$ )B 1Q14, 1 Q13 and 1012 , respectively. Amounts may not total due to rounding.
VaR model uses historical simulation approach based on three years of historical data and an expected shortall methodology equivalent to a $99 \%$ confidence level.
Source: Bloomberg and based on share of S\&P 500 .

## Line of Business Allocated Capital



- The capital allocated to the Corporation's business segments is referred to as allocated capital, a non-GAAP financial measure, and is subject to change over time
- Capital allocations consider the effect of regulatory capital requirements in addition to internal risk-based 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
- Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, business segment exposures and risk profile, regulatory constraints and strategic plans. Effective January 1, 2014, on a prospective basis, the Corporation adjusted the amount of capital being allocated to the business segments

[^11]
## Settlement with Financial Guaranty Insurance Co. (FGIC) and Certain Securitization Trusts

- On April 11, 2014, BAC reached a settlement with Financial Guaranty Insurance Co. (FGIC), as well as separate settlements with the Trustee for certain second-lien residential mortgage-backed securities (RMBS) securitization trusts. The agreements resolve all outstanding litigation between FGIC and BAC, as well as outstanding and potential claims by FGIC and the Trustee related to alleged representations and warranties breaches and other claims involving trusts for which FGIC provided financial guarantee insurance
- Under the terms of the agreements, BAC agreed to make total cash payments of up to approximately $\$ 950 \mathrm{MM}$, of which $\$ 584 \mathrm{MM}$ was paid to FGIC, with the remainder paid in connection with the trust settlements
- Seven of the nine trust settlements have been completed, and the remaining two trust settlements are subject to additional investor approvals in a process that is expected to be completed within 45 days. In addition to the $\$ 584 \mathrm{MM}$ paid to FGIC , BAC has made payments totaling approximately $\$ 300 \mathrm{MM}$ under the seven completed trust settlements and will pay up to an additional approximately $\$ 50 \mathrm{MM}$ if the remaining two trust settlements are completed
- The costs of the FGIC and trust settlements are covered by previously established reserves


## Representations and Warranties Exposure ${ }^{1}$



[^12]Home Loans Asset Quality Key Indicators

| Sin millions | Residential Mortgage ${ }^{1}$ |  |  |  | Home Equity ${ }^{1}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1014 |  | 4 Q 13 |  | 1014 |  | $4 Q^{13}$ |  |
|  | $\begin{gathered} \text { As } \\ \text { Reported } \end{gathered}$ | Excluding Purchased Creditimpaired and Fully-insured Loans | $\begin{gathered} \text { As } \\ \text { Reported } \end{gathered}$ | Excluding Purchased Credit-impaired and Fully-insured Loans | $\begin{gathered} \text { As } \\ \text { Reported } \end{gathered}$ | $\begin{array}{\|c} \text { Excluding Purchased } \\ \text { Credit-impaired } \\ \text { Loans } \end{array}$ | $\begin{gathered} \text { As } \\ \text { Reported } \end{gathered}$ | Excluding Purchased Credit-impaired Loans |
| Loans end of period | \$242,977 | \$141,428 | \$248,066 | \$142,147 | \$91,476 | \$85,141 | \$93,672 | \$87,079 |
| Loans average | 245,562 | 143,336 | 251,841 | 144,859 | 92,592 | 86,160 | 95,244 | 88,403 |
| Net charge.offs ${ }^{2,3}$ | \$127 | \$127 | \$209 | \$209 | \$302 | \$302 | \$331 | \$331 |
| \% of average loans ${ }^{3}$ | 0.21 \% | 0.36 \% | 0.33 \% | 0.57 \% | 1.32 \% | 1.42 \% | 1.38 \% | 1.49 \% |
| Allowance for loan losses | \$3,502 | \$2,337 | \$4,084 | \$2,638 | \$4,054 | \$3,117 | \$4,434 | \$3,387 |
| \% of loans | 1.44 \% | 1.65 \% | 1.65 \% | 1.86 \% | $4.43 \%$ | 3.66 \% | 4.73 \% | 3.89 \% |
| Average refreshed (C)LTV ${ }^{4}$ |  | 66 |  | 68 |  | 70 |  | 72 |
| 90\% + refreshed (C) LTV $^{4}$ |  | 15 \% |  | 17 \% |  | 26 \% |  | 28 \% |
| Average refreshed FICO |  | 729 |  | 727 |  | 746 |  | 746 |
| \% below 620 FICO |  | 11 \% |  | 11 \% |  | 7 \% |  | 8 \% |

[^13]
## Regulatory Capital Reconciliation ${ }^{1,2}$

| Sin millions | December $\mathbf{3 1}$ |
| :--- | :---: |
| Regulatory Capital - Basel 1 to Basel 3 (fully phased-in) | $\mathbf{2 0 1 3}$ |
| Basel 1 Tier 1 capital <br> Deduction of qualifying preferred stock and trust preferred securities <br> Basel 1 Tier 1 common capital <br> Deduction of defined benefit pension assets <br> DTA and other threshold deductions (DTA temporary differences, MSRs and significant investments) <br> Net unrealized losses in accumulated OCI on AFS debt and certain marketable equity securities, and <br> employee benefit plans <br> Other deductions, net <br> Basel $\mathbf{3}$ (fully phased-in) Tier 1 common capital | $145,221)$ |


| Regulatory Capital - Basel 3 transition to fully phased-in | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: |
| Common equity tier 1 capital (transition) | \$151,642 |  |
| Adjustments and deductions recognized in Tier 1 capital during transition | $(9,284)$ |  |
| Other adjustments and deductions phased in during transition | $(8,197)$ |  |
| Common equity tier 1 capital (fully phased-in) | \$134,161 |  |
| Risk-weighted Assets - As reported to Basel 3 (fully phased-in) | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |
| As reported risk-weighted assets | \$1,282,492 | \$1,297,534 |
| Change in risk-weighted assets from reported to fully phased-in | 165,596 | 164,449 |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) | 1,448,088 | 1,461,983 |
| Change in risk-weighted assets for advanced models | $(86,201)$ | $(132,939)$ |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) | \$1,361,887 | \$ 1,329,044 |


| Regulatory Capital Ratios |  |  |
| :---: | :---: | :---: |
| Basel 1 Tier 1 common | n/a | 11.2 \% |
| Basel 3 Standardized approach common equity tier 1 (transition) | 11.8 \% | n/a |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) | 9.3 | 9.1 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) | 9.9 | 10.0 |

[^14]Bank of America

## 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," "may," "might," "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 future business and economic conditions more generally, and other 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 the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of Bank of America's 2013 Annual Report on Form 10-K, and in any of Bank of America's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase 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 counterparties, including monolines or private-label and other investors; the possibility that final court approval of negotiated settlements is not obtained; the possibility that the court decision with respect to the BNY Mellon Settlement is overturned on appeal in whole or in part; potential claims, damages, penalties and fines resulting from pending or future litigation and regulatory proceedings, including proceedings instituted by the U.S. Department of Justice, state Attorneys General and other members of the RMBS Working Group of the Financial Fraud Enforcement Task Force concerning mortgage-related matters; the possibility that the European Commission will impose remedial measures in relation to its investigation of the Company's competitive practices; the possible outcome of LIBOR, other reference rate and foreign exchange inquiries and investigations; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; the possibility that the Company may not collect mortgage insurance claims; the possibility that future claims, damages, penalties and fines may occur in excess of the Company's recorded liability and estimated range of possible losses for litigation exposures; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; uncertainties related to the timing and pace of Federal Reserve tapering of quantitative easing, and the impact on global interest rates, currency exchange rates, and economic conditions in a number of countries; the possibility of future inquiries or investigations regarding pending or completed foreclosure activities; the possibility that unexpected foreclosure delays could impact the rate of decline of default-related servicing costs; uncertainty regarding timing and the potential impact of regulatory capital and liquidity requirements (including Basel 3); 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 potential impact of implementing and conforming to the Volcker Rule; the potential impact of future derivative regulations; 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; reputational damage that may result from negative publicity, fines and penalties from regulatory violations and judicial 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; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties with which we do business, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations of a potential 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.

## 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 supplementary leverage ratio are based on its current understanding of the Standardized and Advanced approaches under the Basel 3 rules, assuming all relevant regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from removal of the Comprehensive Risk Measure surcharge. 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 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. These estimates assist management, investors and analysts in assessing capital adequacy and comparability under Basel 3 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 March 31, 2014 and other earnings-related information available through the Bank of America Investor Relations web site at: http://investor.bankofamerica.com.
- The Company allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal risk-based 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. Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, business segment exposures and risk profile, regulatory constraints and strategic plans. As part of this process, in the first quarter of 2014, the Company adjusted the amount of capital being allocated to its business segments. This change resulted in a reduction of the unallocated capital, which is reflected in All Other, and an aggregate increase to the amount of capital being allocated to the business segments. Prior periods were not restated.



## Bank of America

## Supplemental Information <br> First Quarter 2014

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.

## Bank of America Corporation and Subsidiaries

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## Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

| (Dollars in millions, except per share information; shares in thousands) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$$2014$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  | Second Quarter 2013 |  | First Quarter 2013 |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 10,085 | \$ | 10,786 | \$ | 10,266 | \$ | 10,549 | \$ | 10,664 |
| Noninterest income |  | 12,481 |  | 10,702 |  | 11,264 |  | 12,178 |  | 12,533 |
| Total revenue, net of interest expense |  | 22,566 |  | 21,488 |  | 21,530 |  | 22,727 |  | 23,197 |
| Provision for credit losses |  | 1,009 |  | 336 |  | 296 |  | 1,211 |  | 1,713 |
| Noninterest expense |  | 22,238 |  | 17,307 |  | 16,389 |  | 16,018 |  | 19,500 |
| Income tax expense (benefit) |  | (405) |  | 406 |  | 2,348 |  | 1,486 |  | 501 |
| Net income (loss) |  | (276) |  | 3,439 |  | 2,497 |  | 4,012 |  | 1,483 |
| Preferred stock dividends |  | 238 |  | 256 |  | 279 |  | 441 |  | 373 |
| Net income (loss) applicable to common shareholders |  | (514) |  | 3,183 |  | 2,218 |  | 3,571 |  | 1,110 |
| Diluted earnings (loss) per common share(1) |  | (0.05) |  | 0.29 |  | 0.20 |  | 0.32 |  | 0.10 |
| Average diluted common shares issued and outstanding ${ }^{(1)}$ |  | 560,518 |  | 11,404,438 |  | 11,482,226 |  | 11,524,510 |  | 11,154,778 |
| Dividends paid per common share | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | n/m |  | 0.64\% |  | 0.47\% |  | 0.74\% |  | 0.27\% |
| Return on average common shareholders' equity |  | n/m |  | 5.74 |  | 4.06 |  | 6.55 |  | 2.06 |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ |  | n/m |  | 8.61 |  | 6.15 |  | 9.88 |  | 3.12 |
| Return on average tangible shareholders' equity ${ }^{(2)}$ |  | n/m |  | 8.53 |  | 6.32 |  | 9.98 |  | 3.69 |


| At period end |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book value per share of common stock | \$ | 20.75 | \$ | 20.71 | \$ | 20.50 | \$ | 20.18 | \$ | 20.19 |
| Tangible book value per share of common stock ${ }^{(2)}$ |  | 13.81 |  | 13.79 |  | 13.62 |  | 13.32 |  | 13.36 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 17.20 | \$ | 15.57 | \$ | 13.80 | \$ | 12.86 | \$ | 12.18 |
| High closing price for the period |  | 17.92 |  | 15.88 |  | 14.95 |  | 13.83 |  | 12.78 |
| Low closing price for the period |  | 16.10 |  | 13.69 |  | 12.83 |  | 11.44 |  | 11.03 |
| Market capitalization |  | 181,117 |  | 164,914 |  | 147,429 |  | 138,156 |  | 131,817 |
| Number of banking centers - U.S. |  | 5,095 |  | 5,151 |  | 5,243 |  | 5,328 |  | 5,389 |
| Number of branded ATMs - U.S. |  | 16,214 |  | 16,259 |  | 16,201 |  | 16,354 |  | 16,311 |
| Full-time equivalent employees |  | 238,560 |  | 242,117 |  | 247,943 |  | 257,158 |  | 262,812 |

[^15]$\mathrm{n} / \mathrm{m}=$ 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)

## Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$

|  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \end{aligned}$$2014$ |  | Fourth <br> Quarter <br> 2013 |  | Third Quarter 2013 |  | Second Quarter 2013 |  | First Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 10,286 | \$ | 10,999 | \$ | 10,479 | \$ | 10,771 | \$ | 10,875 |
| Total revenue, net of interest expense |  | 22,767 |  | 21,701 |  | 21,743 |  | 22,949 |  | 23,408 |
| Net interest yield ${ }^{(2)}$ |  | 2.29 \% |  | 2.44\% |  | 2.33\% |  | 2.35\% |  | 2.36\% |
| Efficiency ratio |  | 97.68 |  | 79.75 |  | 75.38 |  | 69.80 |  | 83.31 |

[^16]
## Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income



[^17]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consolidated Statement of Comprehensive Income



[^18]
## Bank of America Corporation and Subsidiaries

## Consolidated Balance Sheet

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

[^19]Bank of America Corporation and Subsidiaries

## Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underset{2014}{\substack{\text { March } 31}}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \\ \hline \end{gathered}$ |  | March 31 <br> 2013 |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 375,196 | \$ | 373,084 | \$ | 357,635 |
| Interest-bearing |  | 676,328 |  | 667,714 |  | 661,930 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 9,050 |  | 8,241 |  | 7,165 |
| Interest-bearing |  | 73,076 |  | 70,232 |  | 68,453 |
| Total deposits |  | 1,133,650 |  | 1,119,271 |  | 1,095,183 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 203,108 |  | 198,106 |  | 248,149 |
| Trading account liabilities |  | 89,076 |  | 83,469 |  | 90,547 |
| Derivative liabilities |  | 36,911 |  | 37,407 |  | 47,825 |
| Short-term borrowings |  | 51,409 |  | 45,999 |  | 42,148 |
| Accrued expenses and other liabilities (includes509, \$484 and \$486 of reserve for unfunded lending commitments) |  | 149,024 |  | 135,662 |  | 134,033 |
| Long-term debt |  | 254,785 |  | 249,674 |  | 279,641 |
| Total liabilities |  | 1,917,963 |  | 1,869,588 |  | 1,937,526 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, \$0.01 par value; authorized $\mathbf{- 1 0 0 , 0 0 0 , 0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 4 0 7 , 7 9 0}, 3,407,790$ and $3,685,410$ shares |  | 13,352 |  | 13,352 |  | 18,780 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized $\mathbf{- 1 2 , 8 0 0 , 0 0 0 , 0 0 0}$ shares; issued and outstanding $-\mathbf{1 0 , 5 3 0}, \mathbf{0 4 5}, \mathbf{4 8 5}, 10,591,808,296$ and $10,822,379,936$ shares |  | 153,696 |  | 155,293 |  | 158,157 |
| Retained earnings |  | 71,877 |  | 72,497 |  | 63,844 |
| Accumulated other comprehensive income (loss) |  | $(7,037)$ |  | $(8,457)$ |  | $(3,488)$ |
| Total shareholders' equity |  | 231,888 |  | 232,685 |  | 237,293 |
| Total liabilities and shareholders' equity | \$ | 2,149,851 | \$ | 2,102,273 | \$ | 2,174,819 |
| Liabilities of consolidated variable interest entities included in total liabilities above |  |  |  |  |  |  |
| Short-term borrowings | \$ | 1,176 | \$ | 1,150 | \$ | 2,539 |
| Long-term debt |  | 18,338 |  | 19,448 |  | 31,461 |
| All other liabilities |  | 179 |  | 253 |  | 345 |
| Total liabilities of consolidated variable interest entities | \$ | 19,693 | \$ | 20,851 | \$ | 34,345 |

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

## Bank of America Corporation and Subsidiaries

## Capital Management


(1) Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-
 the Market Risk Final Rules) at December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013.
 million.
${ }^{\text {4) }}$ Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted
(5) Tassets.

 shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides add
GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 42-45.)
$\mathrm{n} / \mathrm{a}=$ not applicable

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

## Bank of America Corporation and Subsidiaries

Regulatory Capital Reconciliations ${ }^{(1,2)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Regulatory capital - Basel 1 to Basel 3 (fully phased-in) |  |  |  |  |  |  |  |  |
| Basel 1 Tier 1 capital | \$ | 161,456 | \$ | 159,008 | \$ | 156,689 | \$ | 158,677 |
| Deduction of qualifying preferred stock and trust preferred securities |  | $(16,221)$ |  | $(16,183)$ |  | $(17,170)$ |  | $(22,558)$ |
| Basel 1 Tier 1 common capital |  | 145,235 |  | 142,825 |  | 139,519 |  | 136,119 |
| Deduction of defined benefit pension assets |  | (829) |  | (935) |  | (787) |  | (776) |
| Deferred tax assets and threshold deductions (deferred tax asset temporary differences, MSRs and significant investments) |  | $(4,803)$ |  | $(4,758)$ |  | $(6,761)$ |  | $(4,501)$ |
| Net unrealized losses in accumulated OCI on AFS debt and certain marketable equity securities, and employee benefit plans |  | $(5,668)$ |  | $(3,808)$ |  | $(4,557)$ |  | (372) |
| Other deductions, net |  | $(1,620)$ |  | $(1,511)$ |  | $(1,568)$ |  | $(1,660)$ |
| Basel 3 common equity tier 1 capital (fully phased-in) | \$ | 132,315 | \$ | 131,813 | \$ | 125,846 | \$ | 128,810 |


|  | March $\mathbf{3 1}$ <br> $\mathbf{2 0 1 4}$ |
| :--- | :---: |
| Regulatory capital - Basel $\mathbf{3}$ transition to fully phased-in | $\mathbf{\$}$ |
| Common equity tier 1 capital (transition) | $\mathbf{1 5 1 , 6 4 2}$ |
| Adjustments and deductions recognized in Tier 1 capital during transition | $\mathbf{( 9 , 2 8 4 )}$ |
| Other adjustments and deductions phased in during transition | $\mathbf{( 8 , 1 9 7 )}$ |
| Common equity tier $\mathbf{1}$ capital (fully phased-in) | $\mathbf{8}$ |


|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | September 30 2013 |  | $\begin{gathered} \text { June } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |  |  |  |  |  |
| As reported risk weighted assets | \$ | 1,282,492 | \$ | 1,297,534 | \$ | 1,289,444 | \$ | 1,288,159 | \$ | 1,298,187 |
| Change in risk-weighted assets from reported to fully phased-in |  | 165,596 |  | 164,449 |  |  |  |  |  |  |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) |  | 1,448,088 |  | 1,461,983 |  |  |  |  |  |  |
| Change in risk-weighted assets for advanced models |  | $(86,201)$ |  | $(132,939)$ |  | 37,140 |  | 22,276 |  | 55,454 |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) | \$ | 1,361,887 | \$ | 1,329,044 | \$ | 1,326,584 | \$ | 1,310,435 | \$ | 1,353,641 |


| Regulatory capital ratios |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Basel 1 Tier 1 common | n/a | 11.2\% | 11.1\% | 10.8\% | 10.5\% |
| Basel 3 Standardized approach common equity tier 1 (transition) | 11.8\% | n/a | n/a | n/a | n/a |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) | 9.3 | 9.1 | n/a | n/a | n/a |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) | 9.9 | 10.0 | 9.9 | 9.6 | 9.5 |

${ }^{(1)}$ Based on the Basel 3 Advanced approaches, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the removal of the Comprehensive Risk Measure
 the Market Risk Final Rules) at December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013.
$\mathrm{n} / \mathrm{a}=$ not applicable

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Net interest income (FTE basis) |  |  |  |  |  |  |  |  |  |  |
| As reported | \$ | 10,286 | \$ | 10,999 | \$ | 10,479 | § | 10,771 | \$ | 10,875 |
| Impact of trading-related net interest income |  | (903) |  | $(1,051)$ |  | (888) |  | (919) |  | $(1,010)$ |
| Net interest income excluding trading-related net interest income ${ }^{1}$ ) | \$ | 9,383 | \$ | 9,948 | \$ | 9,591 | \$ | 9,852 | \$ | 9,865 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average earning assets ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |
| As reported | \$ | 1,803,298 | \$ | 1,798,697 | \$ | 1,789,045 | \$ | 1,833,541 | \$ | 1,857,894 |
| Impact of trading-related earning assets |  | (442,732) |  | $(445,725)$ |  | $(446,212)$ |  | $(487,345)$ |  | $(497,730)$ |
| Average earning assets excluding trading-related earning assets ${ }^{(1)}$ | \$ | 1,360,566 | \$ | 1,352,972 | \$ | 1,342,833 | \$ | 1,346,196 | \$ | 1,360,164 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield contribution (FTE basis) ${ }^{(2,3)}$ |  |  |  |  |  |  |  |  |  |  |
| As reported |  | 2.29\% |  | 2.44\% |  | 2.33\% |  | 2.35\% |  | 2.36\% |
| Impact of trading-related activities |  | 0.48 |  | 0.49 |  | 0.51 |  | 0.58 |  | 0.56 |
| Net interest yield on earning assets excluding trading-related activities(1) |  | 2.77\% |  | 2.93\% |  | 2.84\% |  | $\underline{ }$ 2.93\% |  | $\stackrel{\text { 2.92\% }}{ }$ |

(1) Represents a non-GAAP financial
 and cash equivalents line, consistent with the Consolidated Balance Sheet presentation. Prior periods have been reclassified to conform to current period presentation.
Calculated on an annualized
basis.

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

## Bank of America Corporation and Subsidiaries

Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis
(Dollars in millions)

|  | First Quarter 2014 |  |  |  |  | Fourth Quarter 2013 |  |  |  |  | First Quarter 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate | Average Balance |  | $\begin{aligned} & \hline \text { Interest } \\ & \text { Income/ } \\ & \text { Expense } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ | Average Balance |  | $\begin{aligned} & \hline \text { Interest } \\ & \text { Income/ } \\ & \text { Expense } \\ & \hline \end{aligned}$ |  | Yield/ <br> Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve and nonU.S. central banks ${ }^{(1)}$ | s | 112,570 | \$ | 72 | 0.26\% | \$ | 90,196 | \$ | 59 | 0.26\% | \$ | 57,108 | \$ | 33 | 0.23\% |
| Time deposits placed and other short-term investments |  | 13,880 |  | 49 | 1.43 |  | 15,782 |  | 48 | 1.21 |  | 16,129 |  | 46 | 1.17 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 212,504 |  | 265 | 0.51 |  | 203,415 |  | 304 | 0.59 |  | 237,463 |  | 315 | 0.54 |
| Trading account assets |  | 147,583 |  | 1,213 | 3.32 |  | 156,194 |  | 1,182 | 3.01 |  | 194,364 |  | 1,380 | 2.87 |
| Debt securities ${ }^{(2)}$ |  | 329,711 |  | 2,005 | 2.41 |  | 325,119 |  | 2,455 | 3.02 |  | 356,399 |  | 2,556 | 2.87 |
| Loans and leases ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 247,556 |  | 2,240 | 3.62 |  | 253,974 |  | 2,374 | 3.74 |  | 258,630 |  | 2,340 | 3.62 |
| Home equity |  | 92,759 |  | 851 | 3.71 |  | 95,388 |  | 953 | 3.97 |  | 105,939 |  | 997 | 3.80 |
| U.S. credit card |  | 89,545 |  | 2,092 | 9.48 |  | 90,057 |  | 2,125 | 9.36 |  | 91,712 |  | 2,249 | 9.95 |
| Non-U.S. credit card |  | 11,554 |  | 308 | 10.79 |  | 11,171 |  | 310 | 11.01 |  | 11,027 |  | 329 | 12.10 |
| Direct/Indirect consumer |  | 81,728 |  | 530 | 2.63 |  | 82,990 |  | 565 | 2.70 |  | 82,364 |  | 620 | 3.06 |
| Other consumer |  | 1,962 |  | 18 | 3.66 |  | 1,929 |  | 17 | 3.73 |  | 1,666 |  | 19 | 4.36 |
| Total consumer |  | 525,104 |  | 6,039 | 4.64 |  | 535,509 |  | 6,344 | 4.72 |  | 551,338 |  | 6,554 | 4.79 |
| U.S. commercial |  | 228,058 |  | 1,651 | 2.93 |  | 225,596 |  | 1,700 | 2.99 |  | 210,706 |  | 1,666 | 3.20 |
| Commercial real estate |  | 48,753 |  | 368 | 3.06 |  | 46,341 |  | 374 | 3.20 |  | 39,179 |  | 326 | 3.38 |
| Commercial lease financing |  | 24,727 |  | 234 | 3.78 |  | 24,468 |  | 206 | 3.37 |  | 23,534 |  | 236 | 4.01 |
| Non-U.S. commercial |  | 92,840 |  | 543 | 2.37 |  | 97,863 |  | 544 | 2.20 |  | 81,502 |  | 467 | 2.32 |
| Total commercial |  | 394,378 |  | 2,796 | 2.87 |  | 394,268 |  | 2,824 | 2.84 |  | 354,921 |  | 2,695 | 3.07 |
| Total loans and leases |  | 919,482 |  | 8,835 | 3.88 |  | 929,777 |  | 9,168 | 3.92 |  | 906,259 |  | 9,249 | 4.12 |
| Other earning assets |  | 67,568 |  | 697 | 4.18 |  | 78,214 |  | 709 | 3.61 |  | 90,172 |  | 733 | 3.29 |
| Total earning assets ${ }^{(4)}$ |  | 1,803,298 |  | 13,136 | 2.93 |  | 1,798,697 |  | 13,925 | 3.08 |  | 1,857,894 |  | 14,312 | 3.11 |
| Cash and due from banks ${ }^{(1)}$ |  | 28,258 |  |  |  |  | 35,063 |  |  |  |  | 35,738 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 307,710 |  |  |  |  | 301,115 |  |  |  |  | 318,798 |  |  |  |
| Total assets | \$ | 2,139,266 |  |  |  | \$ | 2,134,875 |  |  |  | \$ | 2,212,430 |  |  |  |

 consistent with the Consolidated Balance Sheet presentation. Prior periods have been reclassified to conform to current period presentation.
 basis. The use of fair value did not have a material impact on net interest yield.
 interest income over the remaining life of 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:

|  | First Quarter 2014 |  | Fourth Quarter 2013 |  | First Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 13 | \$ | 15 | \$ | 11 |
| Debt securities |  | (2) |  | (1) |  | (122) |
| U.S. commercial |  | (16) |  | (14) |  | (29) |
| Non-U.S. commercial |  | - |  | - |  | (1) |
| Net hedge expenses on assets | \$ | (5) | \$ | - | \$ | (141) |

[^20]
## Bank of America Corporation and Subsidiaries

Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)
(Dollars in millions)

|  | First Quarter 2014 |  |  |  |  | Fourth Quarter 2013 |  |  |  |  | First Quarter 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest Income/ Expense |  | Yield/ <br> Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 45,196 | \$ | 1 | 0.01 \% | \$ | 43,665 | \$ | 5 | 0.05\% | \$ | 42,934 | \$ | 6 | 0.05\% |
| NOW and money market deposit accounts |  | 523,237 |  | 83 | 0.06 |  | 514,220 |  | 89 | 0.07 |  | 501,177 |  | 117 | 0.09 |
| Consumer CDs and IRAs |  | 71,141 |  | 84 | 0.48 |  | 74,635 |  | 96 | 0.51 |  | 85,109 |  | 135 | 0.64 |
| Negotiable CDs, public funds and other deposits |  | 29,826 |  | 27 | 0.37 |  | 29,060 |  | 29 | 0.39 |  | 24,147 |  | 29 | 0.50 |
| Total U.S. interest-bearing deposits |  | 669,400 |  | 195 | 0.12 |  | 661,580 |  | 219 | 0.13 |  | 653,367 |  | 287 | 0.18 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 11,058 |  | 20 | 0.74 |  | 13,902 |  | 22 | 0.62 |  | 12,163 |  | 21 | 0.71 |
| Governments and official institutions |  | 1,857 |  | 1 | 0.14 |  | 1,750 |  | 1 | 0.18 |  | 1,546 |  | 1 | 0.17 |
| Time, savings and other |  | 60,519 |  | 75 | 0.50 |  | 58,513 |  | 72 | 0.49 |  | 53,944 |  | 73 | 0.55 |
| Total non-U.S. interest-bearing deposits |  | 73,434 |  | 96 | 0.53 |  | 74,165 |  | 95 | 0.51 |  | 67,653 |  | 95 | 0.57 |
| Total interest-bearing deposits |  | 742,834 |  | 291 | 0.16 |  | 735,745 |  | 314 | 0.17 |  | 721,020 |  | 382 | 0.22 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 252,971 |  | 609 | 0.98 |  | 271,538 |  | 682 | 1.00 |  | 337,644 |  | 749 | 0.90 |
| Trading account liabilities |  | 90,448 |  | 435 | 1.95 |  | 82,393 |  | 364 | 1.75 |  | 92,047 |  | 472 | 2.08 |
| Long-term debt |  | 253,678 |  | 1,515 | 2.41 |  | 251,055 |  | 1,566 | 2.48 |  | 273,999 |  | 1,834 | 2.70 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,339,931 |  | 2,850 | 0.86 |  | 1,340,731 |  | 2,926 | 0.87 |  | 1,424,710 |  | 3,437 | 0.98 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 375,344 |  |  |  |  | 376,929 |  |  |  |  | 354,260 |  |  |  |
| Other liabilities |  | 187,438 |  |  |  |  | 183,800 |  |  |  |  | 196,465 |  |  |  |
| Shareholders' equity |  | 236,553 |  |  |  |  | 233,415 |  |  |  |  | 236,995 |  |  |  |
| Total liabilities and shareholders' equity | s | 2,139,266 |  |  |  | \$ | 2,134,875 |  |  |  | \$ | 2,212,430 |  |  |  |
| Net interest spread |  |  |  |  | 2.07\% |  |  |  |  | 2.21\% |  |  |  |  | 2.13\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.22 |  |  |  |  | 0.23 |  |  |  |  | 0.23 |
| Net interest income/yield on earning assets |  |  | \$ | 10,286 | 2.29\% |  |  | \$ | 10,999 | 2.44\% |  |  | \$ | 10,875 | 2.36\% |



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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2014 |  |  |  |  |  |  |  |
|  | Amortized Cost |  | $\begin{gathered} \hline \text { Gross } \\ \text { Unrealized } \\ \text { Gains } \end{gathered}$ |  | $\begin{gathered} \hline \text { Gross } \\ \text { Unrealized } \\ \text { Losses } \end{gathered}$ |  | Fair Value |  |
| Available-for-sale debt securities |  |  |  |  |  |  |  |  |
| U.S. Treasury and agency securities | \$ | 29,580 | \$ | 108 | \$ | (121) | s | 29,567 |
| Mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Agency |  | 169,216 |  | 830 |  | $(4,299)$ |  | 165,747 |
| Agency-collateralized mortgage obligations |  | 18,464 |  | 217 |  | (109) |  | 18,572 |
| Non-agency residential |  | 5,111 |  | 244 |  | (97) |  | 5,258 |
| Commercial |  | 1,713 |  | 26 |  | (5) |  | 1,734 |
| Non-U.S. securities |  | 7,109 |  | 31 |  | (18) |  | 7,122 |
| Corporate/Agency bonds |  | 831 |  | 18 |  | (4) |  | 845 |
| Other taxable securities, substantially all asset-backed securities |  | 14,695 |  | 42 |  | (15) |  | 14,722 |
| Total taxable securities |  | 246,719 |  | 1,516 |  | $(4,668)$ |  | 243,567 |
| Tax-exempt securities |  | 6,443 |  | 4 |  | (33) |  | 6,414 |
| Total available-for-sale debt securities |  | 253,162 |  | 1,520 |  | $(4,701)$ |  | 249,981 |
| Other debt securities carried at fair value |  | 36,453 |  | 82 |  | (940) |  | 35,595 |
| Total debt securities carried at fair value |  | 289,615 |  | 1,602 |  | $(5,641)$ |  | 285,576 |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |  | 55,120 |  | 50 |  | $(2,064)$ |  | 53,106 |
| Total debt securities | \$ | 344,735 | \$ | 1,652 | \$ | $(7,705)$ | s | 338,682 |
| Available-for-sale marketable equity securities(1) | \$ | 236 | \$ | - | \$ | (20) | \$ | 216 |
|  |  |  |  | Decemb | 31,2 |  |  |  |
| Available-for-sale debt securities |  |  |  |  |  |  |  |  |
| U.S. Treasury and agency securities | \$ | 8,910 | \$ | 106 | \$ | (62) | \$ | 8,954 |
| Mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Agency |  | 170,112 |  | 777 |  | $(5,954)$ |  | 164,935 |
| Agency-collateralized mortgage obligations |  | 22,731 |  | 76 |  | (315) |  | 22,492 |
| Non-agency residential |  | 6,124 |  | 238 |  | (123) |  | 6,239 |
| Commercial |  | 2,429 |  | 63 |  | (12) |  | 2,480 |
| Non-U.S. securities |  | 7,207 |  | 37 |  | (24) |  | 7,220 |
| Corporat/Agency bonds |  | 860 |  | 20 |  | (7) |  | 873 |
| Other taxable securities, substantially all asset-backed securities |  | 16,805 |  | 30 |  | (5) |  | 16,830 |
| Total taxable securities |  | 235,178 |  | 1,347 |  | $(6,502)$ |  | 230,023 |
| Tax-exempt securities |  | 5,967 |  | 10 |  | (49) |  | 5,928 |
| Total available-for-sale debt securities |  | 241,145 |  | 1,357 |  | $(6,551)$ |  | 235,951 |
| Other debt securities carried at fair value |  | 34,145 |  | 34 |  | $(1,335)$ |  | 32,844 |
| Total debt securities carried at fair value |  | 275,290 |  | 1,391 |  | $(7,886)$ |  | 268,795 |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |  | 55,150 |  | 20 |  | $(2,740)$ |  | 52,430 |
| Total debt securities | \$ | 330,440 | \$ | 1,411 | \$ | $(10,626)$ | \$ | 321,225 |
| Available-for-sale marketable equity securities ${ }^{(1)}$ | S | 230 | \$ | - | \$ | (7) | \$ | 223 |

${ }^{(1)}$ Classified in other assets on the Consolidated Balance
Sheet.
Other Debt Securities Carried at Fair Value

| (Dollars in millions) | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury and agency securities | \$ | 4,182 | \$ | 4,062 |
| Mortgage-backed securities: |  |  |  |  |
| Agency |  | 16,290 |  | 16,500 |
| Agency-collateralized mortgage obligations |  | 123 |  | 218 |
| Commercial |  | 770 |  | 749 |
| Non-U.S. securities ${ }^{(1)}$ |  | 14,230 |  | 11,315 |
| Total | \$ | 35,595 | \$ | 32,844 |

These securities are primarily used to satisfy certain international regulatory liquidity

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

## Bank of America Corporation and Subsidiaries

Quarterly Results by Business Segment
(Dollars in millions)

|  | First Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Total } \\ \text { Corporation } \end{gathered}$ |  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 10,286 | \$ | 4,951 | \$ | 701 | \$ | 1,485 | \$ | 2,301 | \$ | 1,000 | \$ | (152) |
| Noninterest income |  | 12,481 |  | 2,487 |  | 491 |  | 3,062 |  | 1,968 |  | 4,015 |  | 458 |
| Total revenue, net of interest expense (FTE basis) |  | 22,767 |  | 7,438 |  | 1,192 |  | 4,547 |  | 4,269 |  | 5,015 |  | 306 |
| Provision for credit losses |  | 1,009 |  | 812 |  | 25 |  | 23 |  | 265 |  | 19 |  | (135) |
| Noninterest expense |  | 22,238 |  | 3,975 |  | 8,129 |  | 3,359 |  | 2,028 |  | 3,078 |  | 1,669 |
| Income (loss) before income taxes |  | (480) |  | 2,651 |  | $(6,962)$ |  | 1,165 |  | 1,976 |  | 1,918 |  | $(1,228)$ |
| Income tax expense (benefit) (FTE basis) |  | (204) |  | 993 |  | $(1,935)$ |  | 436 |  | 740 |  | 608 |  | $(1,046)$ |
| Net income (loss) | \$ | (276) | \$ | 1,658 | s | $(5,027)$ | s | 729 | \$ | 1,236 | \$ | 1,310 | \$ | (182) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 919,482 | \$ | 162,042 | \$ | 88,914 | \$ | 115,945 | \$ | 271,475 | \$ | 63,696 | \$ | 217,410 |
| Total assets ${ }^{(1)}$ |  | 2,139,266 |  | 595,549 |  | 110,564 |  | 273,080 |  | 392,991 |  | 601,541 |  | 165,541 |
| Total deposits |  | 1,118,178 |  | 534,576 |  | n/m |  | 242,792 |  | 256,349 |  | n/m |  | 34,152 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 916,217 | \$ | 160,116 | \$ | 88,355 | s | 116,482 | \$ | 273,239 | \$ | 64,598 | s | 213,427 |
| Total assets ${ }^{(1)}$ |  | 2,149,851 |  | 613,244 |  | 112,264 |  | 274,234 |  | 396,952 |  | 594,936 |  | 158,221 |
| Total deposits |  | 1,133,650 |  | 552,256 |  | n/m |  | 244,051 |  | 257,437 |  | n/m |  | 32,403 |


|  | Fourth Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | TotalCorporation |  | Consumer \& Business Banking |  | Consumer <br> Real Estate Services |  | GWIM |  | Global Banking |  | Global Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,999 | \$ | 4,948 | \$ | 716 | \$ | 1,485 | \$ | 2,301 | s | 1,143 | \$ | 406 |
| Noninterest income |  | 10,702 |  | 2,550 |  | 996 |  | 2,994 |  | 2,002 |  | 2,067 |  | 93 |
| Total revenue, net of interest expense (FTE basis) |  | 21,701 |  | 7,498 |  | 1,712 |  | 4,479 |  | 4,303 |  | 3,210 |  | 499 |
| Provision for credit losses |  | 336 |  | 427 |  | (474) |  | 26 |  | 441 |  | 104 |  | (188) |
| Noninterest expense |  | 17,307 |  | 4,051 |  | 3,788 |  | 3,263 |  | 1,926 |  | 3,280 |  | 999 |
| Income (loss) before income taxes |  | 4,058 |  | 3,020 |  | $(1,602)$ |  | 1,190 |  | 1,936 |  | (174) |  | (312) |
| Income tax expense (benefit) (FTE basis) |  | 619 |  | 1,058 |  | (544) |  | 413 |  | 670 |  | (131) |  | (847) |
| Net income (loss) | \$ | 3,439 | \$ | 1,962 | \$ | $\stackrel{(1,058)}{ }$ | \$ | 777 | \$ | 1,266 | \$ | (43) | \$ | 535 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 929,777 | \$ | 163,152 | \$ | 89,687 | \$ | 115,546 | \$ | 268,849 | s | 66,494 | \$ | 226,049 |
| Total assets ${ }^{(1)}$ |  | 2,134,875 |  | 590,195 |  | 113,584 |  | 268,683 |  | 379,855 |  | 603,111 |  | 179,447 |
| Total deposits |  | 1,112,674 |  | 528,808 |  | $\mathrm{n} / \mathrm{m}$ |  | 240,395 |  | 259,122 |  | $\mathrm{n} / \mathrm{m}$ |  | 34,029 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 928,233 | s | 165,090 | \$ | 89,753 | \$ | 115,846 | \$ | 269,469 | \$ | 67,381 | \$ | 220,694 |
| Total assets ${ }^{(1)}$ |  | 2,102,273 |  | 593,163 |  | 113,386 |  | 274,112 |  | 378,590 |  | 575,710 |  | 167,312 |
| Total deposits |  | 1,119,271 |  | 531,707 |  | $\mathrm{n} / \mathrm{m}$ |  | 244,901 |  | 265,102 |  | $\mathrm{n} / \mathrm{m}$ |  | 27,701 |


|  | First Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | TotalCorporation |  | Consumer \& Business Banking |  | Consumer <br> Real Estate Services |  | GWIM |  | Global Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | s | 10,875 | \$ | 5,013 | \$ | 743 | \$ | 1,596 |  | 2,159 | \$ | 1,110 | \$ | 254 |
| Noninterest income |  | 12,533 |  | 2,399 |  | 1,569 |  | 2,825 |  | 1,871 |  | 3,670 |  | 199 |
| Total revenue, net of interest expense (FTE basis) |  | 23,408 |  | 7,412 |  | 2,312 |  | 4,421 |  | 4,030 |  | 4,780 |  | 453 |
| Provision for credit losses |  | 1,713 |  | 952 |  | 335 |  | 22 |  | 149 |  | 5 |  | 250 |
| Noninterest expense |  | 19,500 |  | 4,155 |  | 5,405 |  | 3,252 |  | 1,842 |  | 3,074 |  | 1,772 |
| Income (loss) before income taxes |  | 2,195 |  | 2,305 |  | $(3,428)$ |  | 1,147 |  | 2,039 |  | 1,701 |  | $(1,569)$ |
| Income tax expense (benefit) (FTE basis) |  | 712 |  | 857 |  | $(1,272)$ |  | 426 |  | 758 |  | 589 |  | (646) |
| Net income (loss) | s | 1,483 | \$ | 1,448 | \$ | $(2,156)$ | \$ | 721 |  | 1,281 | \$ | 1,112 | \$ | (923) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 906,259 | s | 165,845 | \$ | 92,963 | \$ | 106,082 |  | 244,068 | s | 52,744 | \$ | 244,557 |
| Total assets (1) |  | 2,212,430 |  | 564,658 |  | 128,340 |  | 282,300 |  | 317,198 |  | 670,286 |  | 249,648 |
| Total deposits |  | 1,075,280 |  | 502,508 |  | $\mathrm{n} / \mathrm{m}$ |  | 253,413 |  | 221,275 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,550 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | s | 911,592 | s | 163,820 | \$ | 90,971 | \$ | 107,048 |  | 250,985 | s | 57,362 | \$ | 241,406 |
| Total assets ${ }^{(1)}$ |  | 2,174,819 |  | 593,338 |  | 129,118 |  | 268,266 |  | 321,169 |  | 626,798 |  | 236,130 |

$\mathrm{n} / \mathrm{m}=$ not meaningful
Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer \& Business Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | Second Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 4,951 | \$ | 4,948 | \$ | 5,056 | \$ | 5,034 | \$ | 5,013 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 1,162 |  | 1,236 |  | 1,175 |  | 1,186 |  | 1,207 |
| Service charges |  | 1,045 |  | 1,097 |  | 1,063 |  | 1,035 |  | 1,013 |
| All other income |  | 280 |  | 217 |  | 230 |  | 179 |  | 179 |
| Total noninterest income |  | 2,487 |  | 2,550 |  | 2,468 |  | 2,400 |  | 2,399 |
| Total revenue, net of interest expense (FTE basis) |  | 7,438 |  | 7,498 |  | 7,524 |  | 7,434 |  | 7,412 |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 812 |  | 427 |  | 761 |  | 967 |  | 952 |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 3,975 |  | 4,051 |  | 3,986 |  | 4,187 |  | 4,155 |
| Income before income taxes |  | 2,651 |  | 3,020 |  | 2,777 |  | 2,280 |  | 2,305 |
| Income tax expense (FTE basis) |  | 993 |  | 1,058 |  | 1,002 |  | 891 |  | 857 |
| Net income | \$ | 1,658 | \$ | 1,962 | \$ | 1,775 | \$ | 1,389 | \$ | 1,448 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.63\% |  | 3.58\% |  | 3.70\% |  | 3.72\% |  | 3.89\% |
| Return on average allocated capital(1) |  | 22.81 |  | 25.96 |  | 23.49 |  | 18.60 |  | 19.61 |
| Efficiency ratio (FTE basis) |  | 53.46 |  | 54.03 |  | 52.99 |  | 56.32 |  | 56.07 |


| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 162,042 | \$ | 163,152 | \$ | 165,707 | \$ | 163,593 | \$ | 165,845 |
| Total earning assets ${ }^{(2)}$ |  | 553,490 |  | 548,295 |  | 542,671 |  | 542,844 |  | 523,313 |
| Total assets (2) |  | 595,549 |  | 590,195 |  | 583,980 |  | 584,289 |  | 564,658 |
| Total deposits |  | 534,576 |  | 528,808 |  | 522,023 |  | 522,259 |  | 502,508 |
| Allocated capital (1) |  | 29,500 |  | 30,000 |  | 30,000 |  | 30,000 |  | 30,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 160,116 | \$ | 165,090 | \$ | 167,254 | \$ | 164,851 | \$ | 163,820 |
| Total earning assets ${ }^{(2)}$ |  | 571,081 |  | 550,795 |  | 547,350 |  | 545,847 |  | 551,159 |
| Total assets (2) |  | 613,244 |  | 593,163 |  | 588,790 |  | 587,738 |  | 593,338 |
| Total deposits |  | 552,256 |  | 531,707 |  | 526,876 |  | 525,099 |  | 530,581 |


 Ginancial measures. The Corporation believes the use of these non-GAAP financial meas
${ }^{(2)}$ Total earning assets and total assets 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.

## Bank of America Corporation and Subsidiaries

## Consumer \& Business Banking Quarterly Results

(Dollars in millions)


| Period end |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 165,090 | \$ | 22,574 | \$ | 142,516 |
| Total earning assets (2) |  | 550,795 |  | 535,131 |  | 143,917 |
| Total assets (2) |  | 593,163 |  | 568,022 |  | 153,394 |
| Total deposits |  | 531,707 |  | 530,947 |  | n/m |

## For footnotes see page 17 .

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

## Bank of America Corporation and Subsidiaries

## Consumer \& Business Banking Quarterly Results (continued)

(Dollars in millions)

|  | First Quarter 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer \& Business Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,013 | \$ | 2,387 | \$ | 2,626 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,207 |  | 15 |  | 1,192 |
| Service charges |  | 1,013 |  | 1,013 |  | - |
| All other income |  | 179 |  | 102 |  | 77 |
| Total noninterest income |  | 2,399 |  | 1,130 |  | 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 |  | 4,155 |  | 2,822 |  | 1,333 |
| Income before income taxes |  | 2,305 |  | 632 |  | 1,673 |
| Income tax expense (FTE basis) |  | 857 |  | 235 |  | 622 |
| Net income | \$ | 1,448 | \$ | 397 | \$ | 1,051 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.89\% |  | 1.91 \% |  | 7.41\% |
| Return on average allocated capital (1) |  | 19.61 |  | 10.46 |  | 29.25 |
| Efficiency ratio (FTE basis) |  | 56.07 |  | 80.26 |  | 34.23 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,845 | \$ | 22,616 | \$ | 143,229 |
| Total earning assets ( ${ }^{(2)}$ |  | 523,313 |  | 506,715 |  | 143,671 |
| Total assets (2) |  | 564,658 |  | 539,507 |  | 152,224 |
| Total deposits |  | 502,508 |  | 502,063 |  | $\mathrm{n} / \mathrm{m}$ |
| Allocated capital (1) |  | 30,000 |  | 15,400 |  | 14,600 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 163,820 | \$ | 22,488 | \$ | 141,332 |
| Total earning assets (2) |  | 551,159 |  | 534,268 |  | 141,778 |
| Total assets (2) |  | 593,338 |  | 567,517 |  | 150,708 |
| Total deposits |  | 530,581 |  | 529,501 |  | $\mathrm{n} / \mathrm{m}$ |



 assets of the businesses may not equal total Consumer \& Business Banking.
$\mathrm{n} / \mathrm{m}=$ not meaningful
Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer \& Business Banking Key Indicators



[^21]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer Real Estate Services Segment Results



## Balance Sheet

| Average |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 88,914 | \$ | 89,687 | \$ | 88,406 | \$ | 90,114 | \$ | 92,963 |
| Total earning assets |  | 93,290 |  | 98,220 |  | 99,759 |  | 102,086 |  | 105,715 |
| Total assets |  | 110,564 |  | 113,584 |  | 118,226 |  | 122,276 |  | 128,340 |
| Allocated capital (1) |  | 23,000 |  | 24,000 |  | 24,000 |  | 24,000 |  | 24,000 |


| Period end |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 88,355 | \$ | 89,753 | \$ | 87,586 | \$ | 89,257 | \$ | 90,971 |
| Total earning assets |  | 92,937 |  | 97,163 |  | 98,247 |  | 102,211 |  | 105,544 |
| Total assets |  | 112,264 |  | 113,386 |  | 115,424 |  | 124,032 |  | 129,118 |
| Period end (in billions) |  |  |  |  |  |  |  |  |  |  |
| Mortgage serviced portfolio ${ }^{(2,3)}$ | \$ | 780.0 | \$ | 810.0 | \$ | 889.4 | \$ | 986.4 | \$ | 1,185.0 |

[^22]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer Real Estate Services Quarterly Results ${ }^{(1)}$

(Dollars in millions)

|  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |


|  | Fourth Quarter 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Real EstateServices |  | Home Loans |  | Legacy Assets \& Servicing |  |
| Net interest income (FTE basis) | \$ | 716 | \$ | 330 | \$ | 386 |
| Noninterest income: |  |  |  |  |  |  |
| Mortgage banking income |  | 913 |  | 220 |  | 693 |
| All other income |  | 83 |  | 17 |  | 66 |
| Total noninterest income |  | 996 |  | 237 |  | 759 |
| Total revenue, net of interest expense (FTE basis) |  | 1,712 |  | 567 |  | 1,145 |
| Provision for credit losses |  | (474) |  | (18) |  | (456) |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 3,788 |  | 755 |  | 3,033 |
| Loss before income taxes |  | $(1,602)$ |  | (170) |  | $(1,432)$ |
| Income tax benefit (FTE basis) |  | (544) |  | (62) |  | (482) |
| Net loss | \$ | $\stackrel{(1,058)}{ }$ | \$ | (108) | \$ | $\stackrel{(950)}{ }$ |
|  |  |  |  |  |  |  |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 89,687 | \$ | 49,706 | \$ | 39,981 |
| Total earning assets |  | 98,220 |  | 53,052 |  | 45,168 |
| Total assets |  | 113,584 |  | 52,932 |  | 60,652 |
| Allocated capital (2) |  | 24,000 |  | 6,000 |  | 18,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 89,753 | \$ | 51,021 | \$ | 38,732 |
| Total earning assets |  | 97,163 |  | 54,071 |  | 43,092 |
| Total assets |  | 113,386 |  | 53,927 |  | 59,459 |

## For footnotes see page21.

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

## Bank of America Corporation and Subsidiaries

## Consumer Real Estate Services Quarterly Results ${ }^{(1)}$ (continued)

## (Dollars in millions)

|  |  |  |
| :--- | :--- | :--- | :--- |

 included in Legacy Assets \& Servicing.
 differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-45.)

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

## Bank of America Corporation and Subsidiaries

## Consumer Real Estate Services Key Indicators

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2014 |  |  | Fourth Quarter 2013 |  |  | Third Quarter 2013 |  |  | Second Quarter 2013 |  |  | First Quarter 2013 |  |
| Mortgage servicing rights at fair value rollforward: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 5,042 |  | \$ | 5,058 |  | \$ | 5,827 |  | \$ | 5,776 |  | \$ | 5,716 |
| Net additions (sales) |  | 30 |  |  | (197) |  |  | (600) |  |  | (715) |  |  | (60) |
| Amortization of expected cash flows ${ }^{(1)}$ |  | (210) |  |  | (229) |  |  | (240) |  |  | (260) |  |  | (314) |
| Other changes in mortgage servicing rights fair value ${ }^{(2)}$ |  | (285) |  |  | 410 |  |  | 71 |  |  | 1,026 |  |  | 434 |
| Balance, end of period | \$ | 4,577 |  | \$ | 5,042 |  | \$ | 5,058 |  | \$ | 5,827 |  | \$ | 5,776 |
| Capitalized mortgage servicing rights (\% of loans serviced for investors) |  | 87 | bps |  | 92 | bps |  | 82 | bps |  | 77 | bps |  | 61 |
| Mortgage loans serviced for investors (in billions) | \$ | 527 |  | \$ | 550 |  | \$ | 616 |  | \$ | 759 |  | \$ | 949 |



| Mortgage banking income |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Production income: |  |  |  |  |  |  |  |  |  |  |
| Core production revenue | \$ | 273 | \$ | 404 | \$ | 465 | \$ | 860 | \$ | 815 |
| Representations and warranties provision |  | (178) |  | (70) |  | (323) |  | (197) |  | (250) |
| Total production income |  | 95 |  | 334 |  | 142 |  | 663 |  | 565 |
| Servicing income: |  |  |  |  |  |  |  |  |  |  |
| Servicing fees |  | 514 |  | 629 |  | 700 |  | 785 |  | 916 |
| Amortization of expected cash flows ${ }^{(1)}$ |  | (210) |  | (229) |  | (240) |  | (260) |  | (314) |
| Fair value changes of mortgage servicing rights, net of risk management activities used to hedge certain market risks) |  | 66 |  | 174 |  | 167 |  | 215 |  | 311 |
| Other servicing-related revenue |  | 4 |  | 5 |  | 6 |  | 8 |  | 9 |
| Total net servicing income |  | 374 |  | 579 |  | 633 |  | 748 |  | 922 |
| Total Consumer Real Estate Servicesmortgage banking income |  | 469 |  | 913 |  | 775 |  | 1,411 |  | 1,487 |
| Other business segments' mortgage banking loss(5) |  | (57) |  | (65) |  | (190) |  | (233) |  | (224) |
| Total consolidated mortgage banking income | \$ | 412 | \$ | 848 | \$ | 585 | \$ | 1,178 | \$ | 1,263 |

## ${ }^{1)}$ Represents the net change in fair value of the MSR asset due to the recognition of modeled cash

flows.

 the impact of periodic recalibrations of the model to reflect changes in the relationship between market interest rate spreads and projected cash flows.
${ }^{\text {3) }}$ ) In addition to loan production inConsumer 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 the effect of transfers of mortgage loans fronConsumer Real Estate Services to the asset and liability management portfolio included inAll Other.

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

## Bank of America Corporation and Subsidiaries

## Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2014 \end{aligned}$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  | Second Quarter 2013 |  | First Quarter 2013 |  |
| Net interest income (FTE basis) | \$ | 1,485 | \$ | 1,485 | \$ | 1,478 | \$ | 1,505 | \$ | 1,596 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 2,604 |  | 2,524 |  | 2,413 |  | 2,441 |  | 2,331 |
| All other income |  | 458 |  | 470 |  | 499 |  | 553 |  | 494 |
| Total noninterest income |  | 3,062 |  | 2,994 |  | 2,912 |  | 2,994 |  | 2,825 |
| Total revenue, net of interest expense (FTE basis) |  | 4,547 |  | 4,479 |  | 4,390 |  | 4,499 |  | 4,421 |
| Provision for credit losses |  | 23 |  | 26 |  | 23 |  | (15) |  | 22 |
| Noninterest expense |  | 3,359 |  | 3,263 |  | 3,248 |  | 3,270 |  | 3,252 |
| Income before income taxes |  | 1,165 |  | 1,190 |  | 1,119 |  | 1,244 |  | 1,147 |
| Income tax expense (FTE basis) |  | 436 |  | 413 |  | 399 |  | 485 |  | 426 |
| Net income | \$ | 729 | \$ | 777 | \$ | 720 | \$ | 759 | \$ | 721 |
| Net interest yield (FTE basis) |  | 2.38\% |  | 2.37\% |  | 2.35\% |  | 2.47\% |  | 2.46\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 24.74 |  | 30.99 |  | 28.71 |  | 30.59 |  | 29.41 |
| Efficiency ratio (FTE basis) |  | 73.88 |  | 72.85 |  | 73.98 |  | 72.70 |  | 73.56 |


| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 115,945 | \$ | 115,546 | \$ | 112,752 | \$ | 109,589 | \$ | 106,082 |
| Total earning assets ${ }^{(2)}$ |  | 253,537 |  | 248,156 |  | 249,203 |  | 244,860 |  | 263,554 |
| Total assets (2) |  | 273,080 |  | 268,683 |  | 268,611 |  | 263,735 |  | 282,300 |
| Total deposits |  | 242,792 |  | 240,395 |  | 239,663 |  | 235,344 |  | 253,413 |
| Allocated capital (1) |  | 12,000 |  | 10,000 |  | 10,000 |  | 10,000 |  | 10,000 |


| Period end |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 116,482 | \$ | 115,846 | \$ | 114,175 | \$ | 111,785 | \$ | 107,048 |
| Total earning assets ${ }^{(2)}$ |  | 254,801 |  | 254,031 |  | 250,677 |  | 244,340 |  | 248,941 |
| Total assets (2) |  | 274,234 |  | 274,112 |  | 270,484 |  | 263,867 |  | 268,266 |
| Total deposits |  | 244,051 |  | 244,901 |  | 241,553 |  | 235,012 |  | 239,853 |


 GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-45.)
(2) Total earning assets and total assets 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.

## Bank of America Corporation and Subsidiaries

## Global Wealth \& Investment Management Key Indicators

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | Second Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 3,764 | \$ | 3,703 | \$ | 3,646 | \$ | 3,742 | \$ | 3,680 |
| U.S. Trust |  | 768 |  | 762 |  | 730 |  | 740 |  | 721 |
| Other ${ }^{(1)}$ |  | 15 |  | 14 |  | 14 |  | 17 |  | 20 |
| Total revenues | \$ | 4,547 | \$ | 4,479 | \$ | 4,390 | \$ | 4,499 | \$ | 4,421 |
|  |  |  |  |  |  |  |  |  |  |  |
| Client Balances |  |  |  |  |  |  |  |  |  |  |
| Client Balances by Business |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 1,946,922 | \$ | 1,916,803 | \$ | 1,853,980 | \$ | 1,800,151 | \$ | 1,812,412 |
| U.S. Trust |  | 378,177 |  | 376,487 |  | 362,791 |  | 351,119 |  | 354,721 |
| Other ${ }^{(1)}$ |  | 70,720 |  | 73,148 |  | 66,665 |  | 63,781 |  | 64,603 |
| Client Balances by Type |  |  |  |  |  |  |  |  |  |  |
| Assets under management | \$ | 841,818 | \$ | 821,449 | \$ | 779,614 | s | 743,613 | \$ | 745,260 |
| Brokerage assets |  | 1,054,052 |  | 1,045,122 |  | 1,013,688 |  | 992,664 |  | 1,009,507 |
| Assets in custody |  | 136,342 |  | 136,190 |  | 131,386 |  | 128,854 |  | 127,013 |
| Deposits |  | 244,051 |  | 244,901 |  | 241,553 |  | 235,012 |  | 239,853 |
| Loans and leases (2) |  | 119,556 |  | 118,776 |  | 117,195 |  | 114,908 |  | 110,103 |
| Total client balances | \$ | 2,395,819 | \$ | 2,366,438 | \$ | 2,283,436 | \$ | 2,215,051 | \$ | 2,231,736 |
|  |  |  |  |  |  |  |  |  |  |  |
| Assets Under Management Flows |  |  |  |  |  |  |  |  |  |  |
| Liquidity assets under management ${ }^{(3)}$ | \$ | $(2,429)$ | \$ | 6,492 | \$ | 2,932 | s | (695) | \$ | $(2,227)$ |
| Long-term assets under management ${ }^{(4)}$ |  | 17,382 |  | 9,425 |  | 10,341 |  | 7,692 |  | 20,361 |
| Total assets under management flows | \$ | 14,953 | \$ | 15,917 | \$ | 13,273 | \$ | 6,997 | \$ | 18,134 |
|  |  |  |  |  |  |  |  |  |  |  |
| Associates ${ }^{(5)}$ |  |  |  |  |  |  |  |  |  |  |
| Number of Financial Advisors |  | 15,323 |  | 15,317 |  | 15,624 |  | 15,759 |  | 16,065 |
| Total Wealth Advisors |  | 16,481 |  | 16,517 |  | 16,846 |  | 16,989 |  | 17,293 |
| Total Client Facing Professionals |  | 19,198 |  | 19,217 |  | 19,524 |  | 19,679 |  | 20,018 |
| Merrill Lynch Global Wealth Management Metrics |  |  |  |  |  |  |  |  |  |  |
| Financial Advisor Productivity ${ }^{(6)}$ (in thousands) | \$ | 1,056 | \$ | 1,039 | \$ | 1,000 | \$ | 1,012 | \$ | 971 |
| U.S. Trust Metrics |  |  |  |  |  |  |  |  |  |  |
| Client Facing Professionals |  | 2,116 |  | 2,091 |  | 2,080 |  | 2,074 |  | 2,090 |

${ }^{(1)}$ 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 Consolidated Balance
Sheet. Defined as assets under advisory and discretion ofGWIM in which the investment strategy seeks a high level of income while maintaining liquidity and capital preservation. The duration of these strategies is primarily less than
one year.
${ }^{4}$ ) Defined as assets under advisory and discretion ofGWIM in which the duration of the investment strategy is longer than one
year.
${ }^{\text {(5) Includes Financial Advisors in theConsumer \& Business Bankingsegment of 1,598, 1,545, 1,585, 1,587 and 1,591 at March 31, 2014, December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013, }}$
 revenue excludes corporate allocation of net interest income related to certain ALM activities.

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

## Bank of America Corporation and Subsidiaries

## Global Banking Segment Results



[^23]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Fourth } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  |
| Investment Banking fees ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 257 | \$ | 323 | \$ | 226 | \$ | 240 | \$ | 233 |
| Debt issuance |  | 447 |  | 443 |  | 343 |  | 405 |  | 429 |
| Equity issuance |  | 118 |  | 192 |  | 124 |  | 147 |  | 128 |
| Total Investment Banking fees ${ }^{(3)}$ | s | 822 | \$ | 958 | \$ | 693 | \$ | 792 | \$ | 790 |
| Business Lending |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 904 | \$ | 817 | \$ | 884 | \$ | 855 | \$ | 851 |
| Commercial |  | 1,009 |  | 1,011 |  | 960 |  | 1,050 |  | 946 |
| Total Business Lending revenue | $\stackrel{ }{\text { s }}$ | 1,913 | \$ | 1,828 | $\stackrel{ }{\$}$ | 1,844 | \$ | 1,905 | \$ | 1,797 |
| Global Treasury Services |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 740 | \$ | 734 | \$ | 713 | \$ | 702 | \$ | 666 |
| Commercial |  | 735 |  | 747 |  | 741 |  | 733 |  | 718 |
| Total Global Treasury Services revenue | \$ | 1,475 | \$ | 1,481 | \$ | 1,454 | \$ | 1,435 | \$ | 1,384 |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing | \$ | 77,566 | \$ | 78,223 | \$ | 73,011 | \$ | 69,362 | \$ | 67,797 |
| Noninterest-bearing |  | 178,783 |  | 180,899 |  | 166,137 |  | 157,504 |  | 153,478 |
| Total average deposits | \$ | 256,349 | \$ | 259,122 | \$ | 239,148 | \$ | 226,866 | \$ | 221,275 |
|  |  |  |  |  |  |  |  |  |  |  |
| Loan spread |  | 1.80\% |  | 1.75\% |  | 1.78\% |  | 1.89\% |  | 1.86\% |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | \$ | 265 | \$ | 441 | \$ | 322 | \$ | 163 | \$ | 149 |
| Credit quality ${ }^{(4,5)}$ |  |  |  |  |  |  |  |  |  |  |
| Reservable utilized criticized exposure | \$ | 9,512 | \$ | 9,357 | \$ | 10,111 | \$ | 10,632 | \$ | 10,342 |
|  |  | $3.19 \%$ |  | 3.17\% |  | 3.44\% |  | 3.73\% |  | $3.71 \%$ |
| Nonperforming loans, leases and foreclosed properties | \$ | 650 | \$ | 639 | \$ | 919 | \$ | 1,087 | \$ | 1,643 |
|  |  | 0.24\% |  | 0.24\% |  | 0.35\% |  | 0.43\% |  | 0.66\% |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial | \$ | 135,247 | \$ | 132,249 | \$ | 128,600 | \$ | 127,742 | \$ | 124,891 |
| Commercial real estate |  | 44,436 |  | 42,622 |  | 39,172 |  | 36,684 |  | 34,825 |
| Commercial lease financing |  | 25,427 |  | 25,115 |  | 24,846 |  | 24,584 |  | 24,486 |
| Non-U.S. commercial |  | 66,362 |  | 68,860 |  | 67,459 |  | 66,656 |  | 59,859 |
| Other |  | 3 |  | 3 |  | 8 |  | 8 |  | 7 |
| Total average loans and leases | $\stackrel{ }{\text { s }}$ | 271,475 | \$ | 268,849 | \$ | 260,085 | \$ | 255,674 | \$ | 244,068 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total Corporation Investment Banking fees |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 286 | \$ | 356 | \$ | 256 | \$ | 262 | \$ | 257 |
| Debt issuance |  | 1,025 |  | 986 |  | 810 |  | 987 |  | 1,022 |
| Equity issuance |  | 313 |  | 461 |  | 329 |  | 356 |  | 323 |
| Total investment banking fees including self-led |  | 1,624 |  | 1,803 |  | 1,395 |  | 1,605 |  | 1,602 |
| Self-led |  | (82) |  | (65) |  | (98) |  | (49) |  | (67) |
| Total Investment Banking fees | $\stackrel{\text { s }}{ }$ | 1,542 | \$ | 1,738 | \$ | 1,297 | \$ | 1,556 | \$ | 1,535 |

[^24][^25]
## Bank of America Corporation and Subsidiaries

## Investment Banking Product Rankings

|  | Three Months Ended March 31, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.s. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 3 | 6.8\% | 2 | 10.0\% |
| Announced mergers and acquisitions | 4 | 20.8 | 4 | 32.3 |
| Equity capital markets | 4 | 7.3 | 5 | 10.3 |
| Debt capital markets | 3 | 6.2 | 2 | 10.9 |
| High-yield corporate debt | 7 | 6.8 | 5 | 8.4 |
| Leveraged loans | 2 | 9.2 | 2 | 10.2 |
| Mortgage-backed securities | 6 | 8.0 | 6 | 8.9 |
| Asset-backed securities | 1 | 16.9 | 1 | 20.1 |
| Convertible debt | 4 | 7.5 | 4 | 10.2 |
| Common stock underwriting | 3 | 7.3 | 3 | 10.3 |
| Investment-grade corporate debt | 1 | 7.2 | 2 | 13.6 |
| Syndicated loans | 2 | 7.9 | 2 | 10.7 |

Source: Dealogic data as of April 1, 2014. 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 Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit only to the investment bank advising the parent company that is domiciled within that
region.
region.
Each advisor receives full credit for the deal amount unless advising a minor
stakeholder.


## Highlights

Global top 3 rankings in:

| Leveraged loans | Investment-grade corporate debt |
| :---: | :---: |
| Asset-backed securities | Syndicated loans |
| Common stock underwriting | Debt capital markets |
| U.S. top 3 rankings in: |  |
| Leveraged loans | Investment-grade corporate debt |
| Asset-backed securities | Syndicated loans |
| Common stock underwriting | Debt capital markets |

Top 3 rankings excluding self-led deals:
Global: Leveraged loans, Asset-backed securities, Common stock underwriting, Investment-grade corporate debt, Syndicated loans, Equity capital markets
U.S.: Leveraged loans, Asset-backed securities, Common stock underwriting, Investment-grade corporate debt, Syndicated loans

## Bank of America Corporation and Subsidiaries

## Global Markets Segment Results ${ }^{(1)}$



[^26]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators



[^27]
## Bank of America Corporation and Subsidiaries

## All Other Results ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | Second Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | (152) | \$ | 406 | \$ | 36 | \$ | 268 | \$ | 254 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 86 |  | 83 |  | 79 |  | 81 |  | 85 |
| Equity investment income |  | 674 |  | 393 |  | 1,122 |  | 576 |  | 520 |
| Gains on sales of debt securities |  | 357 |  | 363 |  | 347 |  | 452 |  | 67 |
| All other loss |  | (659) |  | (746) |  | (565) |  | (813) |  | (473) |
| Total noninterest income |  | 458 |  | 93 |  | 983 |  | 296 |  | 199 |
| Total revenue, net of interest expense (FTE basis) |  | 306 |  | 499 |  | 1,019 |  | 564 |  | 453 |
| Provision for credit losses |  | (135) |  | (188) |  | (549) |  | (179) |  | 250 |
| Noninterest expense |  | 1,669 |  | 999 |  | 932 |  | 552 |  | 1,772 |
| Income (loss) before income taxes |  | $(1,228)$ |  | (312) |  | 636 |  | 191 |  | $(1,569)$ |
| Income tax expense (benefit) (FTE basis) |  | $(1,046)$ |  | (847) |  | (101) |  | (346) |  | (646) |
| Net income (loss) | \$ | (182) | \$ | 535 | \$ | 737 | \$ | 537 | \$ | (923) |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 217,410 | \$ | 226,049 | \$ | 232,538 | \$ | 238,910 | \$ | 244,557 |
| Total assets ${ }^{(2)}$ |  | 165,541 |  | 179,447 |  | 203,609 |  | 231,321 |  | 249,648 |
| Total deposits |  | 34,152 |  | 34,029 |  | 35,126 |  | 33,774 |  | 35,550 |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 213,427 | \$ | 220,694 | \$ | 229,550 | \$ | 234,047 | \$ | 241,406 |
| Total assets ${ }^{(3)}$ |  | 158,221 |  | 167,312 |  | 178,364 |  | 204,659 |  | 236,130 |
| Total deposits |  | 32,403 |  | 27,701 |  | 30,704 |  | 34,597 |  | 35,758 |




 performance risk of these instruments. Prior periods have been reclassified to conform to current period presentation.
 third, second and first quarters of 2013, respectively.
 September 30, 2013, June 30, 2013 and March 31, 2013, respectively.

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

## Bank of America Corporation and Subsidiaries

## Equity Investments

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Global Principal Investments Exposures |  |  |  |  |  |  |  | Equity Investment Income (Loss) |  |
|  | March 31, 2014 |  |  |  |  |  | $\begin{gathered} \text { December } 31 \\ 2013 \\ \hline \end{gathered}$ |  |  |  |
|  | Book <br> Value |  | UnfundedCommitments |  | Total |  | Total |  | First Quarter 2014 |  |
| Global Principal Investments: |  |  |  |  |  |  |  |  |  |  |
| Private Equity Investments | \$ | 16 | \$ | - | \$ | 16 | \$ | 20 | \$ | 1 |
| Global Real Estate |  | 263 |  | 8 |  | 271 |  | 327 |  | (7) |
| Global Strategic Capital |  | 614 |  | 60 |  | 674 |  | 855 |  | (30) |
| Legacy/Other Investments |  | 409 |  | - |  | 409 |  | 529 |  | 8 |
| Total Global Principal Investments | \$ | 1,302 | \$ | 68 | \$ | 1,370 | \$ | 1,731 | \$ | (28) |

## Components of Equity Investment Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2013 \\ & \hline \end{aligned}$ |  |
| Global Principal Investments | \$ | (28) | \$ | 101 |  | 122 | \$ | 52 | s | 104 |
| Strategic and other investments |  | 702 |  | 292 |  | 1,000 |  | 524 |  | 416 |
| Total equity investment income included insll Other |  | 674 |  | 393 |  | 1,122 |  | 576 |  | 520 |
| Total equity investment income included in the business segments |  | 110 |  | 81 |  | 62 |  | 104 |  | 43 |
| Total consolidated equity investment income | \$ | 784 | \$ | 474 |  | 1,184 | \$ | 680 |  | 563 |

[^28]
## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases


 option loans.

 respectively.
 $\$ 5$ million, $\$ 5$ million and $\$ 5$ million at March 31, 2014, December 31, 2013 and March 31, 2013, respectively.

 December 31, 2013 and March 31, 2013, respectively.
${ }^{(5)}$ Includes U.S. small business commercial loans, including card-related products, of $\$ 3.4$ billion, $\$ 13.3$ billion and $\$ 12.4$ billion at March 31, 2014, December 31, 2013 and March 31, 2013,
respectively.
 respectively.

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

## Bank of America Corporation and Subsidiaries

Quarterly Average Loans and Leases by Business Segment


## Bank of America Corporation and Subsidiaries

Commercial Credit Exposure by Industry ${ }^{(1,2,3)}$
(Dollars in millions)

|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| Diversified financials | \$ | 69,137 | \$ | 76,673 | \$ | 68,098 | \$ | 111,172 | \$ | 118,092 | \$ | 102,132 |
| Real estate ${ }^{(4)}$ |  | 55,613 |  | 54,336 |  | 47,513 |  | 77,337 |  | 76,418 |  | 65,855 |
| Retailing |  | 33,836 |  | 32,859 |  | 29,337 |  | 53,902 |  | 54,616 |  | 49,757 |
| Capital goods |  | 28,012 |  | 28,016 |  | 24,995 |  | 52,356 |  | 52,849 |  | 48,444 |
| Banking |  | 42,296 |  | 41,399 |  | 42,442 |  | 49,821 |  | 48,078 |  | 49,082 |
| Healthcare equipment and services |  | 31,854 |  | 30,828 |  | 29,107 |  | 48,681 |  | 49,063 |  | 45,556 |
| Government and public education |  | 40,435 |  | 40,253 |  | 39,671 |  | 48,175 |  | 48,322 |  | 48,022 |
| Materials |  | 23,163 |  | 22,384 |  | 22,243 |  | 42,291 |  | 42,699 |  | 42,264 |
| Energy |  | 19,835 |  | 19,739 |  | 21,167 |  | 39,846 |  | 41,156 |  | 40,853 |
| Consumer services |  | 21,147 |  | 21,080 |  | 22,193 |  | 34,010 |  | 34,217 |  | 35,195 |
| Commercial services and supplies |  | 19,448 |  | 19,770 |  | 18,345 |  | 31,529 |  | 32,007 |  | 29,861 |
| Food, beverage and tobacco |  | 15,359 |  | 14,437 |  | 14,909 |  | 31,379 |  | 30,541 |  | 32,936 |
| Utilities |  | 9,404 |  | 9,253 |  | 8,900 |  | 25,346 |  | 25,243 |  | 23,104 |
| Media |  | 13,066 |  | 13,070 |  | 12,907 |  | 23,880 |  | 22,655 |  | 21,835 |
| Transportation |  | 15,351 |  | 15,280 |  | 15,606 |  | 22,425 |  | 22,595 |  | 21,968 |
| Individuals and trusts |  | 15,159 |  | 14,864 |  | 14,107 |  | 18,743 |  | 18,681 |  | 18,166 |
| Software and services |  | 6,667 |  | 6,814 |  | 5,571 |  | 13,933 |  | 14,172 |  | 11,740 |
| Pharmaceuticals and biotechnology |  | 6,052 |  | 6,455 |  | 4,439 |  | 13,111 |  | 13,986 |  | 11,191 |
| Technology hardware and equipment |  | 6,051 |  | 6,166 |  | 4,735 |  | 12,697 |  | 12,733 |  | 10,761 |
| Insurance, including monolines |  | 5,473 |  | 5,926 |  | 6,800 |  | 11,744 |  | 12,203 |  | 12,503 |
| Telecommunication services |  | 4,654 |  | 4,541 |  | 3,689 |  | 10,328 |  | 11,423 |  | 10,191 |
| Consumer durables and apparel |  | 5,797 |  | 5,427 |  | 5,198 |  | 10,002 |  | 9,757 |  | 9,362 |
| Automobiles and components |  | 3,303 |  | 3,165 |  | 3,349 |  | 8,601 |  | 8,424 |  | 7,702 |
| Food and staples retailing |  | 4,083 |  | 3,950 |  | 4,004 |  | 7,779 |  | 7,909 |  | 7,334 |
| Religious and social organizations |  | 5,404 |  | 5,452 |  | 6,235 |  | 7,384 |  | 7,677 |  | 8,435 |
| Other |  | 5,167 |  | 5,357 |  | 4,721 |  | 8,097 |  | 8,309 |  | 7,706 |
| Total commercial credit exposure by industry | \$ | 505,766 | \$ | 507,494 | \$ | 480,281 | \$ | 814,569 | \$ | 823,825 | \$ | 771,955 |
| Net credit default protection purchased on total commitments ${ }^{5}$ ) |  |  |  |  |  |  | \$ | $(8,341)$ | \$ | $(8,085)$ | \$ | $(12,444)$ |

[^29]
## Bank of America Corporation and Subsidiaries

Net Credit Default Protection by Maturity Profile ${ }^{(1)}$

|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 32\% | 35\% |
| Greater than one year and less than or equal to five years | 64 | 63 |
| Greater than five years | 4 | 2 |
| Total net credit default protection | $100 \%$ | 100\% |

## Net Credit Default Protection by Credit Exposure Debt Rating ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2014 |  |  | December 31, 2013 |  |  |
| Ratings ( ${ }^{\text {2, 3) }}$ | Net Notional (4) |  | Percent of Total | Net Notional (4) |  | Percent of Total |
| AA | \$ | (42) | 0.5 \% | \$ | (7) | 0.1 \% |
| A |  | $(2,173)$ | 26.1 |  | $(2,560)$ | 31.7 |
| BBB |  | $(4,379)$ | 52.5 |  | $(3,880)$ | 48.0 |
| BB |  | $(1,082)$ | 13.0 |  | $(1,137)$ | 14.1 |
| B |  | (571) | 6.8 |  | (452) | 5.6 |
| CCC and below |  | (130) | 1.6 |  | (115) | 1.4 |
| NR ${ }^{(5)}$ |  | 36 | (0.5) |  | 66 | (0.9) |
| Total net credit default protection | \$ | $(8,341)$ | 100.0 \% | \$ | $(8,085)$ | 100.0 \% |


protection sold is shown as a positive amount.
Ratings are refreshed on a quarterly
basis.
${ }^{\text {(3) }}$ Ratings of BBB- or higher are considered to meet the definition of investment
grade.
${ }^{(4)}$ Represents net credit default protection (purchased)
5) sold.
${ }^{5}$ ) NR is comprised of index positions held and any names that have not been
rated.

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

## Bank of America Corporation and Subsidiaries

Top 20 Non-U.S. Countries Exposure

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Funded Loans and Loan Equivalents ${ }^{(1)}$ |  | Unfunded Loan Commitments |  | Net Counterparty Exposure ${ }^{(2)}$ |  | $\begin{aligned} & \text { Securities/ } \\ & \text { Other } \\ & \text { Investments }{ }^{(3)} \end{aligned}$ |  | Country Exposure at March 31 2014 |  | Hedges and Credit Default Protection ${ }^{(4)}$ |  | Net Country Exposure at March 31 $2014{ }^{(5)}$ |  | Increase (Decrease) from December 31 2013 |  |
| United Kingdom | \$ | 25,526 | \$ | 12,766 | \$ | 5,994 | \$ | 6,929 | \$ | 51,215 | \$ | $(3,913)$ | \$ | 47,302 | \$ | 3,716 |
| Canada |  | 6,555 |  | 6,569 |  | 2,188 |  | 5,427 |  | 20,739 |  | $(1,451)$ |  | 19,288 |  | 877 |
| Germany |  | 6,129 |  | 4,901 |  | 2,112 |  | 4,590 |  | 17,732 |  | $(4,119)$ |  | 13,613 |  | 895 |
| China |  | 10,984 |  | 461 |  | 618 |  | 1,282 |  | 13,345 |  | (301) |  | 13,044 |  | 123 |
| Brazil |  | 8,930 |  | 590 |  | 393 |  | 3,226 |  | 13,139 |  | (222) |  | 12,917 |  | (715) |
| France |  | 3,500 |  | 6,595 |  | 1,204 |  | 6,007 |  | 17,306 |  | $(4,485)$ |  | 12,821 |  | 2,658 |
| India |  | 5,929 |  | 632 |  | 307 |  | 3,614 |  | 10,482 |  | (82) |  | 10,400 |  | 149 |
| Australia |  | 3,722 |  | 2,106 |  | 466 |  | 2,362 |  | 8,656 |  | (354) |  | 8,302 |  | 305 |
| Netherlands |  | 4,031 |  | 3,809 |  | 488 |  | 1,030 |  | 9,358 |  | $(1,424)$ |  | 7,934 |  | 299 |
| Hong Kong |  | 5,809 |  | 344 |  | 74 |  | 760 |  | 6,987 |  | (101) |  | 6,886 |  | 1,529 |
| South Korea |  | 3,901 |  | 871 |  | 542 |  | 1,956 |  | 7,270 |  | (571) |  | 6,699 |  | 264 |
| Switzerland |  | 2,343 |  | 2,951 |  | 641 |  | 603 |  | 6,538 |  | $(1,180)$ |  | 5,358 |  | (188) |
| Russian Federation |  | 5,709 |  | 201 |  | 319 |  | 68 |  | 6,297 |  | $(1,084)$ |  | 5,213 |  | $(1,509)$ |
| Singapore |  | 3,065 |  | 167 |  | 152 |  | 1,491 |  | 4,875 |  | (50) |  | 4,825 |  | 996 |
| Italy |  | 2,780 |  | 2,014 |  | 2,115 |  | 1,646 |  | 8,555 |  | $(4,064)$ |  | 4,491 |  | (711) |
| Japan |  | 3,639 |  | 509 |  | 1,168 |  | 1,106 |  | 6,422 |  | $(2,171)$ |  | 4,251 |  | $(3,864)$ |
| Taiwan |  | 2,691 |  | 100 |  | 144 |  | 1,284 |  | 4,219 |  | (15) |  | 4,204 |  | 132 |
| Mexico |  | 3,058 |  | 716 |  | 113 |  | 334 |  | 4,221 |  | (458) |  | 3,763 |  | (236) |
| Spain |  | 2,999 |  | 834 |  | 125 |  | 584 |  | 4,542 |  | $(1,585)$ |  | 2,957 |  | (446) |
| Turkey |  | 2,188 |  | 75 |  | 38 |  | 111 |  | 2,412 |  | (25) |  | 2,387 |  | (306) |
| Total top 20 non-U.S. countries exposure | \$ | 113,488 | \$ | 47,211 | \$ | 19,201 | \$ | 44,410 | \$ | 224,310 | \$ | $(27,655)$ | \$ | 196,655 | \$ | 3,968 |

[^30]
 $\$ 95.4$ billion. Counterparty exposure is not presented net of hedges or credit default protection.
${ }^{\text {(3) }}$ Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps.
 Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.
${ }^{5)}$ Represents country exposure less hedges and credit default protection purchased, net of credit default protection

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

## Bank of America Corporation and Subsidiaries

## Select European Countries

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Funded Loans and Loan Equivalents ${ }^{(1)}$ |  | Unfunded Loan Commitments |  | Net Counterparty Exposure (2) |  | Securities/ Other Investments (3) |  | Country Exposure at March 31 2014 |  | Hedges and Credit Default Protection (4) |  | Net Country <br> Exposure at March 31 $2014{ }^{(5)}$ |  | Increase (Decrease) from December 31 2013 |  |
| Greece |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | - | \$ | - | \$ | - | \$ | 27 | \$ | 27 | \$ | - | \$ | 27 | \$ | (31) |
| Financial institutions |  | - |  | - |  | 1 |  | 2 |  | 3 |  | (18) |  | (15) |  | (12) |
| Corporates |  | 63 |  | 68 |  | - |  | 8 |  | 139 |  | (26) |  | 113 |  | 15 |
| Total Greece | \$ | 63 | \$ | 68 | \$ | 1 | \$ | 37 | \$ | 169 | \$ | (44) | \$ | 125 | \$ | (28) |
| Ireland |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | 19 | \$ | - | \$ | 10 | \$ | 62 | \$ | 91 | \$ | (10) | \$ | 81 | \$ | 86 |
| Financial institutions |  | 794 |  | 27 |  | 119 |  | 25 |  | 965 |  | (11) |  | 954 |  | (26) |
| Corporates |  | 395 |  | 347 |  | 77 |  | 47 |  | 866 |  | (22) |  | 844 |  | 75 |
| Total Ireland | \$ | 1,208 | \$ | 374 | \$ | 206 | \$ | 134 | \$ | 1,922 | \$ | (43) | \$ | 1,879 | \$ | 135 |
| Italy |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | 20 | \$ | - | \$ | 1,790 | \$ | 1,293 | \$ | 3,103 | \$ | $(2,091)$ | \$ | 1,012 | \$ | 1,225 |
| Financial institutions |  | 1,484 |  | 3 |  | 178 |  | 64 |  | 1,729 |  | $(1,078)$ |  | 651 |  | (759) |
| Corporates |  | 1,276 |  | 2,011 |  | 147 |  | 289 |  | 3,723 |  | (895) |  | 2,828 |  | $(1,177)$ |
| Total Italy | \$ | 2,780 | \$ | 2,014 | \$ | 2,115 | \$ | 1,646 | \$ | 8,555 | \$ | $(4,064)$ | \$ | 4,491 | \$ | (711) |
| Portugal |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | - | \$ | - | \$ | 17 | \$ | 144 | \$ | 161 | \$ | (35) | \$ | 126 | \$ | 103 |
| Financial institutions |  | 13 |  | - |  | 1 |  | - |  | 14 |  | (50) |  | (36) |  | 66 |
| Corporates |  | 90 |  | 103 |  | - |  | 50 |  | 243 |  | (217) |  | 26 |  | 85 |
| Total Portugal | \$ | 103 | \$ | 103 | \$ | 18 | \$ | 194 | \$ | 418 | \$ | (302) | \$ | 116 | \$ | 254 |
| Spain |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | 36 | \$ | - | \$ | 66 | \$ | 7 | \$ | 109 | \$ | (293) | \$ | (184) | \$ | (123) |
| Financial institutions |  | 1,157 |  | 1 |  | 22 |  | 105 |  | 1,285 |  | (281) |  | 1,004 |  | 56 |
| Corporates |  | 1,806 |  | 833 |  | 37 |  | 472 |  | 3,148 |  | $(1,011)$ |  | 2,137 |  | (379) |
| Total Spain | \$ | 2,999 | \$ | 834 | \$ | 125 | \$ | 584 | \$ | 4,542 | \$ | $(1,585)$ | \$ | 2,957 | \$ | (446) |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sovereign | \$ | 75 | \$ | - | \$ | 1,883 | \$ | 1,533 | \$ | 3,491 | \$ | $(2,429)$ | \$ | 1,062 | \$ | 1,260 |
| Financial institutions |  | 3,448 |  | 31 |  | 321 |  | 196 |  | 3,996 |  | $(1,438)$ |  | 2,558 |  | (675) |
| Corporates |  | 3,630 |  | 3,362 |  | 261 |  | 866 |  | 8,119 |  | $(2,171)$ |  | 5,948 |  | $(1,381)$ |
| Total select European exposure | \$ | 7,153 | \$ | 3,393 | \$ | 2,465 | \$ | 2,595 | \$ | 15,606 | \$ | $(6,038)$ | \$ | 9,568 | \$ | (796) |



 $\$ 4.9$ billion. Counterparty exposure is not presented net of hedges or credit default protection.
 and $\$ 372$ million of net indexed and tranched credit default swaps sold.

 Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.
Represents country exposure less hedges and credit default protection purchased, net of credit default protection
sold.

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

## Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties

|  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2013 \\ \hline \end{gathered}$ |  | March 31 2013 <br> 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage | \$ | 11,611 | \$ | 11,712 | \$ | 13,328 | \$ | 14,316 | \$ | 15,001 |
| Home equity |  | 4,185 |  | 4,075 |  | 4,176 |  | 4,151 |  | 4,196 |
| Direct/Indirect consumer |  | 32 |  | 35 |  | 59 |  | 72 |  | 84 |
| Other consumer |  | 16 |  | 18 |  | 18 |  | 1 |  | 1 |
| Total consumer |  | 15,844 |  | 15,840 |  | 17,581 |  | 18,540 |  | 19,282 |
| U.S. commercial |  | 841 |  | 819 |  | 1,059 |  | 1,279 |  | 1,354 |
| Commercial real estate |  | 300 |  | 322 |  | 488 |  | 627 |  | 1,139 |
| Commercial lease financing |  | 10 |  | 16 |  | 49 |  | 10 |  | 19 |
| Non-U.S. commercial |  | 18 |  | 64 |  | 86 |  | 80 |  | 112 |
|  |  | 1,169 |  | 1,221 |  | 1,682 |  | 1,996 |  | 2,624 |
| U.S. small business commercial |  | 96 |  | 88 |  | 103 |  | 107 |  | 110 |
| Total commercial |  | 1,265 |  | 1,309 |  | 1,785 |  | 2,103 |  | 2,734 |
| Total nonperforming loans and leases |  | 17,109 |  | 17,149 |  | 19,366 |  | 20,643 |  | 22,016 |
| Foreclosed properties (1) |  | 623 |  | 623 |  | 662 |  | 637 |  | 826 |
| Total nonperforming loans, leases and foreclosed properties ${ }^{(2,3,4)}$ | \$ | 17,732 | \$ | 17,772 | \$ | 20,028 | \$ | 21,280 | \$ | 22,842 |
|  |  |  |  |  |  |  |  |  |  |  |
| Fully-insured home loans past due 30 days or more and still accruing | \$ | 18,098 | s | 20,681 | s | 21,797 | s | 24,072 | \$ | 24,733 |
| Consumer credit card past due 30 days or more and still accruing |  | 2,115 |  | 2,321 |  | 2,376 |  | 2,487 |  | 2,847 |
| Other loans past due 30 days or more and still accruing |  | 5,472 |  | 5,416 |  | 5,512 |  | 5,587 |  | 6,147 |
| Total loans past due 30 days or more and still accruing ${ }^{(3,5,6)}$ | \$ | 25,685 | \$ | 28,418 | \$ | 29,685 | \$ | 32,146 | \$ | 33,727 |
|  |  |  |  |  |  |  |  |  |  |  |
| Fully-insured home loans past due 90 days or more and still accruing | \$ | 15,125 | s | 16,961 | s | 17,960 | \$ | 20,604 | \$ | 21,617 |
| Consumer credit card past due 90 days or more and still accruing |  | 1,090 |  | 1,184 |  | 1,191 |  | 1,325 |  | 1,541 |
| Other loans past due 90 days or more and still accruing |  | 649 |  | 614 |  | 723 |  | 662 |  | 655 |
| Total loans past due 90 days or more and still accruing ${ }^{(3,5,9)}$ | \$ | 16,864 | \$ | 18,759 | \$ | 19,874 | \$ | 22,591 | \$ | 23,813 |
|  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans, leases and foreclosed properties/Total assets ${ }^{(7)}$ |  | 0.83\% |  | 0.85\% |  | 0.95\% |  | 1.01\% |  | 1.05\% |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed propertie ${ }^{\text {²) }}$ |  | 1.96 |  | 1.93 |  | 2.17 |  | 2.33 |  | 2.53 |
| Nonperforming loans and leases/Total loans and leases(7) |  | 1.89 |  | 1.87 |  | 2.10 |  | 2.26 |  | 2.44 |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial utilized reservable criticized exposure ${ }^{(8)}$ | \$ | 12,781 | s | 12,861 | S | 14,086 | \$ | 14,928 | \$ | 15,006 |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure ${ }^{\text {8 }}$ ) |  | 3.01 \% |  | 3.02\% |  | $3.31 \%$ |  | 3.62\% |  | 3.75\% |
| Total commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(8)}$ |  | 3.21 |  | 3.08 |  | 3.48 |  | 3.64 |  | 4.08 |

 2013, September 30, 2013, June 30, 2013 and March 31, 2013, respectively.
 in general, other consumer and commercial loans not secured by real estate.
 the loan.

| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | December 312013 |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 293 | \$ | 672 | \$ | 972 | \$ | 891 | \$ | 1,050 |
| Nonperforming loans accounted for under the fair value option |  | 431 |  | 448 |  | 467 |  | 398 |  | 412 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 257 |  | 260 |  | 356 |  | 485 |  | 512 |



 value option past due 30 days or more and still accruing interest.
${ }^{(6)}$ These balances are excluded from total nonperforming loans, leases and foreclosed
(7) Troperties.
 and March 31, 2013, respectively.
 and other nonreservable exposure

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

## Bank of America Corporation and Subsidiaries

Nonperforming Loans, Leases and Foreclosed Properties Activity ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 15,840 | \$ | 17,581 | \$ | 18,540 | s | 19,282 | \$ | 19,431 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 2,027 |  | 2,199 |  | 2,503 |  | 2,289 |  | 2,661 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (468) |  | (863) |  | (544) |  | (695) |  | (680) |
| Sales |  | - |  | (729) |  | (624) |  | (175) |  | - |
| Returns to performing status ${ }^{(2)}$ |  | (800) |  | $(1,112)$ |  | $(1,079)$ |  | $(1,139)$ |  | (943) |
| Charge-offs ${ }^{(3)}$ |  | (583) |  | (752) |  | (758) |  | (932) |  | $(1,072)$ |
| Transfers to foreclosed properties |  | (172) |  | (147) |  | (131) |  | (90) |  | (115) |
| Transfers to loans held-for-sale |  | - |  | (337) |  | (326) |  | - |  | - |
| Total net additions (reductions) to nonperforming loans and leases |  | 4 |  | $(1,741)$ |  | (959) |  | (742) |  | (149) |
| Total nonperforming consumer loans and leases, end of period |  | 15,844 |  | 15,840 |  | 17,581 |  | 18,540 |  | 19,282 |
| Foreclosed properties |  | 538 |  | 533 |  | 546 |  | 508 |  | 620 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 16,382 | \$ | 16,373 | \$ | 18,127 | \$ | 19,048 | \$ | 19,902 |
|  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,309 | \$ | 1,785 | \$ | 2,103 | s | 2,734 | \$ | 3,224 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 262 |  | 143 |  | 350 |  | 269 |  | 350 |
| Advances |  | 8 |  | 12 |  | 9 |  | 3 |  | 6 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (171) |  | (322) |  | (380) |  | (312) |  | (328) |
| Sales |  | (27) |  | (92) |  | (88) |  | (171) |  | (147) |
| Return to performing status ${ }^{(5)}$ |  | (63) |  | (87) |  | (91) |  | (243) |  | (167) |
| Charge-offs |  | (50) |  | (98) |  | (104) |  | (170) |  | (177) |
| Transfers to foreclosed properties |  | (3) |  | (12) |  | (14) |  | (7) |  | (21) |
| Transfers to loans held-for-sale |  | - |  | (20) |  | - |  | - |  | (6) |
| Total net reductions to nonperforming loans and leases |  | (44) |  | (476) |  | (318) |  | (631) |  | (490) |
| Total nonperforming commercial loans and leases, end of period |  | 1,265 |  | 1,309 |  | 1,785 |  | 2,103 |  | 2,734 |
| Foreclosed properties |  | 85 |  | 90 |  | 116 |  | 129 |  | 206 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,350 | \$ | 1,399 | \$ | 1,901 | \$ | 2,232 | \$ | 2,940 |

${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes tNonperforming Loans, Leases and Foreclosed Propertiestable on


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

## Bank of America Corporation and Subsidiaries

Quarterly Net Charge-offs and Net Charge-off Ratios ${ }^{(1,2)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  |  | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \end{aligned}$$2013$ |  |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |  | Second Quarter 2013 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |  |
| Net Charge-offs | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | 127 | 0.21 \% | \$ | 209 | 0.33 \% | \$ | 221 | 0.35 \% | \$ | 271 | 0.43 \% | \$ | 383 | 0.60 \% |
| Home equity ${ }^{(3)}$ |  | 302 | 1.32 |  | 331 | 1.38 |  | 302 | 1.22 |  | 486 | 1.92 |  | 684 | 2.62 |
| U.S. credit card |  | 718 | 3.25 |  | 724 | 3.19 |  | 788 | 3.47 |  | 917 | 4.10 |  | 947 | 4.19 |
| Non-U.S. credit card |  | 76 | 2.66 |  | 94 | 3.34 |  | 89 | 3.32 |  | 104 | 3.93 |  | 112 | 4.14 |
| Direct/Indirect consumer |  | 58 | 0.29 |  | 73 | 0.35 |  | 62 | 0.30 |  | 86 | 0.42 |  | 124 | 0.61 |
| Other consumer |  | 58 | 12.07 |  | 66 | 13.58 |  | 65 | 13.75 |  | 51 | 11.57 |  | 52 | 12.76 |
| Total consumer ${ }^{(3)}$ |  | 1,339 | 1.04 |  | 1,497 | 1.11 |  | 1,527 | 1.12 |  | 1,915 | 1.42 |  | 2,302 | 1.70 |
| U.S. commercial (4) |  | 5 | 0.01 |  | (28) | (0.05) |  | 68 | 0.13 |  | 43 | 0.09 |  | 45 | 0.09 |
| Commercial real estate |  | (37) | (0.31) |  | 1 | - |  | 11 | 0.11 |  | 44 | 0.43 |  | 93 | 0.96 |
| Commercial lease financing |  | (2) | (0.04) |  | (2) | (0.03) |  | (8) | (0.13) |  | (5) | (0.08) |  | (10) | (0.18) |
| Non-U.S. commercial |  | 19 | 0.09 |  | 46 | 0.20 |  | (2) | (0.01) |  | 16 | 0.08 |  | (15) | (0.08) |
|  |  | (15) | (0.02) |  | 17 | 0.02 |  | 69 | 0.08 |  | 98 | 0.11 |  | 113 | 0.14 |
| U.S. small business commercial |  | 64 | 1.95 |  | 68 | 2.07 |  | 91 | 2.86 |  | 98 | 3.15 |  | 102 | 3.33 |
| Total commercial |  | 49 | 0.05 |  | 85 | 0.09 |  | 160 | 0.17 |  | 196 | 0.22 |  | 215 | 0.25 |
| Total net charge-offs ${ }^{(3)}$ | $\stackrel{ }{\$}$ | 1,388 | 0.62 | \$ | 1,582 | 0.68 | $\stackrel{ }{\text { \$ }}$ | 1,687 | 0.73 | $\stackrel{\$}{ }$ | 2,111 | 0.94 | $\stackrel{ }{\$}$ | 2,517 | 1.14 |


| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer \& Business Banking | \$ | 881 | 2.20 \% | \$ | 922 | 2.24 \% | \$ | 1,027 | 2.46 \% | \$ | 1,158 | 2.84 \% | \$ | 1,241 | 3.03 \% |
| Consumer Real Estate Services |  | 294 | 1.36 |  | 323 | 1.45 |  | 281 | 1.28 |  | 465 | 2.09 |  | 660 | 2.91 |
| Global Wealth \& Investment Management |  | 25 | 0.09 |  | 35 | 0.12 |  | 26 | 0.09 |  | 51 | 0.19 |  | 61 | 0.23 |
| Global Banking |  | (17) | (0.03) |  | 7 | 0.01 |  | 35 | 0.05 |  | 78 | 0.12 |  | 68 | 0.12 |
| Global Markets |  | (1) | (0.01) |  | 1 | 0.01 |  | - | - |  | (1) | - |  | 2 | 0.01 |
| All Other |  | 206 | 0.39 |  | 294 | 0.52 |  | 318 | 0.54 |  | 360 | 0.60 |  | 485 | 0.80 |
| Total net charge-offs | \$ | 1,388 | 0.62 | \$ | 1,582 | 0.68 | \$ | 1,687 | 0.73 | \$ | 2,111 | 0.94 | \$ | 2,517 | 1.14 |


 2) Excludes write-offs of purchased credit-impair

 for the three mont

 months ended December 31, 2013.
months ended December 31, 2013 .
(4.ludes U.S. small business commercial
loans.

Net Charge-offs (Reserve Reduction)


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

## Bank of America Corporation and Subsidiaries

Allocation of the Allowance for Credit Losses by Product Type
(Dollars in millions)

|  | March 31, 2014 |  |  |  | December 31, 2013 |  |  |  | March 31, 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses |  | mount | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of Loans and Leases Outstanding (1) |  | Amount | $\begin{aligned} & \text { Percent } \\ & \text { of } \\ & \text { Total } \end{aligned}$ | Percent of <br> Loans and Leases Outstanding (1) |  | Amount | $\begin{aligned} & \text { Percent } \\ & \text { of } \\ & \text { Total } \\ & \hline \end{aligned}$ | Percent of Loans and Leases Outstanding ${ }^{(1)}$ |
| Residential mortgage | \$ | 3,502 | 21.07\% | 1.44 \% | \$ | 4,084 | 23.43\% | 1.65\% | \$ | 6,731 | 29.99\% | 2.62\% |
| Home equity |  | 4,054 | 24.40 | 4.43 |  | 4,434 | 25.44 | 4.73 |  | 6,707 | 29.89 | 6.50 |
| U.S. credit card |  | 3,857 | 23.21 | 4.40 |  | 3,930 | 22.55 | 4.26 |  | 4,506 | 20.08 | 5.00 |
| Non-U.S. credit card |  | 432 | 2.60 | 3.74 |  | 459 | 2.63 | 3.98 |  | 572 | 2.55 | 5.38 |
| Direct/Indirect consumer |  | 389 | 2.34 | 0.48 |  | 417 | 2.39 | 0.51 |  | 690 | 3.08 | 0.85 |
| Other consumer |  | 97 | 0.58 | 4.86 |  | 99 | 0.58 | 5.02 |  | 106 | 0.47 | 6.24 |
| Total consumer |  | 12,331 | 74.20 | 2.38 |  | 13,423 | 77.02 | 2.53 |  | 19,312 | 86.06 | 3.55 |
| U.S. commercial ${ }^{(2)}$ |  | 2,563 | 15.43 | 1.12 |  | 2,394 | 13.74 | 1.06 |  | 1,866 | 8.31 | 0.87 |
| Commercial real estate |  | 972 | 5.85 | 1.99 |  | 917 | 5.26 | 1.91 |  | 815 | 3.63 | 2.09 |
| Commercial lease financing |  | 122 | 0.73 | 0.50 |  | 118 | 0.68 | 0.47 |  | 85 | 0.38 | 0.36 |
| Non-U.S. commercial |  | 630 | 3.79 | 0.74 |  | 576 | 3.30 | 0.64 |  | 363 | 1.62 | 0.44 |
| Total commercial ${ }^{(3)}$ |  | 4,287 | 25.80 | 1.11 |  | 4,005 | 22.98 | 1.03 |  | 3,129 | 13.94 | 0.87 |
| Allowance for loan and lease losses |  | 16,618 | 100.00\% | 1.84 |  | 17,428 | 100.00\% | 1.90 |  | 22,441 | 100.00\% | 2.49 |
| Reserve for unfunded lending commitments |  | 509 |  |  |  | 484 |  |  |  | 486 |  |  |
| Allowance for credit losses |  | 17,127 |  |  | \$ | 17,912 |  |  | \$ | 22,927 |  |  |

## Asset Quality Indicators

| Allowance for loan and lease losses/Total loans and leases ${ }^{(4)}$ | 1.84 \% | 1.90\% | 2.49\% |
| :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total loans and leases (excluding purchased credit-impaired loans) ${ }^{(4,5)}$ | 1.65 | 1.67 | 2.06 |
| Allowance for loan and lease losses/Total nonperforming loans and leases (6) | 97 | 102 | 102 |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total nonperforming loans and leases (5) | 85 | 87 | 82 |
| Ratio of the allowance for loan and lease losses/Annualized net charge-offs (7) | 2.95 | 2.78 | 2.20 |
| Ratio of the allowance for loan and lease losses (excluding purchased credit-impaired loans)/Annualized net charge-offs (5) | 2.58 | 2.38 | 1.76 |
| Ratio of the allowance for loan and lease losses/Annualized net charge-offs and purchased credit-impaired write-offs | 2.30 | 1.89 | 1.65 |

[^31]Certain prior period amounts have been reclassified to conform to current period presentation.

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)













 to the amount of capital being allocated to the business segments. Prior periods were not restated.
 2013. 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.

|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  | Second <br> Quarter <br> 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation of net interest income to net interest income on a fullv taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 10,085 | \$ | 10,786 | \$ | 10,266 | \$ | 10,549 | \$ | 10,664 |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 213 |  | 222 |  | 211 |
| Net interest income on a fully taxable-equivalent basis | \$ | 10,286 | \$ | 10,999 | \$ | 10,479 | \$ | 10,771 | \$ | 10,875 |
| 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 | \$ | 22,566 | \$ | 21,488 | \$ | 21,530 | \$ | 22,727 | \$ | 23,197 |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 213 |  | 222 |  | 211 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 22,767 | \$ | 21,701 | \$ | 21,743 | \$ | 22,949 | \$ | 23,408 |
| Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Income tax expense (benefit) | \$ | (405) | \$ | 406 | \$ | 2,348 | \$ | 1,486 | \$ | 501 |
| Fully taxable-equivalent adjustment |  | 201 |  | 213 |  | 213 |  | 222 |  | 211 |
| Income tax expense (benefit) on a fully taxable-equivalent basis | \$ | (204) | \$ | 619 | \$ | 2,561 | \$ | 1,708 | \$ | 712 |
| Reconciliation of average common shareholders' equity to average tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 223,201 | \$ | 220,088 | \$ | 216,766 | \$ | 218,790 | \$ | 218,225 |
| Goodwill |  | $(69,842)$ |  | $(69,864)$ |  | $(69,903)$ |  | $(69,930)$ |  | $(69,945)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,474)$ |  | $(5,725)$ |  | $(5,993)$ |  | $(6,270)$ |  | $(6,549)$ |
| Related deferred tax liabilities |  | 2,165 |  | 2,231 |  | 2,296 |  | 2,360 |  | 2,425 |
| Tangible common shareholders' equity | \$ | 150,050 | \$ | 146,730 | \$ | 143,166 | \$ | 144,950 | \$ | 144,156 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 236,553 | \$ | 233,415 | \$ | 230,392 | \$ | 235,063 | \$ | 236,995 |
| Goodwill |  | $(69,842)$ |  | (69,864) |  | $(69,903)$ |  | (69,930) |  | $(69,945)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,474)$ |  | $(5,725)$ |  | $(5,993)$ |  | $(6,270)$ |  | $(6,549)$ |
| Related deferred tax liabilities |  | 2,165 |  | 2,231 |  | 2,296 |  | 2,360 |  | 2,425 |
| Tangible shareholders' equity | \$ | 163,402 | \$ | 160,057 | \$ | 156,792 | \$ | 161,223 | \$ | 162,926 |

[^32]
## Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2013 \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \\ \hline \end{gathered}$ |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 218,536 | \$ | 219,333 | \$ | 218,967 | \$ | 216,791 | \$ | 218,513 |
| Goodwill |  | $(69,842)$ |  | $(69,844)$ |  | $(69,891)$ |  | $(69,930)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(5,843)$ |  | $(6,104)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,231 |  | 2,297 |  | 2,363 |
| Tangible common shareholders' equity | \$ | 145,457 | \$ | 146,081 | \$ | 145,464 | \$ | 143,054 | \$ | $\underline{ } 144,567$ |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 231,888 | \$ | 232,685 | \$ | 232,282 | \$ | 231,032 | \$ | 237,293 |
| Goodwill |  | (69,842) |  | $(69,844)$ |  | $(69,891)$ |  | $(69,930)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(5,843)$ |  | $(6,104)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,231 |  | 2,297 |  | 2,363 |
| Tangible shareholders' equity | \$ | 158,809 | \$ | 159,433 | \$ | 158,779 | \$ | 157,295 | \$ | 163,347 |
| Reconciliation of period-end assets to period-end tangible assets |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 2,149,851 | \$ | 2,102,273 | \$ | 2,126,653 | \$ | 2,123,320 | \$ | 2,174,819 |
| Goodwill |  | $(69,842)$ |  | $(69,844)$ |  | $(69,891)$ |  | $(69,930)$ |  | $(69,930)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,337)$ |  | $(5,574)$ |  | $(5,843)$ |  | $(6,104)$ |  | $(6,379)$ |
| Related deferred tax liabilities |  | 2,100 |  | 2,166 |  | 2,231 |  | 2,297 |  | 2,363 |
| Tangible assets | \$ | 2,076,772 | \$ | 2,029,021 | \$ | 2,053,150 | \$ | 2,049,583 | \$ | 2,100,873 |

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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  | Second Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Reconciliation of return on average allocated capital ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Business Banking |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 1,658 | \$ | 1,962 | \$ | 1,775 | \$ | 1,389 | \$ | 1,448 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 1 |  | 1 |  | 2 |  | 2 |  | 2 |
| Adjusted net income | \$ | 1,659 | \$ | 1,963 | \$ | 1,777 | \$ | 1,391 | \$ | 1,450 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 61,483 | \$ | 62,007 | \$ | 62,033 | \$ | 62,058 | \$ | 62,084 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(31,983)$ |  | $(32,007)$ |  | $(32,033)$ |  | $(32,058)$ |  | $(32,084)$ |
| Average allocated capital | \$ | 29,500 | \$ | 30,000 | \$ | 30,000 | \$ | 30,000 | \$ | 30,000 |
| Global Wealth \& Investment Management |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 729 | \$ | 777 | \$ | 720 | \$ | 759 | \$ | 721 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 3 |  | 4 |  | 4 |  | 4 |  | 4 |
| Adjusted net income | \$ | 732 | \$ | 781 | \$ | 724 | \$ | 763 | \$ | 725 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 22,243 | \$ | 20,265 | \$ | 20,283 | \$ | 20,300 | \$ | 20,323 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(10,243)$ |  | $(10,265)$ |  | $(10,283)$ |  | $(10,300)$ |  | (10,323) |
| Average allocated capital | \$ | 12,000 | \$ | 10,000 | \$ | 10,000 | \$ | 10,000 | \$ | 10,000 |
| Global Banking |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 1,236 | \$ | 1,266 | \$ | 1,134 | \$ | 1,292 | \$ | 1,281 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | - |  | - |  | 1 |  | - |  | 1 |
| Adjusted net income | \$ | 1,236 | \$ | 1,266 | \$ | 1,135 | \$ | 1,292 | \$ | 1,282 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 53,407 | \$ | 45,410 | \$ | 45,413 | \$ | 45,416 | \$ | 45,406 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(22,407)$ |  | $(22,410)$ |  | $(22,413)$ |  | $(22,416)$ |  | $(22,406)$ |
| Average allocated capital | \$ | 31,000 | \$ | 23,000 | \$ | 23,000 | \$ | 23,000 | \$ | 23,000 |
| Global Markets |  |  |  |  |  |  |  |  |  |  |
| Reported net income (loss) | \$ | 1,310 | \$ | (43) | \$ | (872) | \$ | 965 | \$ | 1,112 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |
| Adjusted net income (loss) | \$ | 1,312 | \$ | (41) | $\stackrel{ }{\$}$ | (870) | \$ | 967 | \$ | 1,114 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 39,377 | \$ | 35,380 | \$ | 35,369 | \$ | 35,372 | \$ | 35,372 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(5,377)$ |  | $(5,380)$ |  | $(5,369)$ |  | $(5,372)$ |  | $(5,372)$ |
| Average allocated capital | \$ | 34,000 | $\stackrel{\text { \$ }}{ }$ | 30,000 | $\stackrel{ }{\$}$ | 30,000 | \$ | 30,000 | \$ | 30,000 |

## For footnotes see page 45.

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) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2013 \end{gathered}$ |  |
| Consumer \& Business Banking |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Reported net income | \$ | 620 | \$ | 670 | \$ | 397 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | - |  | - |  | - |
| Adjusted net income | \$ | 620 | \$ | 670 | \$ | 397 |
|  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 36,490 | \$ | 35,394 | \$ | 35,407 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(1,990)$ |  | $(19,994)$ |  | $(20,007)$ |
| Average allocated capital | \$ | 16,500 | \$ | 15,400 | \$ | 15,400 |
|  |  |  |  |  |  |  |
| Consumer Lending |  |  |  |  |  |  |
| Reported net income | \$ | 1,038 | \$ | 1,292 | \$ | 1,051 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 1 |  | 1 |  | 2 |
| Adjusted net income | \$ | 1,039 | $\stackrel{ }{\$}$ | 1,293 | $\stackrel{ }{\$}$ | 1,053 |
|  |  |  |  |  |  |  |
| Average allocated equity ${ }^{(3)}$ | \$ | 24,993 | \$ | 26,613 | \$ | 26,676 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(11,993)$ |  | (12,013) |  | $(12,076)$ |
| Average allocated capital | \$ | 13,000 | \$ | 14,600 | \$ | 14,600 |

[^33]
[^0]:    ${ }^{1}$ ) The diluted earnings (loss) per common share excludes the effect of any equity instruments that are antidilutive to earnings per share. The number of antidilutive equity instruments was higher in the first quarter of 2014 due to the net loss.
     Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measureson pages 21-23.
    ${ }^{(3)}$ Ratios do not include loans accounted for under the fair value option during the period. Charge-off ratios are annualized for the quarterly
    presentation.
    
     value option; and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010
    ${ }^{(5)}$ Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-
    9 C .
    
     million.
    assets.
    
     GAAP financial measures differently. See Reconciliations to GAAP Financial Measureson pages 21-23,
    ${ }^{(10)}$ Based on the Basel 3 Advanced approaches, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the removal of the Comprehensive Risk Measure surcharge.
    $\mathrm{n} / \mathrm{a}=$ not applicable
    Certain prior period amounts have been reclassified to conform to current period presentation.

[^1]:    ${ }^{1}$ ) 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
    ${ }^{\text {(2) }}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Allocated capital and the related return 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 21-23.)
    $n / m=$ not meaningful

[^2]:    (1) There are no adjustments to reported net income (loss) or average allocated equity foConsumer Real Estate

    Services.
    ${ }^{(2)}$ Represents cost of funds, earnings credits and certain expenses related to
    Average allocated equity is comprised of average allocated capital 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.

[^3]:    ${ }^{1}$ Amounts may not total due to rounding.
    ${ }^{2}$ FTE basis. Represents a non-GAAP financial measure.
    ${ }^{3}$ Represents a non-GAAP financial measure. On a GAAP basis, net interest income; total revenue, net of interest expense; and income tax benefit were $\$ 10.18, \$ 22.6 B$ and $\$ 405 M M$ for $1 Q 14$, respectively. For reconciliations of these measures to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.
    ${ }^{4}$ The diluted earnings (loss) per share excluded the effect of any equity instruments that are antidilutive to earnings per share. The number of antidilutive equity instruments was higher in the first quarter of 2014 due to the net loss.

[^4]:    ${ }^{1}$ On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and Tier 1 capital. Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C.
    ${ }^{2}$ Pro-forma 4 Q13 capital ratios include the estimated impact of the Basel 3 transition provisions applicable for 2014 as if in effect for 4 Q13 and represent a non-GAAP financial measure.
    ${ }^{3}$ Represents a non-GAAP financial measure. For important presentation information, see slide 25 and reconciliations on slide 23.
    ${ }^{4}$ The $8.5 \%$ common equity tier 1 capital ratio minimum includes the $2.5 \%$ capital conservation buffer, $0 \%$ countercyclical buffer and an estimated $1.5 \%$ SIFI buffer (based on the Financial Stability Board's "Update of group of global systemically important banks (G-SIBs)" issued on November 11, 2013). The 5.0\% Bank Holding Company SLR minimum includes the 2.0\% leverage buffer.
    ${ }^{5}$ Only 1Q14 includes the estimated increase to the supplementary leverage exposure as proposed by banking regulators on April 8, 2014. The 1Q14 ratio is measured using quarter-end tier 1 capital calculated under Basel 3 on a fully phased-in basis while the 4 Q 13 ratio uses the simple average for each month end in the quarter. For both periods, the denominator is calculated as the simple average of the sum of on-balance sheet assets and certain off-balance sheet exposures, including, among other items, derivative and securities financing transactions, at the end of each month in the quarter.

[^5]:    ${ }^{1}$ Includes consolidated variable interest entities, some of which are securitizations that consolidate into our bank entities, and other non-holding company long-term debt.
    ${ }^{2}$ 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 other regulated entities are subject to certain regulatory restrictions.
    ${ }^{3}$ Parent company debt maturities are defined as maturities of senior or subordinated debt issued by Bank of America Corporation. Remaining contractual maturities of $\$ 23 B$ include $\$ 5 B$ of structured note maturities.
    Time to Required Funding (TTF) is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of Bank of America Corporation can be met using only its Global Excess Liquidity sources without issuing debt or sourang additional hiquidity. For 1013 through 1014 , we have included in the amount of unsecured contractuar obigations the $\$ 8.68$ liability, including estimated costs, for settlements such as the

[^6]:    ${ }^{1}$ FTE basis. Represents a non-GAAP financial measure. On a GAAP basis, reported NII was $\$ 10.1 \mathrm{~B}, \$ 10.8 \mathrm{~B}, \$ 10.3 \mathrm{~B}, \$ 10.5 \mathrm{~B}$ and $\$ 10.7 \mathrm{~B}$ for 1 Q 14 , $4 \mathrm{Q} 13,3 \mathrm{Q} 13,2 \mathrm{Q} 13$ and 1 Q 13 , respectively. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.
    ${ }^{2} \mathrm{NII}$ on a FTE basis excluding market-related adjustments represents a non-GAAP financial measure. Market-related adjustments of premium amortization expense and hedge ineffectiveness were $(\$ 0.3) B, \$ 0.2 B, \$ 0.0 B, \$ 0.4 B$ and $\$ 0.3 B$ for $1 Q 14,4 Q 13,3 Q 13,2 Q 13$ and $1 Q 13$, respectively.

[^7]:     charge-offs and PCI write-offs as a percentage of total average loans and leases outstanding were $0.79 \%, 1.00 \%, 0.92 \%, 1.07 \%$ and $1.52 \%$ for $1 \mathrm{Q14}, 4 \mathrm{Q} 13,3 \mathrm{Q} 13,2 \mathrm{Q} 13$ and $1 \mathrm{Q13}$, respectively.
    ${ }^{2} 4$ Q13 includes $\$ 144 \mathrm{MM}$ of charge-offs associated with a clarification of regulatory guidance on the accounting for TDRs in the home loans portfolio. Excluding this impact, NCOs were $\$ 1.48$, NCO ratio was 62 bps and the allowance/annualized NCOs ratio was 3.08 x .
    ${ }^{3}$ Excludes FHA-insured loans and other loans individually insured under long-term standby agreements.
    ${ }^{4}$ The allowance/annualized net charge-offs and PCI write-offs was $2.30 \mathrm{x}, 1.89 \mathrm{x}, 2.30 \mathrm{x}, 2.18 \mathrm{x}$ and 1.65 x , and the allowance (excluding PCI loans)/annualized net charge-offs was $2.58 \mathrm{x}, 2.38 \mathrm{x}, 2.42 \mathrm{x}$, 2.04 x and 1.76 x , which excludes valuation allowance on PCI loans of $\$ 2.1 \mathrm{~B}, \$ 2.5 \mathrm{~B}, \$ 3.2 \mathrm{~B}, \$ 3.9 \mathrm{~B}$ and $\$ 4.5 \mathrm{~B}$ for $1 \mathrm{Q} 14,4 \mathrm{Q13}, 3 \mathrm{Q} 13,2 \mathrm{Q} 13$ and 1 Q 13 , respectively.

[^8]:    ${ }^{1}$ FTE basis.
    ${ }^{2}$ Represents a non-GAAP financial measure. For important presentation information, see slide 25 , and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

[^9]:    Represents a non-GAAP financial measure. During 1Q14, the management of structured liablities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such. Represents a non-GAAP financial measure. During 1Q14, the management of structured liablities and the associated DVA were moved into Globaf Markets from Ais respests the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation. Net DVA results were gains (losses) of \$112MM, (\$617)MM and (\$145)MM for 1014,4013 and 1013 , respet OVA
    ${ }^{3}$ In addition to sales and trading revenue, Global Markets shares with Global Banking in certain deal economics from investment banking and loan origination activities.
    ${ }^{4}$ For this presentation, sales and trading revenue excludes net DVA gains (losses), which represents a non-GAAP financial measure. Net DVA included in FICC revenue were gains (losses) of \$80MM, (\$535)MM and (\$149)MM for 1014,4 Q13 and 1013 , respectively. Net DVA included in equities revenue were gains (losses) of $\$ 32 \mathrm{MM}$, ( $\$ 82 / \mathrm{MM}$ and $\$ 4 \mathrm{MM}$ for $1 \mathrm{Q} 14,4 \mathrm{Q} 13$ and 1013 , respectively.
    ${ }^{\text {s VaR }}$ model uses historical simulation approach based on three years of historical data and an expected shortfall methodology equivalent to a $99 \%$ confidence level. Using a $95 \%$ confidence level, average VaR was $\$ 37 \mathrm{Mm}$, $\$ 39 \mathrm{Mm}$ and \$44MM for $1 Q 14,4 Q 13$ and $1 Q 13$, respectively
    ${ }^{6}$ Represents a non-GAAP financial measure. For important presentation information, see slide 25 , and for reconciliations to GMP financial measures, see the accompanying reconciliations in the earnings press release and other earningsrelated information
    $n / m=$ not meaningful

[^10]:    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, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include Global Principal Investments and certain other investments. Additionally, All Other includes certain residential mortgage loans that are managed by LAS. During 1Q14, the management of structured liabilities and the associated DVA (previously referred to as fair value adjustments on structured liabilities) were moved into Global Markets from All Other to better align the performance risk of these instruments. Prior periods have been reclassified to conform to current period presentation.
    ${ }^{2}$ FTE basis.
    ${ }^{3}$ In the U.K., we previously sold payment protection insurance through our international card services business to credit card and consumer loan customers.

[^11]:    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.
    ${ }^{2}$ Allocations are subject to change over time, but the Corporation used $12 / 31 / 13$ as a base for 1 Q14 allocated capital when tangible common shareholders' equity was $\$ 146 B$ while the previous 2013 allocated capital utilized $12 / 31 / 12$ tangible common shareholders' equity of $\$ 1448$.

[^12]:    ${ }^{1}$ 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.
    ${ }^{2}$ Mix for new claim trends is calculated based on last four quarters.
    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.
    ${ }^{4}$ Does not include litigation reserves established. In addition, the company currently estimates the RPL could be up to $\$ 48$ over accruals at March 31, 2014, unchanged from December 31, 2013. Following the FHLMC and FNMA settlements, the remaining RPL covers principally non-GSE exposures.
    SRefer to pages $54-57$ of the Corporation's 2013 Annual Report on Form 10-K on file with the SEC for additional disclosures.

[^13]:    Excludes FVO loans.
    ${ }^{2}$ Excludes write-offs of PCI loans of $\$ 281 \mathrm{MM}$ and $\$ 437 \mathrm{MM}$ related to residential mortgage and $\$ 110 \mathrm{MM}$ and $\$ 304 \mathrm{MM}$ related to home equity for $1 Q 14$ and 4 Q 13 . Net charge-off ratios including the PCI write-offs for residential mortgage were $0.67 \%$ and $1.02 \%$, and for home equity were $1.81 \%$ and $2.64 \%$ for $1 Q 14$ and $4 Q 13$.
    ${ }^{3} 4 Q 13$ includes the impact of a clarification of regulatory guidance on accounting for TDRs of $\$ 56$ million for residential mortgage loans and $\$ 88$ million for home equity loans. Excluding this impact, $4 Q 13$ net charge-off ratios for residential mortgage were $0.24 \%$ and $0.42 \%$ including and excluding the PCl and fully-insured portfolios, 4 Q 13 home equity net charge-off ratios were $1.01 \%$ and $1.09 \%$ including and excluding the PCI portfolio.
    ${ }^{4}$ Loan-to-value (LTV) calculations apply to the residential mortgage portfolio. Combined loan-to-value (CLTV) calculations apply to the home equity portfolio.

[^14]:    ${ }^{1}$ Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C. For important presentation information, see slide 25.
    On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and Tier 1 capital. We reported under Basel 1 (which included the Market Risk Final Rules) at December 31, 2013.
    $\mathrm{n} / \mathrm{a}=$ not applicable

[^15]:    ${ }^{(1)}$ The diluted earnings (loss) per common share excludes the effect of any equity instruments that are antidilutive to earnings per share. The number of antidilutive equity instruments was higher in the first quarter of 2014 due to the net loss.
     companies may define or calculate non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measuresn pages 42-45.)

[^16]:     (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measuresn pages 42-45.)
    (2) Beginning in the first quarter of 2014, interest-bearing deposits placed with the Federal Reserve and certain non-U.S. central banks are included in earning assets. Prior period yields have been reclassified to conform to current period presentation.

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

[^17]:    ${ }^{(1)}$ The diluted earnings (loss) per common share excludes the effect of any equity instruments that are antidilutive to earnings per share. The number of antidilutive equity instruments was higher in the first quarter of 2014 due to the

[^18]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^19]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^20]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^21]:    ${ }^{1)}$ In addition to the U.S. credit card portfolio irConsumer \& Business Banking, the remaining U.S. credit card portfolio is in GWIM.

[^22]:     differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-45.)
    ${ }^{(2)}$ Includes servicing of residential mortgage loans, home equity lines of credit and home equity
    loans.
    ${ }^{3}$ ) Excludes loans for which servicing transferred to third parties as of March 31, 2014 with an effective mortgage servicing right sales date of April 1, 2014.

[^23]:    
     GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-45.)
    (2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^24]:    ${ }^{1)}$ Investment banking fees represent total investment banking fees forGlobal Banking inclusive of self-led deals and fees included within Business
    Lending.
    ${ }^{\text {2) }}$ Advisory includes fees on debt and equity advisory and mergers and
    acquisitions.
    ${ }^{(3)}$ Investment banking fees represent only the fee component inGlobal Banking and do not include certain less significant items shared with the Investment Banking Group under internal revenue sharing
     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.

[^25]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^26]:     valuation adjustment represents the combined total of net debit valuation adjustment on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation.
     information, see page 29.
    
     GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-45.)
    Trading-related assets include derivative assets, which are considered non-earning assets.
    $\mathrm{n} / \mathrm{m}=$ not meaningful

[^27]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^28]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^29]:    
    
     December 31, 2013 and March 31, 2013, respectively.
    
     of $\$ 11.3$ billion, $\$ 12.5$ billion and $\$ 15.1$ billion at March 31, 2014, December 31, 2013 and March 31, 2013, respectively.
    (3) Includes U.S. small business commercial
    exposure.
     primary source of repayment as key factors.
    Represents net notional credit protection
    purchased.

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

[^30]:    

[^31]:     mortgage loans of $\$ 2.0$ bilion, $\$ 2.0$ billion and $\$ 1.0$ bill $\$ 1.511$. $\$ 2.1$
    h 31, 2013, respectively
    ${ }^{(2)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans $\$ 462$ million, $\$ 462$ million and $\$ 611$ million at March 31, 2014, December 31, 2013 and March 31 , 2013,
    respectively
    ${ }^{(3)}$ Includes allowance for loan and lease losses for impaired commercial loans $\$ 277$ million, $\$ 277$ million and $\$ 408$ million at March 31, 2014, December 31, 2013 and March 31, 2013,
    (4) respectively.
    ${ }^{(4)}$ Total loans and leases do not include loans accounted for under the fair value option $\$ 11.1$ billion, $\$ 10.0$ billion and $\$ 8.8$ billion at March 31, 2014, December 31, 2013 and March 31 , 2013,
    respectively. Excludes valuation allowance on purchased credit-impaired loans o $\$ 2.1$ billion, $\$ 2.5$ billion and $\$ 4.5$ billion at March 31, 2014, December 31, 2013 and March 31, 2013,
    respectively.
    
     percent and 53 percent at March 31, 2014, December 31, 2013 and March 31, 2013, respectively.
     valuation allowance included as part of the allowance for loan and lease losses.

[^32]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^33]:    (1) There are no adjustments to reported net income (loss) or average allocated equity foConsumer Real Estate

    Services.
    ${ }^{(2)}$ Represents cost of funds, earnings credits and certain expenses related to
    intangibles. segment.

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

