# 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): October 17, 2016

## **BANK OF AMERICA CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State or Other Jurisdiction of Incorporation)

1-6523 (Commission File Number) 56-0906609 (IRS Employer Identification No.)

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

(704) 386-5681 (Registrant's telephone number, including area code)

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

Check the	appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

On October 17, 2016, Bank of America Corporation (the "Corporation") announced financial results for thethird quarter ended September 30, 2016, reporting third quarter net income of \$5.0 billion or \$0.41 per diluted share. A copy of the press release announcing the Corporation's results for thethird quarter ended September 30, 2016 (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 October 17, 2016, the Corporation will hold an investor conference call and webcast to discuss financial results for thethird quarter ended September 30, 2016, 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 September 30, 2016 (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/ Rudolf A. Bless

Rudolf A. Bless

Chief Accounting Officer

Dated: October 17, 2016

#### INDEX TO EXHIBITS

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

### Bank of America Reports Q3-16 Net Income of \$5.0 Billion, EPS of \$0.41 Revenue Increased 3% to \$21.6 billion; Noninterest Expense Declined 3% to \$13.5 billion

#### Financial Highlights<sup>1</sup>

- · Revenue, net of interest expense, increased 3% to \$21.6 billion from \$21.0 billion
  - Net interest income (NII) increased 3% to \$10.2 billion from \$9.9 billion (GAAP basis)(A)
- Noninterest income increased 3% to \$11.4 billion from \$11.1 billion
- · Provision for credit losses of \$850 million, compared to \$806 million; net charge-offs declined to \$888 million from \$932 million
- Noninterest expense declined 3%, or \$458 million, to \$13.5 billion
- Pretax earnings up 17% to \$7.3 billion
- Net income increased 7% to \$5.0 billion and EPS increased 8% to \$0.41, compared to \$4.6 billion and \$0.38, respectively
- Loan balances up \$23 billion, or 3%, to \$905
- Deposit balances up \$71 billion, or 6%, to \$1.23 trillion

#### **Key Performance Metrics**

- · Return on average assets 0.90%; return on average common equity 7.3%; return on average tangible common equity 10.3%<sup>(0)</sup>
- Book value per share increased 8% to \$24.19; tangible book value per share (D) increased 11% to \$17,14
- · Repurchased \$1.4 billion in common stock and paid \$0.8 billion in common stock dividends

#### Business Segment Highlights<sup>1</sup>

#### **Consumer Banking**



- Loans up \$16.1 billion; deposits up \$60.4 billion
- · Brokerage assets up 18%
- Mobile banking active users up 16% to 21.3 million
- Total credit/debit card spending up 5%<sup>2</sup>

#### Global Wealth and Investment Management



- · Total client balances of nearly \$2.5 trillion
- Loans up \$9.2 billion; deposits up \$6.8
- · Pretax margin improved to 25%

billion

· Long-term AUM flows of \$10.2 billion

#### **Global Banking**



- · Loans up \$20.5 billion; deposits up \$3.4
- · Total Corporate Investment Banking fees up 13% to \$1.5 billion
- · Participated in all of the top 10 debt underwriting deals<sup>(8)</sup>

#### **Global Markets**



- · Sales and trading revenue up 14%
- Fixed income up 32%
- Equities down 17%
- · Excluding net DVA, sales and trading revenue up 18%(C
- Fixed income up 39%<sup>(C)</sup>
- Equities down 17%<sup>(C)</sup>

#### **CEO Commentary**

"We delivered strong results this quarter by staying true to our strategy of responsible growth and focusing on the quality of the relationships with our customers and clients. We grew revenue, reduced expenses and continued to manage risk, resulting in a 17 percent increase in pretax earnings. Our investments in innovation, including industry-leading digital banking capabilities, continue to transform how we serve our customers. This innovation across our businesses is benefiting customers and shareholders."

- Brian Moynihan, Chief Executive Officer

Balance Sheet Highlights (\$ in billions, at end of period)	September 30, 2016	June 30, 2016	September 30, 2015
Total assets	\$2,195.3	\$2,187.0	\$2,153.0
Total loans and leases	905.0	903.2	882.1
Total deposits	1,232.9	1,216.1	1,162.0
Global Liquidity Sources <sup>(E)</sup>	522.0	515.0	499.0
Common equity tier 1 (CET1) ratio (transition)	11.0%	10.6%	11.6%
CET1 ratio (fully phased-in) <sup>(F)</sup>	10.9%	10.5%	11.0%

Effective July 1, 2016, Bank of America changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-to-maturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as SFAS 91), from the prepayment method (also referred to as the retrospective method) to the contractual method. All periods presented have been updated to reflect this change in accounting method.

Financial Highlights and Business Segment Highlights compare to the year-ago quarter unless noted. Loan and deposit balances are shown on an end-of-period basis. Combined consumer credit/debit spending, including GWIM, excludes the impact of portfolio divestitures, including divestitures, combined spending was up 2%.

#### **CFO Commentary**

\*Strong client activity and good expense discipline combined to drive positive operating leverage as we continue to optimize and strengthen our balance sheet. With near-record levels of capital and liquidity, as well as robust underwriting standards, Bank of America is stronger, safer and better prepared to deliver for customers and clients than probably at any time in our history. We remain focused on delivering long-term value to shareholders. This quarter, we increased tangible book value per share by 11% while returning nearly \$2.2 billion in capital to common shareholders."

- Paul M. Donofrio, Chief Financial Officer

Consumer Banking				
		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
<ul> <li>Net income up 3% to \$1.8 billion as higher NII and lower expenses offset lower fee-based income, producing positive operating leverage</li> </ul>	Net interest income (FTE)	\$5,290	\$5,207	\$5,093
	Noninterest income	2,678	2,588	2,888
	Total revenue (FTE) <sup>2</sup>	7,968	7,795	7,981
<ul> <li>Pretax, pre-provision net revenue up 10% to \$3.6 billion<sup>(H)</sup></li> </ul>	Provision for credit losses	698	726	523
	Noninterest expense	4,371	4,414	4,711
<ul> <li>Revenue was relatively flat at \$8.0 billion</li> <li>NII increased \$197 million, driven primarily by</li> </ul>	Net income	\$1,813	\$1,677	\$1,757

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
Net income up 3% to \$1.8 billion as higher NII and	Net interest income (FTE)	\$5,290	\$5,207	\$5,093
lower expenses offset lower fee-based income,	Noninterest income	2,678	2,588	2,888
producing positive operating leverage	Total revenue (FTE) <sup>2</sup>	7,968	7,795	7,981
<ul> <li>Pretax, pre-provision net revenue up 10% to \$3.6 billion<sup>(H)</sup></li> <li>Revenue was relatively flat at \$8.0 billion         <ul> <li>NII increased \$197 million, driven primarily by</li> </ul> </li> </ul>	Provision for credit losses	698	726	523
	Noninterest expense	4,371	4,414	4,711
	Net income	\$1,813	\$1,677	\$1,757
strong deposit growth	Comparisons are to the year-ago qu	uarter unless noted.		
- Noninterest income decreased \$210 million, due	<sup>2</sup> Revenue, net of interest expense.			

\$186 million · Noninterest expense down \$340 million, driven by improved operating efficiencies and lower fraud costs, partially offset by higher FDIC expense

· 21.3 million mobile banking active users, up 16%

· Efficiency ratio improved to 55% from 59%

primarily to the absence of one-time gains on divestitures recognized in the year-ago quarter · Provision for credit losses increased \$175 million, with reserve releases of \$12 million, compared to

		Thr	ee months en	ded
Business Highlights <sup>1,2</sup>	(\$ in billions)	9/30/2016	6/30/2016	09/30/2015
No. 1 retail deposit market share <sup>3</sup>	Average deposits	\$605.7	\$596.5	\$556.0
The state deposit manner share	Average loans and leases	248.7	242.9	233.1
Total client balances up 11% to a record \$1.0 trillion	Brokerage assets (EOP)	138.0	131.7	117.2
<ul> <li>Average deposit balances grew \$49.7 billion, or 9%; average loan balances grew \$15.6 billion, or 7%</li> </ul>	Total mortgage production <sup>4</sup>	\$20.4	\$20.6	\$16.9
<ul> <li>Client brokerage assets grew \$20.8 billion, or 18%, to \$138.0 billion, driven by underlying client flows</li> </ul>	Mobile banking active users (MM)	21.3	20.2	18.4
and strong market performance	Number of financial centers	4,629	4,681	4,741
Total market and artist 4 area 63.6 hillion as 21%	Efficiency ratio (FTE)	55%	57%	59%
<ul> <li>Total mortgage production<sup>4</sup> grew \$3.6 billion, or 21%, to \$20.4 billion</li> </ul>	Return on average allocated capital	21	20	21
<ul> <li>More than 1.3 million U.S. consumer credit cards</li> </ul>	Total U.S. Consumer Credit	Card <sup>2</sup>		
issued	New card accounts (MM)	1.32	1.31	1.26
<ul> <li>4,629 financial centers, including 25 new openings</li> </ul>	Risk-adjusted margin	9.11%	8.79%	9.51%
during the past 12 months	1 Comparisons are to the year-ago qua	arter unless noted.		

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>2</sup> The U.S. consumer card portfolio includes Consumer Banking and GWIM.

<sup>&</sup>lt;sup>3</sup> Source: Preliminary estimate based on June 2016 FDIC deposit data, adjusted to remove commercial balances.

<sup>&</sup>lt;sup>4</sup> Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit. · Digital sales represented 18% of total sales - 25% of digital sales through mobile devices



Global Wealth and Investment Management				
		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
Net income up 10% to \$697 million as lower	Net interest income (FTE)	\$1,394	\$1,403	\$1,360
expenses more than offset lower revenue to create	Noninterest income	2,985	3,022	3,093
positive operating leverage	Total revenue (FTE) <sup>2</sup>	4,379	4,425	4,453
	Provision for credit losses	7	14	(2)
Revenue down \$74 million to \$4.4 billion	Noninterest expense	3,257	3,288	3,470
<ul> <li>NII up \$34 million, reflecting higher loan and deposit balances</li> </ul>	Net income	\$697	\$703	\$632
- Noninterest income down \$108 million, driven by	Comparisons are to the year-ago qu	uarter unless noted.		

<sup>2</sup> Revenue, net of interest expense.

 Noninterest expense down \$213 million, or 6%, due to the expiration of fully amortized advisor retention awards and lower operating and support costs, partially offset by higher FDIC expense

lower transactional revenue

		Thr	Three months ended		
Business Highlights <sup>1</sup>	(\$ in billions)	9/30/2016	6/30/2016	9/30/2015	
Average deposit balances grew \$9.8 billion, or 4%	Average deposits	\$253.8	\$254.8	\$244.0	
	Average loans and leases	143.2	141.2	134.3	
Average loans and leases grew \$8.9 billion, or 7%	Total client balances	2,490.2	2,419.5	2,397.7	
Average loans and leases grew 50.5 billion, or 7%	Long-term AUM flows	\$10.2	\$10.1	\$4.4	
· Total client balances increased \$92.6 billion, or 4%, to	Pretax margin	25%	25%	22%	
nearly \$2.5 trillion, driven by higher market valuations	Efficiency ratio (FTE)	74	74	78	
and positive long-term assets under management (AUM) flows	Return on average allocated capital	21	22	21	

<sup>-</sup> Excluding the impact of the transfer of BofA Global Comparisons are to the year-ago quarter unless noted.

· Long-term AUM flows of \$10.2 billion in Q3-16

Capital Management's AUM in Q2-16, client balances grew 7% from Q3-15

- · Pretax margin increased to 25% from 22%
- Number of wealth advisors increased 2% to 18,248<sup>2</sup>

<sup>&</sup>lt;sup>2</sup> Includes financial advisors in Consumer Banking of 2,179 and 2,050 in Q3-16 and Q3-15.



Global Banking				
		Three months ended		
Financial Results <sup>1</sup> (\$ in millions) 9/30/2016 6/30/2016 9/3				
<ul> <li>Net income increased \$275 million to \$1.6 billion, reflecting solid revenue growth and continued expense discipline</li> </ul>	Net interest income (FTE)	\$2,470	\$2,424	\$2,315
	Noninterest income <sup>2</sup>	2,278	2,270	2,021
	Total revenue (FTE) <sup>2,3</sup>	4,748	4,694	4,336
Revenue increased 10% to \$4.7 billion	Provision for credit losses	118	199	181
Nevenue increased 10% to \$4.7 billion     NII was higher, primarily due to increased loan and leasing-related balances	Noninterest expense	2,151	2,126	2,161
	Net income	\$1,553	\$1,496	\$1,278

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.
<sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

3 Revenue, net of interest expense.

· Provision for credit losses decreased \$63 million to \$118 million

investment banking fees and higher treasury-

related revenues

- Noninterest income increased 13%, due to the impact from loans and related loan hedging activities in the fair value option portfolio, higher

· Noninterest expense decreased modestly, as lower operating and support costs were partially offset by higher revenue-related incentive compensation and FDIC expense

967		Three months ended		
Business Highlights <sup>1,2</sup>	(\$ in billions)	9/30/2016	6/30/2016	9/30/2015
Average loans and leases grew \$25.7 billion, or 8%	Average deposits	\$306.2	\$298.8	\$296.3
	Average loans and leases	334.4	334.4	308.7
Average deposit balances grew \$9.9 billion, or 3%	Total Corp. IB fees (excl. self-led) <sup>2</sup>	1.5	1.4	1.3
<ul> <li>Total Corporation Investment Banking fees of \$1.5 billion (excluding self-led deals) increased 13%, driven by higher debt and equity issuance activity, partly offset by lower advisory fees</li> </ul>	Global Banking IB fees <sup>2</sup>	0.8	0.8	0.8
	Business Lending revenue	2.3	2.2	2.1
	Global Transaction Services revenue	\$1.6	\$1.6	\$1.6
<ul> <li>Best third quarter since Merrill Lynch merger</li> </ul>	Efficiency ratio (FTE)	45%	45%	50%
<ul> <li>Ranked No. 3 globally in net investment banking fees<sup>(B)</sup></li> </ul>	Return on average allocated capital	17	16	14

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.
<sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

- Strong leadership position across broad range of products
  - · Ranked among top 3 globally by volumes in high-yield corporate debt, leveraged loans, asset-backed securities, investment grade corporate debt, syndicated loans and debt capital markets(B)
- · Return on average allocated capital increased to 17%
- · Efficiency ratio improved to 45% from 50%

· Return on average allocated capital increased to 12%



Global Markets				
		Thr	ee months end	ded
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
Net income increased 34% to \$1.1 billion from \$800	Net interest income (FTE)	\$1,119	\$1,088	\$1,094
million, driven by strong FICC sales and trading	Noninterest income <sup>2</sup>	3,240	3,220	2,656
revenues and continued expense management	Total revenue (FTE) <sup>2,3</sup>	4,359	4,308	3,750
<ul> <li>Revenue up \$609 million to \$4.4 billion; excluding net DVA<sup>4</sup>, revenue increased \$748 million to \$4.5 billion, driven by higher sales and trading results and higher</li> </ul>	Net DVA <sup>4</sup>	(127)	(164)	12
	Total revenue (excl. net DVA) (FTE) <sup>2,3,4</sup>	4,486	4,472	3,738
capital markets investment banking fees	Provision for credit losses	19	(5)	42
No. 1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	Noninterest expense	2,658	2,581	2,697
<ul> <li>Noninterest expense declined \$39 million, or 1%, as increases in revenue-related incentives were more</li> </ul>	Net income	\$1,074	\$1,113	\$800
than offset by lower operating and support costs	<sup>1</sup> Comparisons are to the year-ago q <sup>2</sup> Global Banking and Global Markets and loan origination activities. <sup>3</sup> Revenue, net of interest expense. <sup>4</sup> Revenue, excluding net DVA, is a no	share in certain deal		

information.

		Thr	ee months end	ded
Business Highlights <sup>1,2</sup>	(\$ in billions)	9/30/2016	6/30/2016	9/30/2015
Sales and trading revenue up \$442 million, or 14%, to \$3.6 billion	Average trading-related assets	\$415.4	\$411.3	\$431.2
\$3.0 billion	Average loans and leases	69.0	69.6	66.3
Excluding net DVA, sales and trading revenue up 18%	Sales and trading revenue	3.6	3.5	3.2
to \$3.7 billion, the highest third quarter in five years <sup>(C)</sup> – FICC increased 39%, due to stronger performance	Sales and trading revenue (excl. net DVA) <sup>(C)</sup>	3.7	3.7	3.1
globally across credit products, led by mortgages,	Global Markets IB fees	0.6	0.6	0.5
and continued strength in rates products and client financing (C)	Efficiency ratio (FTE)	61%	60%	72%
Equities down 17%, due to lower levels of client activity in cash and derivatives, reflecting lower	Return on average allocated capital	12	12	9
market volatility <sup>(C)</sup> • Return on average allocated capital increased to 12%	<sup>1</sup> Comparisons are to the year-ago qua <sup>2</sup> Global Banking and Global Markets s and loan origination activities.		conomics from inv	estment banking



All Other				
		Thr	ee months end	ded
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
Net loss of \$182 million, compared to net income of	Net interest income (FTE)	\$156	\$219	\$265
\$152 million. Results for Q3-16 include a charge of	Noninterest income	253	68	434
approximately \$350 million for revaluing the	Total revenue (FTE) <sup>2</sup>	409	287	699
company's U.K. deferred tax assets following	Provision for credit losses	8	42	62
enactment of the previously announced reduction of	Noninterest expense	1,044	1,084	900
the U.K. corporate income tax rate	Net income (loss)	\$(182)	\$(206)	\$152

- <sup>1</sup>Comparisons are to the year-ago quarter unless noted. <sup>2</sup>Revenue, net of interest expense.
- Revenue declined \$290 million, driven by lower gains on sales of debt securities and lower net interest income, partially offset by higher valuations of mortgage servicing rights
- Provision for credit losses decreased \$54 million to \$8 million, driven by lower loan balances from continued run-off of non-core mortgages
- Noninterest expense increased \$144 million, driven by litigation expense

Note: All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, 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 our merchant services joint venture as well as Global Principal Investments, which is comprised of a portfolio of equity, real estate and other alternative investments.



Credit Quality				
		Thre	ee months end	led
Highlights <sup>1</sup>	(\$ in millions)	9/30/2016	6/30/2016	9/30/2015
Overall credit quality remained strong. Compared to	Provision for credit losses	\$850	\$976	\$806
Q2-16, both the consumer and commercial portfolios	Net charge-offs	888	985	932
improved	Net charge-off ratio <sup>2</sup>	0.40%	0.44%	0.43%
Total net charge-offs declined to \$888 million from	At period-end			
\$985 million in Q2-16 and \$932 million in Q3-15	Nonperforming loans, leases and foreclosed properties	\$8,737	\$8,799	\$10,336
<ul> <li>The decline from the prior quarter and year-ago quarter was driven by lower charge-offs in the Consumer Real Estate and Credit Card portfolios</li> </ul>	Nonperforming loans, leases and foreclosed properties ratio <sup>3</sup>	0.97%	0.98%	1.18%
- Energy-related net charge-offs declined \$34 million		611 602	611.027	612.657
from the prior quarter and increased \$33 million from the year-ago quarter to \$45 million	Allowance for loan and lease losses	\$11,692	\$11,837	\$12,657
The net charge-off ratio decreased to 0.40% from 0.44% in O2-16 and 0.43% in O3-15	Allowance for loan and lease losses ratio <sup>4</sup>	1.30%	1.32%	1.45%
0.4470 III QZ-10 aliu 0.4570 III Q3-15	Learning to the second second	and the second		

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

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

 Net reserve release was \$38 million, compared to \$9 million in the prior quarter and \$126 million in Q3-15, as reserve releases in consumer were mostly offset by increased commercial reserves

by improved asset quality in both the Commercial and Consumer portfolios. Compared to the year-ago

quarter, the provision for credit losses increased \$44

 The provision for credit losses decreased \$126 million from the prior quarter to \$850 million, driven

million due to lower reserve releases

 Reservable criticized commercial exposures were \$16.9 billion in Q3-16, compared to \$18.1 billion in Q2-16 and \$13.0 billion in Q3-15. The decline from Q2-16 was due to improvements across several industries. The year-over-year change was due to increases in the energy sector

Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.

<sup>&</sup>lt;sup>3</sup> Nonperforming loans, leases and foreclosed properties ratio is calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.

Allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.



Balance Sheet (end of period)	Th	ree months ended	
	9/30/2016	6/30/2016	9/30/2015
Total assets	\$2,195.3	\$2,187.0	\$2,153.0
Total loans and leases	905.0	903.2	882.1
Total deposits	1,232.9	1,216.1	1,162.0
Funding and Liquidity			
Long-term debt	\$225.1	\$229.6	\$237.3
Global Liquidity Sources <sup>(E)</sup>	522	515	499
Time-to-required funding (months) <sup>(E)</sup>	38	35	42
Equity			
Common shareholders' equity	\$244.9	\$242.2	\$233.6
Common equity ratio	11.2%	11.1%	10.89
Tangible common shareholders' equity <sup>1</sup>	\$173.5	\$170.7	\$161.6
Tangible common equity ratio <sup>1</sup>	8.2%	8.1%	7.89
Per Share Data			
Common shares outstanding (in billions)	10.12	10.22	10.43
Book value per common share	\$24.19	\$23.71	\$22.40
Tangible book value per common share <sup>(0)</sup>	17.14	16.71	15.50
Regulatory Capital			
Basel 3 Transition (as reported) <sup>2,3</sup>			
Common equity tier 1 (CET1) capital	\$169.9	\$166.2	\$161.6
Risk-weighted assets	1,546	1,562	1,392
CET1 ratio	11.0%	10.6%	11.69
Basel 3 Fully Phased-in <sup>2,4</sup>			
CET1 capital	\$165.9	\$161.8	\$153.1
Standardized approach			
Risk-weighted assets	\$1,409	\$1,414	\$1,415
CET1 ratio	11.8%	11.4%	10.89
Advanced approaches <sup>5</sup>			
Risk-weighted assets	\$1,522	\$1,542	\$1,398
CET1 ratio	10.9%	10.5%	11.09
Supplementary leverage <sup>(G)</sup>			
Bank holding company supplementary leverage ratio (SLR)	7.1%	6.9%	6.49
Bank SLR	7.5	7.4	7.0

#### Notes:

<sup>&</sup>lt;sup>1</sup> Represents a non-GAAP financial measure. For reconciliation, see pages 17-18 of this press release.

<sup>&</sup>lt;sup>2</sup> Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant proforma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures. For a reconciliation of CET1 to fully phased-in, see page 13 of this press release.

<sup>&</sup>lt;sup>3</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

<sup>&</sup>lt;sup>4</sup> As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015.

<sup>&</sup>lt;sup>5</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

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#### **Endnotes**

- A The Corporation also measures net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. Net interest income on an FTE basis was \$10.4 billion and \$10.1 billion for the three months ended September 30, 2016 and 2015. For reconciliation to GAAP financial measures, refer to pages 17-18 of this press release.
- B Rankings per Dealogic as of October 3, 2016 for the quarter ended September 30, 2016.
- C Global Markets revenue, excluding net Debit Valuation Adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA gains (losses) were \$(127) million, \$(164) million and \$12 million for the three months ended September 30, 2016, June 30, 2016 and September 30, 2015, respectively. FICC net DVA gains (losses) were \$(121) million and \$18 million for the three months ended September 30, 2016 and 2015. Equities net DVA gains (losses) were \$(6) million and \$(6) million for the three months ended September 30, 2016 and 2015.
- D Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. For more information, refer to pages 17-18 of this press release.
- E Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government 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 among legal entities may be subject to certain regulatory and other restrictions. Prior to the third quarter of 2016, GLS were referred to as "Global Excess Liquidity Sources. 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 the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation. Prior to the third quarter of 2016, the TTF metric incorporated only the GLS of the BAC parent company. Effective September 30, 2016, the TTF metric was expanded to include the GLS of NB Holdings, following changes in the Corporation's liquidity management practices, initiated in connection with the Corporation's resolution planning activities, that include maintaining at NB Holdings GLS previously held at the BAC parent company. For the period shown in 2015, we have included in the amount of unsecured contractual obligations the liability, including estimated costs, for the previously announced BNY Mellon private-label securitization settlement. In Q1-16, settlement payment was made for \$8.58.
- Fully phased-in estimates are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 13 of this press release. Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy. As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.
- G The numerator of the SLR is quarter-end Basel 3 Tier 1 capital calculated on a fully phased-in basis. The denominator is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
- Pretax, pre-provision net revenue (PPNR) is a non-GAAP financial measure. PPNR is total revenue, net of interest expense (on an FTE basis), less noninterest expense. Consumer Banking total revenue, net of interest expense (on an FTE basis) was \$8.0 billion for both the three months ended September 30, 2016 and 2015. Noninterest expense was \$4.4 billion and \$4.7 billion for the three months ended September 30, 2016 and 2015.

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#### **Contact Information and Investor Conference Call Invitation**



Investor Call Information Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss thirdquarter 2016 financial 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 also be available beginning at noon ET on October 17 through midnight, October 24 by telephone at 1.800.934.4850 (U.S.) or 1.402.220.1178 (international).

#### **Investors May Contact:**

Lee McEntire, Bank of America, 1.980.388.6780 Jonathan Blum, Bank of America (Fixed Income), 1.212.449.3112

#### Reporters May Contact:

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#### **About Bank of America**

Bank of America is one of the world's leading financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 47 million consumer and small business relationships with approximately 4,600 retail financial centers, approximately 16,000 ATMs, and award-winning online banking with approximately 34 million active accounts and more than 21 million mobile active users. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

#### 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." Forward-looking statements represent Bank of America's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown 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.

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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 2015 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 and related claims, including claims brought by investors or trustees seeking to distinguish certain aspects of the New York Court of Appeals' ACE Securities Corp. v. DB Structured Products, Inc. (ACE) decision or to assert other claims seeking to avoid the impact of the ACE decision; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; 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; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory proceedings, including the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possible outcome of LIBOR, other reference rate, financial instrument and foreign exchange inquiries, investigations and litigation; 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; the impact of U.S. and global interest rates (including negative or continued low interest rates), currency exchange rates and economic conditions; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior and other uncertainties; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the impact on the Company's business, financial condition and results of operations from a protracted period of lower oil prices or ongoing volatility with respect to oil prices; our ability to achieve our expense targets; 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; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements, including the potential adoption of total loss-absorbing capacity requirements; the potential for payment protection insurance exposure to increase as a result of Financial Conduct Authority actions; the possible impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate deficiencies identified by banking regulators in the Corporation's Recovery and Resolution plans; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, FDIC assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations from the potential exit of the United Kingdom from the European Union; 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.

Bank of America Merrill Lynch is the marketing name for the Global Banking and Global Markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, financial advisory and other investment banking activities are performed by investment banking affiliates of Bank of America Corporation (Investment Banking Affiliates), including Merrill Lynch, Pierce, Fenner & Smith Incorporated, which are registered broker-dealers and members of FINRA and SIPC. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured \* May Lose Value \* Are Not Bank Guaranteed. Bank of America Corporation's broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the broker-dealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

For more Bank of America news, visit the Bank of America newsroom at http://newsroom.bankofamerica.com.

www.bankofamerica.com

## **Bank of America Corporation and Subsidiaries** Selected Financial Data (Dollars in millions, except per share data; shares in thousands)

Summary Income Statement		e Mon epten		Ended 30		Third Quarter		Second Quarter	73	Third Quarter
	2016			2015		2016		2016		2015
Net interest income	\$ 30,8	304	\$	29,272	\$	10,201	5	10,118	\$	9,900
Noninterest income	32,9	907	_	34,111	_	11,434	_	11,168	_	11,092
Total revenue, net of interest expense	63,7	711		63,383		21,635		21,286		20,992
Provision for credit losses	2,8	323		2,351		850		976		806
Noninterest expense	41,7	790	_	43,724	_	13,481	_	13,493	_	13,939
Income before income taxes	19,0	98		17,308		7,304		6,817		6,247
Income tax expense	5,8	888		4,756	_	2,349	0.00	2,034	_	1,628
Net income	\$ 13,2	210	S	12,552	\$	4,955	S	4,783	S	4,619
Preferred stock dividends	1,3	321		1,153		503	_	361		441
Net income applicable to common shareholders	\$ 11,8	889	\$	11,399	\$	4,452	\$	4,422	\$	4,178
Common stock issued under employee plans and related tax effects	5,0	082		3,983		61		85		36
Average common shares issued and outstanding	10,312,8	378	1	10,483,466		10,250,124		10,328,424	1	0,444,291
Average diluted common shares issued and outstanding	11,046,8	307	1	11,234,125		11,000,473		11,059,167	- 1	1,197,203
Summary Average Balance Sheet										
Total debt securities	\$ 414,1		5	387,988	5	423,182	5	419,085	5	394,265
Total loans and leases	897,7	760		873,630		900,594		899,670		877,429
Total earning assets	1,861,0	019		1,817,437		1,870,062		1,868,073		1,841,830
Total assets	2,183,9	905		2,153,353		2,189,490		2,188,241		2,168,930
Total deposits	1,213,0	029		1,145,686		1,227,186		1,213,291		1,159,231
Common shareholders' equity	240,4	140		228,614		243,679		240,376		231,524
Total shareholders' equity	264,9	907		250,265		268,899		265,354		253,798
Performance Ratios										
Return on average assets	0	.81%		0.78%		0.90%		0.88%		0.849
Return on average common shareholders' equity	6	.61		6.67		7.27		7.40		7.16
Return on average tangible common shareholders' equity (1)	9	.40		9.74		10.28		10.54		10.40
Per common share information										
Earnings	\$ 1	.15	5	1.09	\$	0.43	5	0.43	5	0.40
Diluted earnings	1	.10		1.03		0.41		0.41		0.38
Dividends paid	0.1	175		0.15		0.075		0.05		0.05
Book value	24	.19		22.40		24.19		23.71		22.40
Tangible book value (1)		.14		15.50		17.14		16.71		15.50
					Se	ptember 30		June 30	Sep	otember 30
Summary Period-End Balance Sheet					_	2016	-	2016	_	2015
Total debt securities					Ś	434,914	S	412,569	S	391,608
Total loans and leases						905,008		903,153		882,076
Total earning assets						1,877,928		1,861,134		1,820,627
Total assets						2,195,314		2,186,966		2,152,962
Total deposits						1,232,895		1,216,091		1,162,009
Common shareholders' equity						244,863		242,206		233,588
Total shareholders' equity						270,083		267,426		255,861
Common shares issued and outstanding					1	10,123,845		10,216,781	1	0,427,305
	Nine	e Mon	ths E	Ended		Third		Second		Third
Credit Quality	S	epten		30		Quarter 2016		Quarter 2016		Quarter 2015
Total ant charge offe	\$ 2.5		-	2015	Ś		5		s	
Total net charge-offs		941	\$	3,194	5	888	5	985	2	932
Net charge-offs as a percentage of average loans and leases outstanding (2)		.44%		0.49%		0.40%	-	0.44%		0.439
Provision for credit losses	\$ 2,8	323	5	2,351	\$	850	5	976	S	806
					Se	ptember 30 2016		June 30 2016	Sep	otember 30 2015
Total nonperforming loans, leases and foreclosed properties (3)					5	8,737	5	8,799	S	10,336
Nonperforming loans, leases and foreclosed properties as a percentage of total loans,					9	2000000	9	000.000	9	
leases and foreclosed properties (2)						0.97%		0.98%		1.189
Allowance for loan and lease losses					Ś	11,692	5	11,837	S	12,657
Allowance for loan and lease losses  Allowance for loan and lease losses as a percentage of total loans and leases outstanding (2)						1.30%	-	1.32%		1.459

For footnotes see page 13.

#### **Bank of America Corporation and Subsidiaries** Selected Financial Data (continued)

(Dollars in millions)

		В	ase	l 3 Transition	ř.	
Capital Management	Sep	tember 30 2016	. 9	June 30 2016	Se	ptember 30 2015
Risk-based capital metrics (4,5):	_		_		_	
Common equity tier 1 capital	\$	169,925	S	166,173	5	161,649
Common equity tier 1 capital ratio		11.0%		10.6%		11.69
Tier 1 leverage ratio		9.1		8.9		8.5
Tangible equity ratio (6)		9.4		9.3		8.8
Tangible common equity ratio <sup>16</sup>		8.2		8.1		7.8
Regulatory Capital Reconciliations (4, 5, 7)	Sep	tember 30 2016	_	June 30 2016	Se	ptember 30 2015
Regulatory capital – Basel 3 transition to fully phased-in						
Common equity tier 1 capital (transition)	\$	169,925	\$	166,173	\$	161,649
Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition		(3,143)		(3,496)		(5,554)
Accumulated OCI phased in during transition		188		359		(1,018)
Intangibles phased in during transition		(853)		(907)		(1,654)
Defined benefit pension fund assets phased in during transition		(375)		(378)		(470)
DVA related to liabilities and derivatives phased in during transition		168		104		228
Other adjustments and deductions phased in during transition		(35)		(24)		(92)
Common equity tier 1 capital (fully phased-in)	\$	165,875	\$	161,831	S	153,089
Risk-weighted assets – As reported to Basel 3 (fully phased-in)						
Basel 3 Standardized approach risk-weighted assets as reported	\$	1,393,630	\$	1,396,277	5	1,391,672
Changes in risk-weighted assets from reported to fully phased-in		15,587		17,689		22,989
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	\$	1,409,217	\$	1,413,966	5	1,414,661
Basel 3 Advanced approaches risk-weighted assets as reported	\$	1,545,984	5	1,561,567		n/a
Changes in risk-weighted assets from reported to fully phased-in		(23,501)	0.0	(19,600)		n/a
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) (8)	\$	1,522,483	\$	1,541,967	5	1,397,504
Regulatory capital ratios						
Basel 3 Standardized approach common equity tier 1 (transition)		12.2%		11.9%		11.69
Basel 3 Advanced approaches common equity tier 1 (transition)		11.0		10.6		n/a
Basel 3 Standardized approach common equity tier 1 (fully phased-in)		11.8		11.4		10.8
Basel 3 Advanced approaches common equity tier 1 (fully phased-in) (8)		10.9		10.5		11.0

<sup>(1)</sup> Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on pages 17-18. Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.

Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate, purchased credit-impaired loans even though the customer may be contractually past due, nonperforming loans held-for-sale, nonperforming loans accounted for under the fair value option and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.

Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change

of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures.

(S) Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

assess capital adequacy.

Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. See Reconciliations to GAAP Financial Measures on pages 17-18.

Tully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.

Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.

### **Bank of America Corporation and Subsidiaries** Quarterly Results by Business Segment and All Other

	_		Th	nird	Quarter 201	6		
		onsumer Banking	GWIM		Global Banking	-	Global Markets	All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	7,968	\$ 4,379	\$	4,748	\$	4,359	\$ 409
Provision for credit losses		698	7		118		19	8
Noninterest expense		4,371	3,257		2,151		2,658	1,044
Net income (loss)		1,813	697		1,553		1,074	(182)
Return on average allocated capital (2)		21%	21%		17%		12%	n/m
Balance Sheet								
Average								
Total loans and leases	\$	248,683	\$ 143,207	\$	334,363	\$	69,043	\$ 105,298
Total deposits		605,708	253,812		306,198		32,840	28,628
Allocated capital (2)		34,000	13,000		37,000		37,000	n/m
Period end								
Total loans and leases	\$	251,125	\$ 144,980	\$	334,120	\$	72,144	\$ 102,639
Total deposits		618,030	252,962		301,061		31,692	29,150

	59			Si	econ	d Quarter 20	16			39
		onsumer Banking		GWIM		Global Banking	1	Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	7,795	5	4,425	\$	4,694	5	4,308	S	287
Provision for credit losses		726		14		199		(5)		42
Noninterest expense		4,414		3,288		2,126		2,581		1,084
Net income (loss)		1,677		703		1,496		1,113		(206)
Return on average allocated capital (2)		20%		22%		16%		12%		n/m
Balance Sheet										
Average										
Total loans and leases	5	242,921	S	141,181	\$	334,396	5	69,620	\$	111,552
Total deposits		596,474		254,804		298,805		34,518		28,690
Allocated capital (2)		34,000		13,000		37,000		37,000		n/m
Period end										
Total loans and leases	\$	247,122	5	142,633	\$	334,838	5	70,766	5	107,794
Total deposits		599,457		250,976		304,577		33,506		27,575

	100			1	hird	Quarter 201	5			
		onsumer Banking	100	GWIM	y 6	Global Banking		Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	7,981	5	4,453	\$	4,336	\$	3,750	s	699
Provision for credit losses		523		(2)		181		42		62
Noninterest expense		4,711		3,470		2,161		2,697		900
Net income		1,757		632		1,278		800		152
Return on average allocated capital (2)		21%		21%		14%		9%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	233,103	5	134,319	\$	308,710	S	66,349	5	134,948
Total deposits		555,987		243,980		296,321		36,818		26,125
Allocated capital (2)		33,000		12,000		35,000		35,000		n/m
Period end										
Total loans and leases	\$	234,995	5	135,805	\$	313,596	S	70,159	5	127,521
Total deposits		557,626		246,172		297,644		35,943		24,624

Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

(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. Other companies may define or calculate these measures differently.

n/m = not meaningful

#### **Bank of America Corporation and Subsidiaries**

### Year-to-Date Results by Business Segment and All Other

			Nine Months	En	ded Septemi	ber :	30, 2016		
			GWIM		Global Banking		Global Markets		All Other
\$	23,620	\$	13,273	\$	13,896	\$	12,618	\$	970
	1,955		46		870		23		(71)
	13,324		9,822		6,449		7,690		4,505
	5,253		2,138		4,142		3,159		(1,482)
	21%		22%		15%		11%		n/m
\$ :	243,191	5	141,169	5	332,474	\$	69,315	5	111,611
	593,504		256,356		300,732		34,409		28,028
	34,000		13,000		37,000		37,000		n/m
\$ :	251,125	\$	144,980	\$	334,120	\$	72,144	\$	102,639
	618,030		252,962		301,061		31,692		29,150
		1,955 13,324 5,253 21% \$ 243,191 593,504 34,000	Consumer Banking \$ 23,620 \$ 1,955 13,324 5,253 21%  \$ 243,191 \$ 593,504 34,000 \$ 251,125 \$	Consumer Banking         GWIM           \$ 23,620         \$ 13,273           1,955         46           13,324         9,822           5,253         2,138           21%         22%           \$ 243,191         \$ 141,169           593,504         256,356           34,000         13,000           \$ 251,125         \$ 144,980	Consumer Banking         GWIM           \$ 23,620         \$ 13,273         \$ 1,955         46           13,324         9,822         5,253         2,138         21%         22%           \$ 243,191         \$ 141,169         \$ 593,504         256,356         34,000         13,000           \$ 251,125         \$ 144,980         \$         \$ 144,980         \$	Consumer Banking         GWIM GWIM         Global Banking           \$ 23,620         \$ 13,273         \$ 13,896           1,955         46         870           13,324         9,822         6,449           5,253         2,138         4,142           21%         22%         15%           \$ 243,191         \$ 141,169         \$ 332,474           593,504         256,356         300,732           34,000         13,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120	Consumer Banking         GWIM S 23,620         Global Banking S 13,273         Global Banking S 13,324         Global S 20           13,324         9,822         6,449         6,449           5,253         2,138         4,142         15%           21%         22%         15%           \$ 243,191         \$ 141,169         \$ 332,474         \$ 593,504         256,356         300,732           34,000         13,000         37,000         \$ 251,125         \$ 144,980         \$ 334,120         \$	Banking         GWIM         Banking         Markets           \$ 23,620         \$ 13,273         \$ 13,896         \$ 12,618           1,955         46         870         23           13,324         9,822         6,449         7,690           5,253         2,138         4,142         3,159           21%         22%         15%         11%           \$ 243,191         \$ 141,169         \$ 332,474         \$ 69,315           593,504         256,356         300,732         34,409           34,000         13,000         37,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144	Consumer Banking         GWIM         Global Banking         Global Markets           \$ 23,620         \$ 13,273         \$ 13,896         \$ 12,618         \$ 23,612           \$ 1,955         46         870         23           \$ 13,324         9,822         6,449         7,690           \$ 5,253         2,138         4,142         3,159           21%         22%         15%         11%           \$ 243,191         \$ 141,169         \$ 332,474         \$ 69,315         \$ 593,504           \$ 253,504         256,356         300,732         34,409           34,000         13,000         37,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144         \$ 50,000

	7°			Nine Month	s En	ded Septemb	er 3	0, 2015		
		onsumer Banking		GWIM		Global Banking	1	Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	23,513	5	13,556	\$	13,060	5	11,896	5	2,022
Provision for credit losses		1,662		36		454		69		130
Noninterest expense		14,079		10,446		6,396		8,606		4,197
Net income (loss)		4,913		1,944		3,924		2,253		(482)
Return on average allocated capital (2)		20%		22%		15%		9%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	231,399	S	130,975	\$	298,923	5	61,625	\$	150,708
Total deposits		549,213		242,507		290,327		38,376		25,263
Allocated capital (2)		33,000		12,000		35,000		35,000		n/m
Period end										
Total loans and leases	\$	234,995	5	135,805	\$	313,596	5	70,159	S	127,521
Total deposits		557,626		246,172		297,644		35,943		24,624

<sup>(1)</sup> Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

n/m = not meaningful

consistent with industry practices.

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. Other companies may define or calculate these measures differently.

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

(Dollars in millions) Nine Months Ended September 30 Third Second Quarter Third Quarter Fully taxable-equivalent (FTE) basis data (1) Quarter 2016 2015 2016 2016 2015 Net interest income 31,470 29,936 5 10,429 10,341 10,127 Total revenue, net of interest expense 64,377 64,047 21,863 21,509 21,219 Net interest yield 2.26% 2.20% 2.23% 2.23% 2.19% Efficiency ratio 64.91 68.27 61.66 62.73 65.70 September 30 2016 June 30 September 30 Other Data 2016 2015 Number of financial centers - U.S. 4.629 4.681 4.741 Number of branded ATMs - U.S. 15,959 15,998 16,062 Ending full-time equivalent employees 209,009 210,516 215,193

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. See Reconciliations to GAAP Financial Measures on pages 17-18.

#### Bank of America Corporation and Subsidiaries Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation may present certain key performance indicators and ratios excluding certain items which result in non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends.

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

See the tables below and on page 18 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30, 2016 and 2015 and the three months ended September 30, 2016, June 30, 2016 and September 30, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional further than the companies may define or calculate supplemental financial data differential data differential financial measures provides additional for the companies may define or calculate supplemental financial data differential financial measures to financial measures from the companies may define or calculate supplemental financial data differential financial measures to financial measures to financial measures defined by GAAP for the nine months ended September 30, 2016.

	<u> </u>	Nine Mon Septen				Third Quarter		Second Quarter		Third Quarter
		2016	·	2015	_	2016	_	2016	_	2015
Reconciliation of net interest income to net interest income on a fully taxable-equiva-	alent basi									
Net interest income	\$	30,804	\$	29,272	5	10,201	\$	10,118	\$	9,900
Fully taxable-equivalent adjustment	_	666	_	664	_	228	_	223	_	227
Net interest income on a fully taxable-equivalent basis	\$	31,470	\$	29,936	\$	10,429	S	10,341	\$	10,127
Reconciliation of total revenue, net of interest expense to total revenue, net of inter	rest expen	se on a ful	ly ta	xable-equiv	alent	basis				
Total revenue, net of interest expense	\$	63,711	5	63,383	5	21,635	S	21,286	\$	20,992
Fully taxable-equivalent adjustment		666		664		228		223		227
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	64,377	\$	64,047	\$	21,863	\$	21,509	\$	21,219
Reconciliation of income tax expense to income tax expense on a fully taxable-equiv	alent basi	s								
Income tax expense	\$	5,888	\$	4,756	\$	2,349	\$	2,034	\$	1,628
Fully taxable-equivalent adjustment		666		664		228		223		227
Income tax expense on a fully taxable-equivalent basis	\$	6,554	\$	5,420	\$	2,577	ş	2,257	\$	1,855
Reconciliation of average common shareholders' equity to average tangible common	sharehold	ders' equity	, —							
Common shareholders' equity	\$	240,440	5	228,614	5	243,679	S	240,376	5	231,524
Goodwill		(69,752)		(69,775)		(69,744)		(69,751)		(69,774
Intangible assets (excluding mortgage servicing rights)		(3,480)		(4,307)		(3,276)		(3,480)		(4,099
Related deferred tax liabilities		1,666		1,885		1,628		1,662		1,811
Tangible common shareholders' equity	\$	168,874	\$	156,417	\$	172,287	\$	168,807	\$	159,462
Reconciliation of average shareholders' equity to average tangible shareholders' equ	ity									
Shareholders' equity	\$	264,907	5	250,265	5	268,899	5	265,354	5	253,798
Goodwill		(69,752)		(69,775)		(69,744)		(69,751)		(69,774
Intangible assets (excluding mortgage servicing rights)		(3,480)		(4,307)		(3,276)		(3,480)		(4,099
Related deferred tax liabilities	- 12	1,666		1,885	1	1,628		1,662	nu.	1,811
Tangible shareholders' equity	\$	193,341	\$	178,068	\$	197,507	\$	193,785	\$	181,736

#### **Bank of America Corporation and Subsidiaries**

### Reconciliations to GAAP Financial Measures (continued)

(Dollars in millions)										
	_	Nine Mont Septem 2016			2	Third Quarter 2016		Second Quarter 2016		Third Quarter 2015
Reconciliation of period-end common shareholders' equity to period-end tangible comm	on sh		eau		_	2010	_	2010	_	2013
Common shareholders' equity	\$	244,863	\$	233,588	\$	244,863	S	242,206	\$	233,588
Goodwill		(69,744)		(69,761)		(69,744)		(69,744)		(69,761)
Intangible assets (excluding mortgage servicing rights)		(3,168)		(3,973)		(3,168)		(3,352)		(3,973)
Related deferred tax liabilities		1,588		1,762		1,588		1,637		1,762
Tangible common shareholders' equity	\$	173,539	\$	161,616	\$	173,539	\$	170,747	\$	161,616
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' e	quity									
Shareholders' equity	\$	270,083	\$	255,861	5	270,083	S	267,426	5	255,861
Goodwill		(69,744)		(69,761)		(69,744)		(69,744)		(69,761)
Intangible assets (excluding mortgage servicing rights)		(3,168)		(3,973)	ļ,	(3,168)		(3,352)		(3,973)
Related deferred tax liabilities	63	1,588		1,762	9	1,588		1,637		1,762
Tangible shareholders' equity	\$	198,759	\$	183,889	\$	198,759	\$	195,967	\$	183,889
Reconciliation of period-end assets to period-end tangible assets										
Assets	\$	2,195,314	\$	2,152,962	5	2,195,314	5	2,186,966	\$	2,152,962
Goodwill		(69,744)		(69,761)		(69,744)		(69,744)		(69,761)
Intangible assets (excluding mortgage servicing rights)		(3,168)		(3,973)		(3,168)		(3,352)		(3,973)
Related deferred tax liabilities		1,588		1,762		1,588		1,637		1,762
Tangible assets	\$	2,123,990	\$	2,080,990	\$	2,123,990	\$	2,115,507	\$	2,080,990
Book value per share of common stock										
Common shareholders' equity	\$	244,863	\$	233,588	5	244,863	5	242,206	\$	233,588
Ending common shares issued and outstanding	1	0,123,845		10,427,305	1	0,123,845		10,216,781		10,427,305
Book value per share of common stock	\$	24.19	\$	22.40	\$	24.19	\$	23.71	\$	22.40
Tangible book value per share of common stock										
Tangible common shareholders' equity	\$	173,539	\$	161,616	\$	173,539	S	170,747	\$	161,616
Ending common shares issued and outstanding	1	0,123,845		10,427,305	1	0,123,845		10,216,781		10,427,305
Tangible book value per share of common stock	Ś	17.14	Ś	15.50	\$	17.14	S	16.71	\$	15.50



## 3Q16 Highlights

- Net income of \$5.0B in 3Q16, or \$0.41 per diluted common share
  - Pretax earnings of \$7.3B increased 17% from 3Q15
- Revenue of \$21.6B increased \$0.6B, or 3%, from 3Q15
  - Net interest income grew \$0.3B, or 3%
  - Strong capital markets performance
    - Investment banking fees of \$1.5B increased 13%
    - Sales and trading revenue of \$3.6B improved 14%
      - $_{\odot}~$  Excluding net DVA, sales and trading revenue of \$3.7B, up 18%  $^{1}$
- Noninterest expense of \$13.5B declined \$0.5B, or 3%, from 3Q15
- Net charge-offs declined to \$0.9B and net charge-off ratio down to 0.40%
- Book value per share of \$24.19 and tangible book value per share of \$17.14 <sup>1</sup> increased 8% and 11% from 3Q15
  - Returned \$2.2B in capital to common shareholders in 3Q16, including \$1.4B in stock repurchases
- Positive operating leverage across the business segments versus 3Q15, reflecting solid customer activity and continued expense management

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Represents a non-GAAP financial measure. For important presentation information, see slide 27.

## 3Q16 Results <sup>1</sup>

3Q16	2Q16	3Q15	
		30(13	
\$21.6	\$0.3	\$0.6	
13.5	(0.0)	(0.5)	
0.9	(0.1)	0.0	
5.0	0.2	0.3	
\$0.41	\$0.00	\$0.03	
11.00	(0.06)	(0.20)	
3Q16	2Q16	3Q15	
0.90 9	6 0.88 9	6 0.84	%
7.3	7.4	7.2	
10.3	10.5	10.4	
62.3	63.4	66.4	
	13.5 0.9 5.0 \$0.41 11.00 3Q16 0.90 9 7.3 10.3	13.5 (0.0) 0.9 (0.1) 5.0 0.2  \$0.41 \$0.00 11.00 (0.06)  3Q16 2Q16 0.90 % 0.88 9 7.3 7.4 10.3 10.5	13.5 (0.0) (0.5) 0.9 (0.1) 0.0 5.0 0.2 0.3  \$0.41 \$0.00 \$0.03 11.00 (0.06) (0.20)  3Q16 2Q16 3Q15 0.90 % 0.88 % 0.84 7.3 7.4 7.2 10.3 10.5 10.4

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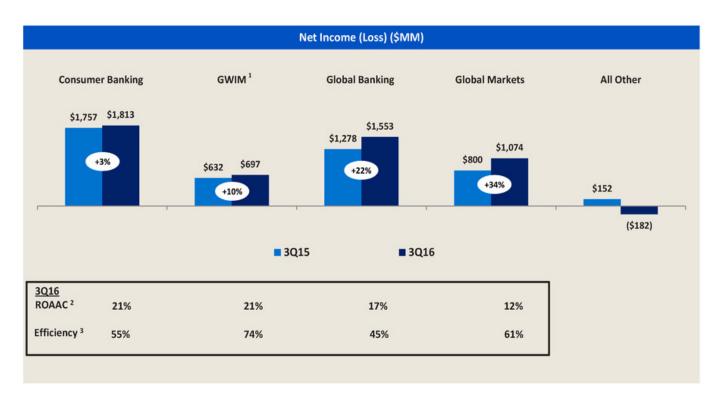
Note: Amounts may not total due to rounding.

<sup>&</sup>lt;sup>1</sup> Effective July 1, 2016, Bank of America changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-tomaturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as "SFAS 91"), from the prepayment method (also referred to as the retrospective method) to the contractual method. All prior periods presented have been updated to reflect this change in accounting method.

Reported on a GAAP basis. On a fully-taxable equivalent (FTE) basis, revenue of \$21.9B, \$21.5B and \$21.2B in 3Q16, 2Q16 and 3Q15, respectively and efficiency ratio of 61.7%, 62.7% and 65.7% in 3Q16, 2Q16 and 3Q15, respectively. For important presentation information, see slide 27.

<sup>&</sup>lt;sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 27.

## **Business Results**



GWIM defined as Global Wealth & Investment Management.
 ROAAC defined as return on average allocated capital.
 Efficiency ratio shown on an FTE basis.

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## Balance Sheet, Liquidity and Capital Highlights

52,195.3 905.0 1,232.9		\$2,187.0 903.2		\$2,153.0			
905.0		1000		\$2,153.0	)		
		903.2					
1,232.9				882.1	3		
		1,216.1		1,162.0	1		
\$225.1		\$229.6		\$237.3			
522		515		499			
38		35		35		42	
\$244.9		\$242.2		\$233.6			
11.2	%	11.1	%	10.8	%		
\$173.5		\$170.7		\$161.6			
8.2	%	8.1	%	7.8	%		
	522 38 \$244.9 11.2 \$173.5	\$244.9 11.2 %	522 515 38 35 \$244.9 \$242.2 11.2 % 11.1 \$173.5 \$170.7	522 515 38 35 \$244.9 \$242.2 11.2 % 11.1 % \$173.5 \$170.7	522     515     499       38     35     42       \$244.9     \$242.2     \$233.6       11.2     %     11.1     %     10.8       \$173.5     \$170.7     \$161.6		

\$ in billions	3Q16		2Q16		3Q15	
Basel 3 Transition (as reported) 3, 4						
Common equity tier 1 capital	\$169.9		\$166.2		\$161.6	
Risk-weighted assets	1,546		1,562		1,392	
CET1 ratio	11.0	%	10.6	%	11.6	%
Basel 3 Fully Phased-in 3, 5, 6						
Common equity tier 1 capital	\$165.9		\$161.8		\$153.1	
Standardized approach						
Risk-weighted assets	1,409		1,414		1,415	
CET1 ratio	11.8	%	11.4	%	10.8	%
Advanced approaches						
Risk-weighted assets	\$1,522		\$1,542		\$1,398	
CET1 ratio	10.9	%	10.5	%	11.0	%
Supplementary leverage ratios (SLR) 1						
Bank holding company SLR	7.1	%	6.9	%	6.4	%
Bank SLR	7.5		7.4		7.0	

\$23.71

16.71

10.22

\$22.40

15.50

10.43

\$24.19

17.14

10.12

<sup>&</sup>lt;sup>6</sup> As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets under the Advanced approaches beginning in the fourth quarter of 2015.



Book value per common share

Tangible book value per common share <sup>2</sup>

Common shares outstanding (in billions)

<sup>1</sup> See notes A, B and C on slide 25 for definition of Global Liquidity Sources, Time to Required Funding and Supplementary Leverage Ratio, respectively.

<sup>&</sup>lt;sup>2</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 27.

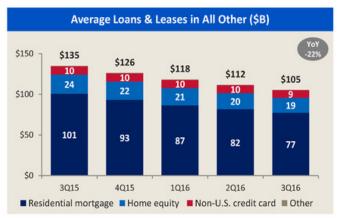
<sup>&</sup>lt;sup>3</sup> Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures. For important presentation information, see slide 27. For a reconciliation of CET1 transition to fully phased-in, see slide 24.

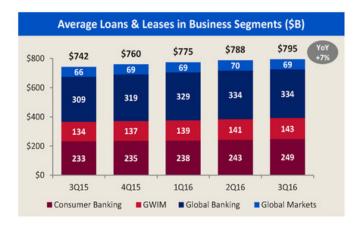
<sup>\*</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

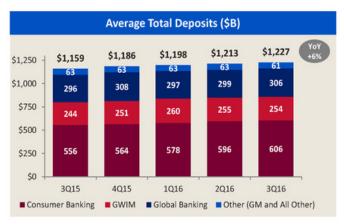
<sup>&</sup>lt;sup>5</sup> Basel 3 fully phased in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

## Loans & Leases and Deposits







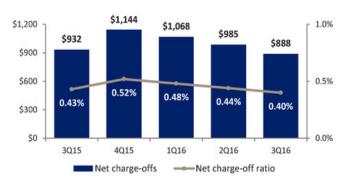


Note: Amounts may not total due to rounding.

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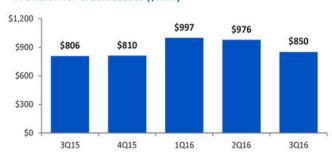
## **Asset Quality Trends**

#### Net Charge-offs (\$MM)



- Total net charge-offs declined \$97MM from 2Q16, due to improvements in both consumer and commercial
- Net charge-off ratio declined 4bps from 2Q16 to 0.40%
- Provision expense of \$850MM declined \$126MM from 2Q16, driven primarily by commercial
  - Net reserve release of \$38MM in 3Q16 versus \$9MM in 2Q16
- Allowance for loan and lease losses of \$11.7B; represents 1.30% of total loans and leases <sup>1</sup>

#### Provision for Credit Losses (\$MM)

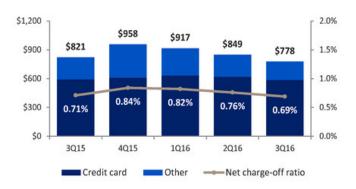


<sup>&</sup>lt;sup>1</sup> Excludes loans measured at fair value.



## Asset Quality - Consumer Portfolio

#### Consumer Net Charge-offs (\$MM)



- Consumer net charge-offs decreased \$71MM compared to 2Q16, driven primarily by lower losses in the consumer real estate and credit card portfolios
  - Net charge-off ratio declined 7bps to 0.69%
- Provision expense of \$705MM declined modestly from 2Q16
- Nonperforming loans and leases (NPLs) declined \$355MM compared to 2Q16, driven primarily by consumer real estate NPL sales and portfolio improvement
  - 40% of consumer NPLs are current
- Allowance for loan and lease losses of \$6.4B, which covers 1.42% of loans and leases
  - Allowance covers 2.06x current period annualized net chargeoffs compared to 1.92x in 2Q16

Consumer Asset Quality Metrics (\$MM)	3Q16	2Q16	3Q15
Provision	\$705	\$733	\$542
Nonperforming loans and leases	6,350	6,705	8,697
% of loans and leases 2	1.41%	1.49%	1.92%
Allowance for loans and leases	\$6,379	\$6,543	\$7,952
% of loans and leases 2	1.42%	1.45%	1.75%
# times annualized NCOs	2.06x	1.92x	2.44x

#### Consumer 30+ Days Performing Past Due (\$B) 1

20 ]					
15 -	\$14.8	\$14.1			
	4.3	4.3	\$12.0	\$11.3	\$10.8
10 -			3.8	3.9	3.9
55 -	10.5	9.8	8.2	7.4	6.9
\$0 <b></b>	3Q15	4Q15	1Q16	2Q16	3Q16
		■ Fully-insured		y-insured	- 440

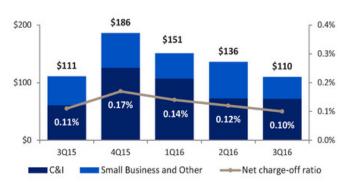
<sup>&</sup>lt;sup>3</sup> Fully-insured loans are FHA-insured loans and other loans individually insured under long-term standby agreements.

<sup>&</sup>lt;sup>2</sup> Excludes loans measured at fair value.



## Asset Quality - Commercial Portfolio

#### Commercial Net Charge-offs (\$MM)



- Commercial net charge-offs decreased \$26MM from 2Q16, driven primarily by lower Energy-related losses
  - Net charge-off ratio declined 2bps to 0.10%
- Provision expense declined \$98MM from 2Q16 reflecting portfolio improvement
- NPLs increased \$340MM from 2Q16, driven by Metals & Mining and Energy
- Reservable criticized utilized exposure decreased \$1.1B from 2Q16, with improvements across several industries

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



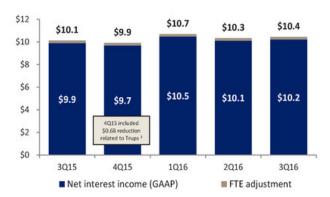
Commercial Asset Quality Metrics (\$MM)	3Q16	2Q16	3Q15
Provision	\$145	\$243	\$264
Reservable criticized utilized exposure	16,938	18,087	13,028
Nonperforming loans and leases	1,999	1,659	1,102
% of loans and leases 1	0.45%	0.37%	0.26%
Allowance for loans and leases	\$5,313	\$5,294	\$4,705
% of loans and leases 1	1.19%	1.19%	1.12%

<sup>&</sup>lt;sup>1</sup> Excludes loans measured at fair value.

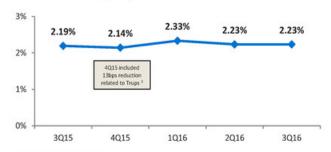


### Net Interest Income 1

#### Net Interest Income (FTE, \$B) 2



#### Net Interest Yield (FTE) 2



- Net interest income of \$10.2B (\$10.4B FTE <sup>2</sup>) increased \$0.3B from 3Q15 as the benefits from loan growth, higher short-end rates and increased debt securities balances offset the decline from lower long-end rates
  - Net interest yield increased 4bps to 2.23%
- NII increased \$0.1B from 2Q16, due primarily to one additional interest accrual day and lower funding costs, partially offset by lower average long-end rates
- · We remain well positioned for NII to benefit as rates move higher
  - +100bps parallel shift in interest rate yield curve is estimated to benefit NII by \$5.3B over the next 12 months, of which 60% is driven by short-end rates <sup>4</sup>

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<sup>&</sup>lt;sup>1</sup> Effective July 1, 2016, Bank of America changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-to-maturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as "SFAS 91"), from the prepayment method (also referred to as the retrospective method) to the contractual method. All prior periods presented have been updated to reflect this change in accounting method.

<sup>&</sup>lt;sup>2</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 27.

<sup>&</sup>lt;sup>3</sup> 4Q15 included \$0.6B reduction to NII for certain subordinated notes related to trust preferred securities.

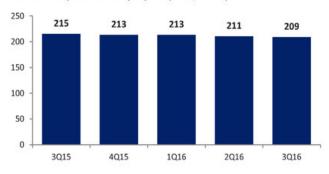
<sup>&</sup>lt;sup>4</sup> NII asset sensitivity represents banking book positions.

## **Expense Highlights**

#### Noninterest Expense (\$B)



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



- Total noninterest expense of \$13.5B in 3Q16 declined \$0.5B, or 3%, from 3Q15, driven by improvements in mortgage servicing costs and broad-based reductions in operating and support costs
  - Expense was relatively flat versus 2Q16 as general expense improvement was mostly offset by an expected increase in FDIC expense
- Personnel costs declined 2% from 3Q15, reflecting lower staffing levels, partially offset by higher revenue-related incentive compensation
- Non-personnel costs decreased 5% from 3Q15, driven by a reduction in operating and support costs across most categories

\$MM	3Q16 vs 3Q15
Personnel	(\$125)
Occupancy	(23)
Equipment	(56)
Marketing	(35)
Professional fees	(137)
Amortization of intangibles	(26)
Data processing	(46)
Telecommunications	(21)
Other general operating	11
Non-personnel	(333)
Total noninterest expense	(\$458)

- Litigation expense of \$250MM in 3Q16 versus \$270MM in 2Q16 and \$231MM in 3Q15
- FTE headcount down 3% from 3Q15 as reductions in support and operations more than offset increases in sales staff

Note: Amounts may not total due to rounding.

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## **Consumer Banking**

		Inc/(Dec)			
\$ in millions	3Q16	2Q16	3Q15		
Net interest income 1	\$5,290	\$83	\$197		
Noninterest income	2,678	90	(210)		
Total revenue, net of interest expense 1	7,968	173	(13)		
Provision for credit losses	698	(28)	175		
Noninterest expense	4,371	(43)	(340)		
Income tax expense 1	1,086	108	96		
Net income	\$1,813	\$136	\$56		

Selected revenue items (\$ in millions)	3Q16	2Q16	3Q15
Card income	\$1,218	\$1,216	\$1,248
Service charges	1,072	1,011	1,057
Mortgage banking income	297	267	290

Key Indicators (\$ in billions)	3Q16		2Q16		3Q15	
Average deposits	\$605.7	Ş	\$596.5		\$556.0	
Rate paid on deposits	0.04	%	0.04	%	0.04	%
Cost of deposits 2	1.59		1.62		1.81	
Average loans and leases	\$248.7		\$242.9		\$233.1	
Client brokerage assets	138.0		131.7		117.2	
Mobile banking active users (MM)	21.3		20.2		18.4	
Number of financial centers	4,629		4,681		4,741	
Combined credit / debit purchase volumes <sup>3</sup>	\$128.6		\$128.8		\$125.8	
Total U.S. consumer credit card risk-adjusted margin <sup>3</sup>	9.11	%	8.79	%	9.51	%
Return on average allocated capital (ROAAC)	21		20		21	
Allocated capital	\$34		\$34		\$33	
Efficiency ratio 1	55	%	57	%	59	%

- Net income of \$1.8B, up 3% from 3Q15; ROAAC of 21%
  - Pretax, pre-provision net revenue of \$3.6B, up 10% <sup>4</sup>
- Revenue of \$8.0B relatively flat to 3Q15
  - NII improvement driven by strong deposit growth
  - Noninterest income decreased, due primarily to the absence of gains on divestitures (\$0.2B) recorded in 3Q15
- Provision increased from 3Q15; net reserve release of \$12MM in 3Q16 versus \$186MM in 3Q15
- Noninterest expense decreased 7% from 3Q15, driven by improved operating efficiencies and lower fraud costs, partially offset by higher
  - Financial centers reduced by 112 to 4,629
  - Efficiency ratio improved to 55% from 59%
- Average deposits of \$606B grew \$50B, or 9%, from 3Q15; cost of deposits declined to 1.59% 2
- Average loans and leases of \$249B grew \$16B, or 7%, from 3Q15
- Total mortgage production of \$20.4B, up \$3.6B from 3Q15 5
  - First mortgage production pipeline is up 14% from 2Q16 and up 53%
- Client brokerage assets of \$138B, grew \$21B from 3Q15, driven by flows and higher market valuations; new accounts up 11%
- Combined debit and credit spending up 2% from 3Q15; up 5% adjusted for the impact of divestitures in prior periods
  - New U.S. consumer credit card issuance of 1.3MM, highest level since 2008
- Mobile banking active users of 21.3MM, up 16% from 3Q15; 18% of deposit transactions completed through mobile devices

<sup>\*</sup>Represents a non-GAAP financial measure and is calculated as total revenue, net of interest expense (on an FTE basis) less noninterest expense.

5 Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

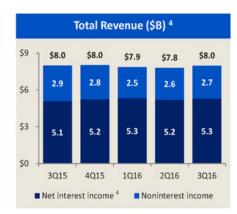


<sup>&</sup>lt;sup>2</sup> Cost of deposits calculated as annualized noninterest expense as a percentage of total average deposits within the Deposits subsegment.
<sup>3</sup> Includes portfolios in Consumer Banking and GWIM.

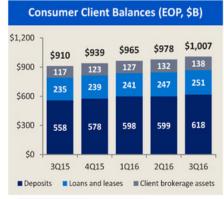
## **Consumer Banking Trends**

#### **Leading Consumer Franchise**

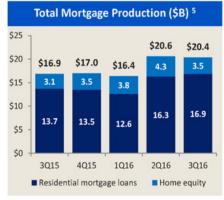
- #1 U.S. Retail Deposit Market Share <sup>1</sup>
- #1 Home Equity Lender (Inside Mortgage Finance YTD 2Q16)
- #2 bank in J.D. Power 2015 U.S. Primary Mortgage Origination Satisfaction Study
- #3 in U.S. Credit Card Balances 2
- #1 in Prime Auto Credit distribution of new originations among peers <sup>3</sup>
- #2 Small Business Lender (FDIC 2Q16)











Note: Amounts may not total due to rounding.

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<sup>&</sup>lt;sup>1</sup>Source: Preliminary estimate based on June 2016 FDIC deposit data, adjusted to remove commercial balances.

<sup>&</sup>lt;sup>2</sup> Source: Competitor 2Q16 earnings releases.

Source: Competitor 24/10 carinings receases.

A largest percentage of 740-5 Scorex customs: Among key competitors as of July 2016. Source: Total Units Experian Autocount Risk Loan Analysis Scorex + (Loans, New & Used, Franchised Dealers).

FTE basis

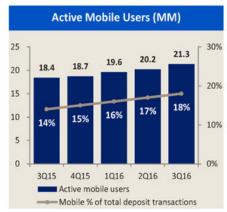
<sup>&</sup>lt;sup>5</sup> Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

# **Digital Banking Trends**

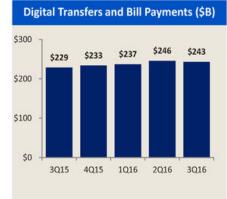
#### **Leading Digital Capabilities**

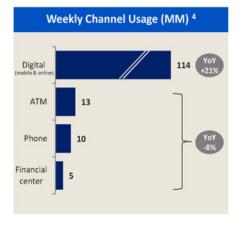
- #1 in Online Banking Functionality 1
- #1 in Mobile Banking Functionality 2
- #1 in Digital Sales Functionality 3
- · Deployed 3,500+ digital ambassadors in financial centers
- · Digital sales represent 18% of total sales - 25% of digital sales through mobile
- · 4,500+ cardless-enabled ATMs (launched in 1Q16)











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<sup>&</sup>lt;sup>1</sup> Source: Keynote, 2Q16 Online Banker Scorecard.

<sup>&</sup>lt;sup>2</sup> Source: Forrester, 2016 US Mobile Banking Functionality Benchmark.
<sup>3</sup> Source: Forrester, 2015 US Bank Digital Sales Functionality Benchmark.

<sup>&</sup>lt;sup>4</sup> Represents average number of weekly interactions by channel during 3Q16

# Global Wealth & Investment Management

		Inc/(Dec)		
\$ in millions	3Q16	2Q16	3Q15	
Net interest income 1	\$1,394	(\$9)	\$34	
Noninterest income	2,985	(37)	(108)	
Total revenue, net of interest expense 1	4,379	(46)	(74)	
Provision for credit losses	7	(7)	9	
Noninterest expense	3,257	(31)	(213)	
Income tax expense 1	418	(2)	65	
Net income	\$697	(\$6)	\$65	

Key Indicators (\$ in billions)	3Q16		2Q16		3Q15	
Average deposits	\$253.8		\$254.8		\$244.0	
Average loans and leases	143.2		141.2		134.3	
Net charge-off ratio	0.03	%	0.04	%	0.05	%
Long-term AUM flows	\$10.2		\$10.1		\$4.4	
Pretax margin	25	%	25	%	22	%
Return on average allocated capital	21		22		21	
Allocated capital	\$13		\$13		\$12	

- Net income of \$0.7B, up 10% from 3Q15; ROAAC of 21%
  - Pretax margin of 25%, up from 22% in 3Q15
- Revenue of \$4.4B, down 2% from 3Q15
  - NII increased reflecting the benefits from growth in loan and deposit balances
  - Noninterest income declined, due primarily to lower transactional revenue
- Noninterest expense decreased 6% from 3Q15, due to the expiration of fully amortized advisor retention awards and lower operating and support costs, partially offset by higher FDIC expense
- Wealth advisors grew 2% from 3Q15 to 18,248 <sup>2</sup>
- Client balances of nearly \$2.5T increased \$71B from 2Q16, driven by higher market valuations and positive long-term AUM flows
- Average deposits of \$254B increased \$10B, or 4%, from 3Q15; declined \$1B, or 0.4%, from 2Q16, driven primarily by seasonal tax payments in the prior quarter
- Average loans and leases of \$143B increased \$9B, or 7%, from 3Q15 and increased \$2B, or 1%, from 2Q16; 26<sup>th</sup> consecutive quarter of loan growth

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<sup>&</sup>lt;sup>1</sup> FTE basis.

<sup>&</sup>lt;sup>2</sup> Includes financial advisors in Consumer Banking of 2,179 and 2,050 in 3Q16 and 3Q15.

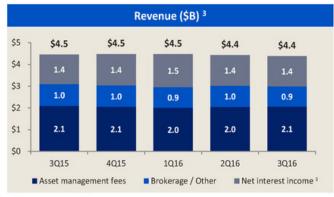
# Global Wealth & Investment Management Trends

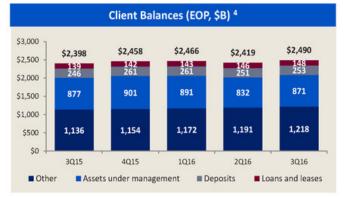
#### **Market Share Positioning**

- · #1 U.S. wealth management market position across client assets, deposits and loans 1
- · #1 in personal trust assets under management<sup>2</sup>
- . #1 in Barron's U.S. high net worth client assets (2016)
- #1 in Barron's Top 1,200 ranked Financial Advisors (2016) and Top 100 Women Advisors (2016)









Note: Amounts may not total due to rounding.

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Source: Competitor 2Q16 earnings releases.
 Source: Industry 2Q16 call reports.

<sup>&</sup>lt;sup>3</sup> FTE basis.

<sup>4</sup> Other includes brokerage assets and assets in custody. Loans and leases include margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet. Approximately \$80B of BofA Global

# **Global Banking**

		Inc/(	Dec)
\$ in millions	3Q16	2Q16	3Q15
Net interest income 1	\$2,470	\$46	\$155
Noninterest income <sup>2</sup>	2,278	8	257
Total revenue, net of interest expense 1, 2	4,748	54	412
Provision for credit losses	118	(81)	(63)
Noninterest expense	2,151	25	(10)
Income tax expense 1	926	53	210
Net income	\$1,553	\$57	\$275

Selected Revenue Items (\$ in millions)	3Q16	2Q16	3Q15
Total Corporation IB fees (excl. self-led) 2	\$1,458	\$1,408	\$1,287
Global Banking IB fees <sup>2</sup>	795	799	752
Business Lending revenue	2,273	2,245	2,052
Global Transaction Services revenue	1,594	1,558	1,552

Key Indicators (\$ in billions)	3Q16		2Q16		3Q15	
Average deposits	\$306.2		\$298.8		\$296.3	
Average loans and leases	334.4		334.4		308.7	
Net charge-off ratio	0.07	%	0.10	%	0.07	%
Return on average allocated capital	17		16		14	
Allocated capital	\$37		\$37		\$35	
Efficiency ratio <sup>1</sup>	45	%	45	%	50	%

- Net income of \$1.6B increased 22% from 3Q15; ROAAC of 17%
- Revenue grew 10% from 3Q15
  - NII improvement driven by increased loans and leasingrelated balances
  - Noninterest income increased due to the impact from loans and related loan hedging activities in the fair value option portfolio, higher investment banking (IB) fees and treasuryrelated revenues
- Total Corporation IB fees of \$1.5B (excl. self-led) increased 13% from 3Q15, driven by higher debt and equity issuance fees, partially offset by lower advisory fees
  - Ranked #3 in global IB fees <sup>3</sup>
- Provision declined from both comparative periods
- Noninterest expense decreased modestly from 3Q15 as lower operating and support costs were partially offset by higher revenue-related incentive compensation and FDIC expense
- Average loans and leases of \$334B increased 8% from 3Q15, driven by growth in C&I
  - Balances were relatively flat versus 2Q16 as modest growth in middle market was offset by a decline in corporate
- Average deposits of \$306B grew 3% from 3Q15, due to new and existing client growth

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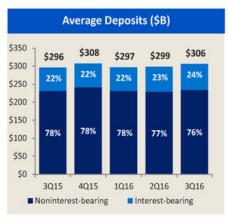
Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
 Ranking per Dealogic as of October 3, 2016.

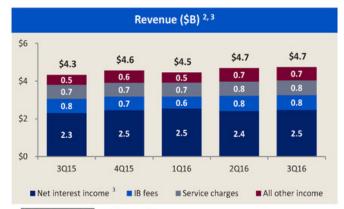
# **Global Banking Trends**

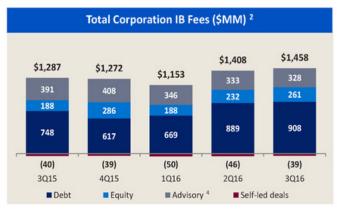
#### **Business Leadership**

- Top 3 ranking by volumes in high-yield corporate debt, leveraged loans, asset-backed securities, investment grade corporate debt, syndicated loans and debt capital markets; #1 ranking in U.S. municipal bonds <sup>1</sup>
- Best Bank for Cash Management (Global),
   Transaction Banking Awards (The Banker '16)
- World's Best Bank for Financing and Diversity (Euromoney '16)
- Most Innovative Bank for Syndicated Loans (The Banker '16)
- Relationships with 80% of the Global Fortune 500; 96% of the U.S. Fortune 1,000 (2016)









Note: Amounts may not total due to rounding.

<sup>1</sup> Rankings per Dealogic for the third quarter as of October 3, 2016; excludes self-led deals. U.S. municipal bonds ranking per Thomson Reuters.

<sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

3 FTE basis.

<sup>4</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.

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# **Global Markets**

		Inc/(Dec)		
\$ in millions	3Q16	2Q16	3Q15	
Net interest income 1	\$1,119	\$31	\$25	
Noninterest income <sup>2</sup>	3,240	20	584	
Total revenue, net of interest expense 1,2	4,359	51	609	
Net DVA	(127)	37	(139)	
Total revenue (excl. net DVA) 1, 2, 3	4,486	14	748	
Provision for credit losses	19	24	(23)	
Noninterest expense	2,658	77	(39)	
Income tax expense 1	608	(11)	397	
Net income	\$1,074	(\$39)	\$274	
Net income (excl. net DVA) 3	\$1,153	(\$62)	\$360	

Selected Revenue Items (\$ in millions)	3Q16	2Q16	3Q15
Sales and trading revenue	\$3,600	\$3,537	\$3,158
Sales and trading revenue (excl. net DVA) 3	3,727	3,701	3,146
FICC (excl. net DVA)	2,767	2,615	1,992
Equities (excl. net DVA)	960	1,086	1,154
Global Markets IB fees 2	645	603	521

Key Indicators (\$ in billions)	3Q16		2Q16		3Q15	
Average trading-related assets	\$415.4		\$411.3		\$431.2	
Average 99% VaR (\$ in MM) 4	40		46		51	
Average loans and leases	69.0		69.6		66.3	
Return on average allocated capital	12	%	12	%	9	%
Allocated capital	\$37		\$37		\$35	
Efficiency ratio <sup>1</sup>	61	%	60	%	72	%

- Net income of \$1.1B in 3Q16; ROAAC of 12%
  - Excluding net DVA, net income of \$1.2B increased 45% <sup>3</sup>
- Revenue, excluding net DVA, increased 20% from 3Q15, driven primarily by improved sales and trading results as well as higher capital markets IB fees 3
- Sales and trading revenue of \$3.6B, up 14% from 3Q15
  - FICC up 32% to \$2.6B and Equities down 17% to \$1.0B
- Excluding net DVA, sales and trading revenue of \$3.7B<sup>3</sup> increased 18% from 3Q15 and 1% from 2Q16
  - FICC revenue increased \$0.8B, or 39%, from 3Q15, due to stronger performance globally across credit products led by mortgages as well as continued strength in rates products and client financing
  - Equities revenue decreased \$0.2B, or 17%, from 3Q15, due to lower levels of client activity in cash and derivatives, reflecting lower market volatility
- Noninterest expense decreased 1% versus 3Q15 as higher revenue-related compensation was more than offset by lower operating and support costs

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<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

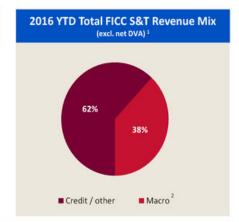
<sup>&</sup>lt;sup>3</sup> Represents a non-GAAP financial measure; see note D on slide 25.
<sup>4</sup> See note E on slide 25 for definition of VaR.

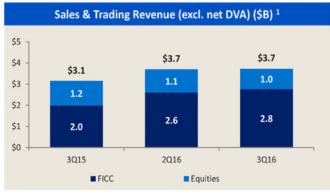
# Global Markets Trends and Revenue Mix

#### **Business Leadership**

- · #1 Global Research Firm for 5th Consecutive Year (Institutional Investor '15)
- · #1 in Global Equities trading commissions in 2015 (Greenwich Associates)
- Global Clearing Bank of the Year (Global Capital '16)
- 2016 Greenwich Share Leader<sup>SM</sup> in Overall U.S. Fixed Income
- #2 All-America Fixed Income Sales Team (Institutional Investor '16)









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Note: Amounts may not total due to rounding.

¹ Represents a non-GAAP financial measure. Reported sales & trading revenue was \$3.6B, \$3.5B and \$3.2B for 3Q16, 2Q16 and 3Q15, respectively. Reported FICC sales & trading revenue was \$2.6B, \$2.5B and \$2.0B for 3Q16, 2Q16 and 3Q15, respectively. respectively. Reported equities sales & trading revenue was \$1.08, \$1.1B and \$1.1B for 3Q16, 2Q16 and 3Q15, respectively. See note D on slide 25. 

Macro includes G10 FX, rates and commodities products.

<sup>&</sup>lt;sup>3</sup> See note E on slide 25 for definition of VaR.

# All Other 1

		Inc/(Dec)		
\$ in millions	3Q16	2Q16	3Q15	
Net interest income <sup>2</sup>	\$156	(\$63)	(\$109)	
Noninterest income	253	185	(181)	
Total revenue, net of interest expense 2	409	122	(290)	
Provision for credit losses	8	(34)	(54)	
Noninterest expense	1,044	(40)	144	
Income (loss) before income taxes 2	(643)	196	(380)	
Income tax expense (benefit) 2	(461)	172	(46)	
Net income (loss)	(\$182)	\$24	(\$334)	

Selected Revenue Items (\$ in millions)	3Q16	2Q16	3Q15
Mortgage banking income	\$291	\$44	\$115
Gains on sales of debt securities	51	249	436

- Net loss of \$0.2B in 3Q16, which included a \$350MM tax charge as a result of a change in the U.K. corporate tax rate
- Revenue declined \$0.3B from 3Q15, driven by fewer gains on sales of debt securities and lower NII, partially offset by higher valuations of mortgage servicing rights
- Provision declined from 3Q15, driven primarily by lower loans and leases from continued run-off of non-core mortgages
- Noninterest expense increased \$0.1B from 3Q15, driven by litigation expense

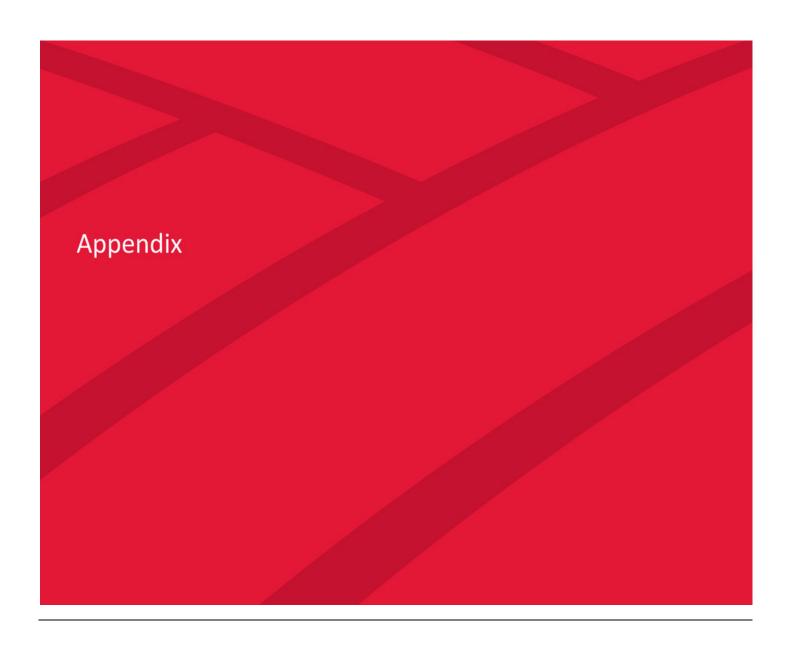


<sup>3</sup> All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, 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 our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments. 
<sup>2</sup> FTE basis.

# **Key Takeaways**

- · Solid earnings with year-over-year improvement in all business segments
- Revenue growth reflected higher NII and improved capital markets results
- · Generated positive operating leverage and improved efficiency
- Strong deposit growth driven by good customer activity
- · Asset quality remains strong
- Grew tangible book value while returning more capital to shareholders
- · Focused on delivering responsible growth

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# Regulatory Capital Reconciliations (\$MM) 1, 2

Regulatory Capital – Basel 3 transition to fully phased-in	<b>3Q16</b>	2Q16	3Q15
Common equity tier 1 capital (transition)	\$169,925	\$166,173	\$161,649
Deferred tax assets arising from net operating loss and tax credit			
carryforwards phased in during transition	(3,143)	(3,496)	(5,554)
Accumulated OCI phased in during transition	188	359	(1,018)
Intangibles phased in during transition	(853)	(907)	(1,654)
Defined benefit pension fund assets phased in during transition	(375)	(378)	(470)
DVA related to liabilities and derivatives phased in during transition	168	104	228
Other adjustments and deductions phased in during transition	(35)	(24)	(92)
Common equity tier 1 capital (fully phased-in)	\$165,875	\$161,831	\$153,089
Risk-weighted Assets – As reported to Basel 3 (fully phased-in)	3Q16	2Q16	3Q15
As reported risk-weighted assets	\$1,545,984	\$1,561,567	\$1,391,672
Change in risk-weighted assets from reported to fully phased-in	(23,501)	(19,600)	22,989
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) 3, 4	\$1,522,483	\$1,541,967	n/a
Basel 3 Standardized approach risk-weighted assets (fully phased-in)			\$1,414,661
Risk-weighted Assets – (fully phased-in)	3Q16	2Q16	3Q15
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	\$1,409,217	\$1,413,966	\$1,414,661
Change in risk-weighted assets for advanced models	113,266	128,001	(17,157)
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) <sup>3, 4</sup>	\$1,522,483	\$1,541,967	\$1,397,504
Basel 3 Regulatory Capital Ratios	3Q16	2Q16	3Q15
As reported Common equity tier 1 (transition)	11.0 %	10.6 %	11.6
		44.4	10.8
Standardized approach Common equity tier 1 (fully phased-in)	11.8	11.4	10.8
Standardized approach Common equity tier 1 (fully phased-in) Advanced approaches Common equity tier 1 (fully phased-in) 3, 4	10.9	10.5	11.0

n/a = not applicable

<sup>&</sup>lt;sup>1</sup> Regulatory capital ratios are preliminary. For important presentation information, see slide 27. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant proforma change of the Corporation's capital ratios.

<sup>&</sup>lt;sup>2</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

<sup>&</sup>lt;sup>3</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the IMM. As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

<sup>&</sup>lt;sup>4</sup> As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets under the Advanced approaches beginning in the fourth quarter of 2015.

# **Notes**

- A Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government 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 among legal entities may be subject to certain regulatory and other restrictions. Prior to the third quarter of 2016, GLS were referred to as "Global Excess Liquidity Sources."
- <sup>B</sup> 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 the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation. Prior to the third quarter of 2016, the TTF metric incorporated only the GLS of the BAC parent company. Effective September 30, 2016, the TTF metric was expanded to include the GLS of NB Holdings, following changes in the Corporation's liquidity management practices, initiated in connection with the Corporation's resolution planning activities, that include maintaining at NB Holdings GLS previously held at the BAC parent company. For the period shown in 2015, we have included in the amount of unsecured contractual obligations the liability, including estimated costs, for the previously announced BNY Mellon private-label securitization settlement. In 1Q16, settlement payment was made for \$8.5B.
- <sup>c</sup>The numerator of the SLR is quarter-end Basel 3 Tier 1 capital calculated on a fully phased-in basis. The denominator is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
- PRevenue for all periods included net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities. Net DVA gains (losses) were (\$127MM), (\$164MM) and \$12MM for 3Q16, 2Q16 and 3Q15, respectively. Net DVA gains (losses) included in FICC revenue were (\$121MM), (\$159MM) and \$18MM for 3Q16, 2Q16 and 3Q15, respectively. Net DVA gains (losses) included in equities revenue were (\$6MM), (\$5MM) and (\$6MM) for 3Q16, 2Q16 and 3Q15, respectively.
- <sup>E</sup> VaR model uses historical simulation approach based on three years of historical data and an expected shortfall methodology equivalent to a 99% confidence level. Using a 95% confidence level, average VaR was \$23MM, \$24MM and \$24MM for 3Q16, 2Q16 and 3Q15, respectively.



# 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." Forward-looking statements represent Bank of America's
current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, and future business and economic conditions
more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown 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 2015 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 and related claims, including claims brought by investors or trustees seeking to distinguish certain aspects of the New York Court of Appeals' ACE Securities Corp. v. DB Structured Products, Inc. (ACE) decision or to assert other claims seeking to avoid the impact of the ACE decision; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; 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; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory proceedings, including the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possible outcome of LIBOR, other reference rate, financial instrument and foreign exchange inquiries, investigations and litigation; 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; the impact of U.S. and global interest rates (including negative or continued low interest rates), currency exchange rates and economic conditions; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior and other uncertainties; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the impact on the Company's business, financial condition and results of operations from a protracted period of lower oil prices or ongoing volatility with respect to oil prices; our ability to achieve our expense targets; 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; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements, including the potential adoption of total loss-absorbing capacity requirements; the potential for payment protection insurance exposure to increase as a result of Financial Conduct Authority actions; the possible impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate deficiencies identified by banking regulators in the Corporation's Recovery and Resolution plans; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, FDIC assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations from the potential exit of the United Kingdom from the European Union; 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.

Bank of America 🤎

# 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. Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For December 31, 2015 and September 30, 2015 \$6.0B and \$5.6B, respectively, of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.
- The Corporation may present certain key performance indicators and ratios excluding certain items (e.g., debit valuation adjustments, charge-offs related to the settlement with the DOJ) which result in non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. 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 September 30, 2016 and other earnings-related information available through the Bank of America Investor Relations web site at: <a href="http://investor.bankofamerica.com">http://investor.bankofamerica.com</a>.
- The Company views net interest income and related ratios and analyses on a fully taxable-equivalent (FTE) basis, which when presented on a consolidated basis, are non-GAAP financial measures. The Company believes managing the business with net interest income on an FTE basis provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that the presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The FTE adjustment was \$228MM, \$223MM, \$215MM, \$225MM and \$227MM for 3Q16, 2Q16, 1Q16, 4Q15 and 3Q15, respectively.
- The Company's fully phased-in Basel 3 estimates and the supplementary leverage ratio are based on the Standardized and Advanced approaches under Basel 3 and supplementary leverage ratio final rules. Under the Basel 3 Advanced approaches, risk-weighted assets are determined primarily for market risk and credit risk, similar to the Standardized approach, but also incorporate operational risk and a credit valuation adjustment component. Market risk capital measurements are consistent with the Standardized approach, except for securitization exposures, where the Supervisory Formula Approach is also permitted. Credit risk exposures are measured using internal ratings-based models to determine the applicable risk weight by estimating the probability of default, loss given default and, in certain instances, exposure at default. The internal analytical models primarily rely on internal historical default and loss experience. The calculations under Basel 3 require management to make estimates, assumptions and interpretations, including the probability of future events based on historical experience. Actual results could differ from those estimates and assumptions. Bank of America received approval to begin using the Advanced approaches capital framework to determine risk-based capital requirements beginning in the fourth quarter of 2015. As previously disclosed, with the approval to exit parallel, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets under the Advanced approaches beginning in the fourth quarter of 2015. These Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model. Our estimates under the Basel 3 Advanced approaches may be refined over time as a result of fur
- 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, risk-weighted assets measured under Basel 3 Standardized and Advanced approaches, business segment exposures and risk profile and strategic plans. As a result of this process, in the first quarter 2016, the Company adjusted the amount of capital being allocated to its business segments.







# **Supplemental Information Third Quarter 2016**

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

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Effective July 1, 2016, the Corporation changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-to-maturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as SFAS 91), from the prepayment method to the contractual method. All periods presented herein have been restated for this change in accounting method. Under the applicable bank regulatory rules, we are not required to and, accordingly, did not restate previously-filed capital ratios so in the presentations of our capital ratios, the underlying financial statement metrics on which the ratios are based are the amounts as previously reported.

## **Consolidated Financial Highlights**

			onths En ember 30		Third		Second	First		Fourth			Third
	_	2016	ember 30	2015	Quarter 2016		Quarter 2016		Quarter 2016		Quarter 2015		Quarter 2015
ncome statement						_	_					_	
Net interest income	s	30,804	\$	29,272	\$ 10,201	\$	10,118	\$	10,485	\$	9,686	\$	9,900
Noninterest income		32,907		34,111	11,434		11,168		10,305		9,896		11,092
Total revenue, net of interest expense		63,711		63,383	21,635		21,286		20,790		19,582		20,992
Provision for credit losses		2,823		2,351	850		976		997		810		806
Noninterest expense		41,790		43,724	13,481		13,493		14,816		14,010		13,939
Income tax expense		5,888		4,756	2,349		2,034		1,505		1,478		1,628
Net income		13,210		12,552	4,955		4,783		3,472		3,284		4,619
Preferred stock dividends		1,321		1,153	503		361		457		330		441
Net income applicable to common shareholders		11,889		11,399	4,452		4,422		3,015		2,954		4,178
Diluted earnings per common share		1.10		1.03	0.41		0.41		0.28		0.27		0.38
Average diluted common shares issued and outstanding		11,046,807		11,234,125	11,000,473		11,059,167		11,100,067		11,153,169		11,197,203
Dividends paid per common share	s	0.175	\$	0.15	\$ 0.075	\$	0.05	\$	0.05	\$	0.05	\$	0.05
Performance ratios													
Return on average assets		0.81 %		0.78%	0.90 %		0.88%		0.64%		0.60%		0.84
Return on average common shareholders' equity		6.61		6.67	7.27		7.40		5.11		4.99		7.16
Return on average shareholders' equity		6.66		6.71	7.33		7.25		5.36		5.07		7.10
Return on average tangible common shareholders' equity(1)		9.40		9.74	10.28		10.54		7.33		7.19		10.40
Return on average tangible shareholders' equity(1)		9.13		9.42	9.98		9.93		7.40		7.04		10.08
At period end  Book value per share of common stock	s	24.19	\$	22.40	\$ 24.19	s	23.71	\$	23.14	\$	22.53	\$	22.40
Tangible book value per share of common stock(1)	•	17.14	Ψ	15.50	17.14	Ψ	16.71	Ψ.	16.19	Ψ	15.62	Ψ	15.50
Market price per share of common stock:													
Closing price	s	15.65	\$	15.58	\$ 15.65	\$	13.27	\$	13.52	\$	16.83	\$	15.58
High closing price for the period		16.43		18.45	16.19		15.11		16.43		17.95		18.45
Low closing price for the period		11.16		15.15	12.74		12.18		11.16		15.38		15.26
Market capitalization		158,438		162,457	158,438		135,577		139,427		174,700		162,457
Number of financial centers - U.S.		4,629		4,741	4,629		4,681		4,689		4,726		4,741
		15,959		16,062	15,959		15,998		16,003		16,038		16,062
Number of branded ATMs - U.S.													

<sup>(1)</sup> Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

# Consolidated Statement of Income

(Dollars in millions, except per share information; shares in thousands)										
		Months ptember			Third	Second	First	Fourth		Third
	2016		2015	(	Quarter 2016	Quarter 2016	Quarter 2016	Quarter 2015		Quarter 2015
Interest income				_		-		-	_	
Loans and leases	\$ 24,83	, s	23,912	s	8,358	\$ 8,219	\$ 8,260	\$ 8,006	s	7,965
Debt securities	6,92		6,726		2,144	2,261	2,517	2,452		2,268
Federal funds sold and securities borrowed or purchased under agreements to resell	803		774		267	260	276	214		275
Trading account assets	3,330		3,291		1,076	1,075	1,179	1,106		1,134
Other interest income	2,300		2,221		765	759	776	805		754
Total interest income	38,192		36,924		12,610	12,574	 13,008	12,583	_	12,396
				_			 		_	
Interest expense										
Deposits	730	5	650		266	245	225	211		214
Short-term borrowings	1,808	3	1,868		569	626	613	519		597
Trading account liabilities	778	3	1,071		244	242	292	272		342
Long-term debt	4,060	5	4,063		1,330	1,343	1,393	1,895		1,343
Total interest expense	7,388		7,652	_	2,409	2,456	2,523	2,897		2,496
Net interest income	30,804		29,272		10,201	10,118	10,485	9,686	_	9,900
Noninterest income										
Card income	4,349	•	4,381		1,455	1,464	1,430	1,578		1,510
Service charges	5,660	)	5,519		1,952	1,871	1,837	1,862		1,898
Investment and brokerage services	9,543	;	10,101		3,160	3,201	3,182	3,236		3,336
Investment banking income	4,019	•	4,300		1,458	1,408	1,153	1,272		1,287
Trading account profits	5,82		5,510		2,141	2,018	1,662	963		1,616
Mortgage banking income	1,334	ı	2,102		589	312	433	262		407
Gains on sales of debt securities	490	)	886		51	249	190	252		437
Other income	1,69	ı	1,312		628	645	418	471		601
Total noninterest income	32,90	,	34,111		11,434	11,168	10,305	9,896		11,092
Total revenue, net of interest expense	63,711		63,383		21,635	21,286	20,790	19,582		20,992
Provision for credit losses	2,823	3	2,351		850	976	997	810		806
Noninterest expense										
Personnel	24,278	3	25,333		7,704	7,722	8,852	7,535		7,829
Occupancy	3,069	)	3,082		1,005	1,036	1,028	1,011		1,028
Equipment	1,35	,	1,511		443	451	463	528		499
Marketing	1,24	3	1,330		410	414	419	481		445
Professional fees	1,433	;	1,588		536	472	425	676		673
Amortization of intangibles	554	ı	632		181	186	187	202		207
Data processing	2,240	)	2,298		685	717	838	817		731
Telecommunications	551		583		189	189	173	240		210
Other general operating	7,065	<u> </u>	7,367		2,328	2,306	2,431	2,520		2,317
Total noninterest expense	41,790	)	43,724		13,481	13,493	14,816	14,010		13,939
Income before income taxes	19,098	3	17,308		7,304	6,817	4,977	4,762		6,247
Income tax expense	5,888	3	4,756		2,349	2,034	1,505	1,478		1,628
Net income	\$ 13,210	s	12,552	s	4,955	\$ 4,783	\$ 3,472	\$ 3,284	s	4,619
Preferred stock dividends	1,32	l	1,153		503	361	457	330		441
Net income applicable to common shareholders	\$ 11,889	<u> </u>	11,399	s	4,452	\$ 4,422	\$ 3,015	\$ 2,954	\$	4,178
Per common share information										
Earnings	\$ 1.15	5 \$	1.09	s	0.43	\$ 0.43	\$ 0.29	\$ 0.28	\$	0.40
Diluted earnings	1.10	)	1.03		0.41	0.41	0.28	0.27		0.38
Dividends paid	0.175	;	0.15		0.075	0.05	0.05	0.05		0.05
Average common shares issued and outstanding	10,312,878	3	10,483,466	10	,250,124	10,328,424	10,370,094	10,399,422	1	0,444,291
Average diluted common shares issued and outstanding	11,046,80	,	11,234,125	- 11	,000,473	11,059,167	11,100,067	11,153,169	1	1,197,203

## **Consolidated Statement of Comprehensive Income**

(Dollars in millions)											
	 Nine Montl Septemb			Third		Second		First		Fourth Ouarter	Third Quarter
	2016		2015	Quarter 2016		Quarter 2016		Quarter 2016		2015	 2015
Net income	\$ 13,210	\$	12,552	\$	4,955	\$	4,783	\$ 3,472	\$	3,284	\$ 4,619
Other comprehensive income (loss), net-of-tax:											
Net change in debt and marketable equity securities	3,319		167		208		755	2,356		(1,747)	1,211
Net change in debit valuation adjustments	49		633		(65)		(13)	127		(18)	187
Net change in derivatives	277		416		127		126	24		168	127
Employee benefit plan adjustments	29		77		6		13	10		317	27
Net change in foreign currency translation adjustments	 (17)		(84)		(8)		(21)	12		(39)	 (76)
Other comprehensive income (loss)	3,657		1,209		268		860	 2,529		(1,319)	 1,476
Comprehensive income	\$ 16,867	\$	13,761	\$	5,223	\$	5,643	\$ 6,001	\$	1,965	\$ 6,095

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

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

#### **Consolidated Balance Sheet**

(Dollars in millions)	Se	ptember 30 2016	 June 30 2016	s	eptember 30 2015
Assets					
Cash and due from banks	S	26,701	\$ 29,408	\$	27,886
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks		116,733	141,799		142,540
Cash and cash equivalents		143,434	171,207		170,426
Time deposits placed and other short-term investments		8,506	7,558		6,485
Federal funds sold and securities borrowed or purchased under agreements to resell		218,810	213,737		206,681
Trading account assets		187,849	175,365		180,018
Derivative assets		47,896	55,264		55,226
Debt securities:					
Carried at fair value		322,505	309,670		325,078
Held-to-maturity, at cost		112,409	102,899		66,530
Total debt securities		434,914	412,569		391,608
Loans and leases		905,008	903,153		882,076
Allowance for loan and lease losses		(11,692)	(11,837)		(12,657)
Loans and leases, net of allowance		893,316	891,316		869,419
Premises and equipment, net		9,133	9,150		9,554
Mortgage servicing rights		2,477	2,269		3,043
Goodwill		69,744	69,744		69,761
Intangible assets		3,168	3,352		3,973
Loans held-for-sale		10,586	8,848		8,842
Customer and other receivables		54,116	58,150		63,443
Other assets		111,365	108,437		114,483
Total assets	s	2,195,314	\$ 2,186,966	\$	2,152,962
Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)					
Trading account assets	s	5,699	\$ 5,940	\$	5,514
Loans and leases		57,826	60,384		79,121
Allowance for loan and lease losses		(1,085)	(1,128)		(1,595)
Loans and leases, net of allowance		56,741	 59,256		77,526
Loans held-for-sale		209	256		338
All other assets		1,467	1,455		2,424
Total assets of consolidated variable interest entities	s	64,116	\$ 66,907	\$	85,802

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

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

## **Consolidated Balance Sheet (continued)**

(Dollars in millions)  Liabilities		September 30 2016		June 30 2016	_	September 30 2015
Deposits in U.S. offices:						
Noninterest-bearing	s	431,418	\$	424,918	\$	417,837
Interest-bearing		728,498		714,607		676,812
Deposits in non-U.S. offices:						
Noninterest-bearing		11,596		11,252		8,519
Interest-bearing		61,383		65,314		58,841
Total deposits		1,232,895		1,216,091		1,162,009
Federal funds purchased and securities loaned or sold under agreements to repurchase		178,195		178,062		199,238
Trading account liabilities		76,998		74,282		74,252
Derivative liabilities		43,484		47,561		45,862
Short-term borrowings		26,889		33,051		34,518
Accrued expenses and other liabilities (includes\$767, \$750 and \$661 of reserve for unfunded lending commitments)		141,634		140,876		143,934
Long-term debt		225,136		229,617		237,288
Total liabilities		1,925,231		1,919,540		1,897,101
Shareholders' equity						
Preferred stock, \$0.01 par value; authorized -100,000,000 shares; issued and outstanding -3,887,439, 3,887,790 and 3,767,790 shares		25,220		25,220		22,273
Common stock and additional paid-in capital, \$0.01 par value; authorized -12,800,000,000 shares; issued and outstanding -10,123,845,121, 10,216,780,615 a 10,427,305,035 shares	and	148,261		149,554		151,841
Retained earnings		98,303		94,621		85,786
Accumulated other comprehensive income (loss)		(1,701)		(1,969)		(4,039)
Total shareholders' equity		270,083		267,426		255,861
Total liabilities and shareholders' equity	s	2,195,314	\$	2,186,966	\$	2,152,962
Liabilities of consolidated variable interest entities included in total liabilities above	<u> </u>	2,170,017	•	2,100,700	Ψ	2,,,,
Short-term borrowings	s	546	\$	639	\$	567
Long-term debt		11,209		11,463		12,922
All other liabilities		38		35		103
Total liabilities of consolidated variable interest entities	s	11,793	\$	12,137	\$	13,592

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

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

#### **Capital Management**

(Dollars in millions)									
				Ba	sel 3 Transition				
	s	eptember 30 2016	June 30 2016		March 31 2016		December 31 2015	S	eptember 30 2015
Risk-based capital metrics <sup>(1)</sup> :			 	_		_			
Standardized Approach									
Common equity tier 1 capital	s	169,925	\$ 166,173	\$	162,732	\$	163,026	\$	161,649
Tier 1 capital		191,435	187,209		182,550		180,778		178,830
Total capital		229,132	226,949		223,020		220,676		219,901
Risk-weighted assets		1,393,630	1,396,277		1,405,748		1,403,293		1,391,672
Common equity tier 1 capital ratio		12.2 %	11.9%		11.6%		11.6%		11.6%
Tier 1 capital ratio		13.7	13.4		13.0		12.9		12.9
Total capital ratio		16.4	16.3		15.9		15.7		15.8
Advanced Approaches (2)									
Common equity tier 1 capital	s	169,925	\$ 166,173	\$	162,732	\$	163,026		n/a
Tier 1 capital		191,435	187,209		182,550		180,778		n/a
Total capital		219,870	217,828		213,434		210,912		n/a
Risk-weighted assets		1,545,984	1,561,567		1,586,993		1,602,373		n/a
Common equity tier 1 capital ratio		11.0 %	10.6%		10.3 %		10.2%		n/a
Tier 1 capital ratio		12.4	12.0		11.5		11.3		n/a
Total capital ratio		14.2	13.9		13.4		13.2		n/a
Leverage-based metrics (3)									
Adjusted average assets	S	2,111,340	\$ 2,109,172	\$	2,094,896	\$	2,103,183	\$	2,091,628
Tier 1 leverage ratio		9.1%	8.9%		8.7%		8.6%		8.5%
Supplementary leverage exposure	s	2,703,013	\$ 2,694,079	\$	2,685,787	\$	2,726,806	\$	2,739,104
Supplementary leverage ratio		7.1%	6.9%		6.8%		6.4%		6.4%
Tangible equity ratio <sup>(4)</sup>		9.4	9.3		9.1		8.9		8.8
Tangible common equity ratio <sup>(4)</sup>		8.2	8.1		7.9		7.8		7.8

n/a = not applicable

<sup>(1)</sup> Regulatory capital ratios are preliminary and reflect the transition provisions of Basel 3 Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios.

(2) Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

(3) The numerator of the supplementary leverage ratio and Tier 1 leverage ratio is quarter-ord Basel 3 Tier 1 capital. The Tier 1 leverage ratio reflects the transition provisions of Basel 3 and the supplementary leverage ratio is calculated on a fully phased-in basis. The denominator of supplementary leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undarwal nelnding commitments, letters of credit, potential future derivative exposures and repo-style transactions.

(4) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity divided by period-end tangible assets. Tangible equity provides additional useful information because they present measures of those assets that can generate income. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations - Reconciliations - Reconciliations on pages 42-43.)

## **Bank of America Corporation and Subsidiaries** Regulatory Capital Reconciliations (1, 2, 3)

(Dollars in millions)	Se	September 30 2016		June 30 2016	March 31 2016		December 31 2015		S	eptember 30 2015
		2010	_	2016	_	2016	_	2013		2015
Regulatory capital – Basel 3 transition to fully phased-in Common equity tier 1 capital (transition)	s	169,925	\$	166,173	\$	162,732	\$	163,026	\$	161.649
Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition	3	(3,143)	Ф	(3,496)	Ф	(3,764)	Ф	(5,151)	Ф	(5,554)
Accumulated OCI phased in during transition		188		359		(117)		(1,917)		(1,018)
Intangibles phased in during transition		(853)		(907)		(983)		(1,559)		(1,654)
Defined benefit pension fund assets phased in during transition		(375)		(378)		(381)		(568)		(470)
DVA related to liabilities and derivatives phased in during transition		168		104		76		307		228
Other adjustments and deductions phased in during transition		(35)	_	(24)	_	(54)	_	(54)		(92)
Common equity tier 1 capital (fully phased-in)	<u>s</u>	165,875	\$	161,831	\$	157,509	\$	154,084	\$	153,089
tisk-weighted assets – As reported to Basel 3 (fully phased-in)										
Basel 3 Standardized approach risk-weighted assets as reported	s	1,393,630	\$	1,396,277	\$	1,405,748	\$	1,403,293	\$	1,391,672
Changes in risk-weighted assets from reported to fully phased-in		15,587		17,689		20,104		24,089		22,989
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	s	1,409,217	\$	1,413,966	\$	1,425,852	\$	1,427,382	\$	1,414,661
Basel 3 Advanced approaches risk-weighted assets as reported	s	1,545,984	\$	1,561,567	\$	1,586,993	\$	1,602,373		n/a
Changes in risk-weighted assets from reported to fully phased-in		(23,501)		(19,600)		(29,710)		(27,690)		n/a
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) <sup>4)</sup>	s	1,522,483	\$	1,541,967	\$	1,557,283	\$	1,574,683	\$	1,397,504
Regulatory capital ratios										
Basel 3 Standardized approach common equity tier 1 (transition)		12.2 %		11.9%		11.6%		11.6%		11.69
Basel 3 Advanced approaches common equity tier 1 (transition)		11.0		10.6		10.3		10.2		n/a
Basel 3 Standardized approach common equity tier 1 (fully phased-in)		11.8		11.4		11.0		10.8		10.8
Basel 3 Advanced approaches common equity tier 1 (fully phased-in)(4)		10.9		10.5		10.1		9.8		11.0

<sup>(1)</sup> Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios.
(2) Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the work atio is used to assess capital adequacy.
(3) Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see

n/a = not applicable

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

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

above.

(4) Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.

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

(Dollars in millions)

	1	hird Quarter 2016		S	econd Quarter 2016		Third Quarter 2015					
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate			
Earning assets												
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$ 133,866	\$ 148	0.44%	\$ 135,312	\$ 157	0.47%	\$ 145,174	\$ 96	0.26%			
Time deposits placed and other short-term investments	9,336	34	1.45	7,855	35	1.79	11,503	38	1.32			
Federal funds sold and securities borrowed or purchased under agreements to resell	214,254	267	0.50	223,005	260	0.47	210,127	275	0.52			
Trading account assets	128,879	1,111	3.43	127,189	1,109	3.50	140,484	1,170	3.31			
Debt securities	423,182	2,169	2.07	419,085	2,284	2.20	394,265	2,282	2.32			
Loans and leases (1):												
Residential mortgage	188,234	1,612	3.42	186,752	1,626	3.48	193,791	1,690	3.49			
Home equity	70,603	681	3.84	73,141	703	3.86	79,715	730	3.64			
U.S. credit card	88,210	2,061	9.30	86,705	1,983	9.20	88,201	2,033	9.15			
Non-U.S. credit card	9,256	231	9.94	9,988	250	10.06	10,244	267	10.34			
Direct/Indirect consumer	92,870	585	2.51	91,643	563	2.47	85,975	515	2.38			
Other consumer	2,358	18	2.94	2,220	16	3.00	1,980	15	3.01			
Total consumer	451,531	5,188	4.58	450,449	5,141	4.58	459,906	5,250	4.54			
U.S. commercial	276,833	2,040	2.93	276,640	2,006	2.92	251,908	1,744	2.75			
Commercial real estate	57,606	452	3.12	57,772	434	3.02	53,605	384	2.84			
Commercial lease financing	21,194	153	2.88	20,874	147	2.81	20,013	153	3.07			
Non-U.S. commercial	93,430	599	2.55	93,935	564	2.42	91,997	514	2.22			
Total commercial	449,063	3,244	2.87	449,221	3,151	2.82	417,523	2,795	2.66			
Total loans and leases (2):	900,594	8,432	3.73	899,670	8,292	3.70	877,429	8,045	3.65			
Other earning assets	59,951	677	4.50	55,957	660	4.74	62,848	717	4.52			
Total earning assets(3)	1,870,062	12,838	2.73	1,868,073	12,797	2.75	1,841,830	12,623	2.73			
Cash and due from banks	27,361			27,924			27,730					
Other assets, less allowance for loan and lease losses	292,067			292,244			299,370					
Total assets	\$ 2,189,490			\$ 2,188,241			\$ 2,168,930					

<sup>(1)</sup> Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

(2) Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For the three months ended September 30, 2015, \$5.4 billion of operating leases were reclassified from loans and leases to other assets to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.

(3) 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:

	Third Quarter 2016		Second Quarter 2016	Third Quarter 2015
Federal funds sold and securities borrowed or purchased under agreements to resell	s	(1)	\$ 5	\$ 20
Debt securities		(49)	(48)	(11)
U.S. commercial loans and leases		(14)	(13)	(17)
Net hedge expense on assets	\$	(64)	\$ (56)	\$ (8)

(Dollars in millions)

Noninterest-bearing deposits

Other liabilities

Impact of noninterest-bearing sources

Total liabilities and shareholders' equity

Net interest income/yield on earning assets

Shareholders' equity

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

438,651

185,050

268,899

2,189,490

Third Quarter 2016 Third Quarter 2015 Second Quarter 2016 Interest Interest Interest Average Balance Average Yield/ Average Income/ Yield/ Income/ Yield/ Balance Expense Rate Balance Expense Rate Expense Rate Interest-bearing liabilities U.S. interest-bearing deposits: 2 0.01% 0.01% 46,297 0.02% 49,885 50,105 2 Savings NOW and money market deposit accounts 583,913 72 545,741 67 0.05 592,907 73 0.05 0.05 Consumer CDs and IRAs 48,695 33 0.27 48,450 33 0.28 53,174 38 0.29 35 0.33 Negotiable CDs, public funds and other deposits 32,023 43 0.54 32,879 0.42 30,631 26 141 Total U.S. interest-bearing deposits 723,510 151 0.08 715,347 0.08 675,843 133 0.08 Non-U.S. interest-bearing deposits 7 Banks located in non-U.S. countries 4.294 9 0.87 4.235 10 0.98 4.196 0.71 Governments and official institutions 1,391 3 0.61 1,542 2 0.66 1,654 0.33 Time, savings and other 59,340 103 0.70 60,311 92 0.61 53,793 73 0.53 81 Total non-U.S. interest-bearing deposits 65,025 115 0.71 66,088 104 0.63 59,643 0.54 788,535 266 781,435 245 0.13 735,486 214 0.12 Total interest-bearing deposits 0.13 Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 626 597 0.92 207,634 569 1.09 215,852 1.17 257,323 1.32 73,773 242 77,443 342 1.75 Trading account liabilities 73,452 244 1.32 Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,343 2.22 Total interest-bearing liabilities (1) 1,296,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,496 0.76 Noninterest-bearing sources:

431,856

186,910

265.354

2,188,241

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

10,429

	Third Quarter 2016			Second Quarter 20:	16	Thir	Third Quarter 2015			
NOW and money market deposit accounts	\$	_		\$	(1)		\$	_		
Consumer CDs and IRAs		6			5			5		
Negotiable CDs, public funds and other deposits		3			4			3		
Banks located in non-U.S. countries		4			3			2		
Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings		95			149			232		
Long-term debt		(668)			(770)			(832)		
Net hedge income on liabilities	s	(560)		\$	(610)		\$	(590)		

1.99%

2.23 %

0.24

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

1.97%

0.22

 $2.19\,\%$ 

10,127

423,745

180,615

253,798

2,168,930

1.99%

2.23 %

0.24

10,341

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

(Dollars in millions)

		Nine Months Ended September 30												
			2010	6				2	015					
		erage lance	In	terest come/ pense	Yield/ Rate		Average Balance	Interest Income/ Expense		Yield/ Rate				
Earning assets														
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$	135,910	\$	460	0.45 %	\$	132,445	\$	261	0.26%				
Time deposits placed and other short-term investments		8,784		101	1.54		9,366		105	1.50				
Federal funds sold and securities borrowed or purchased under agreements to resell		215,476		803	0.50		212,781		774	0.49				
Trading account assets		130,785		3,432	3.50		138,861		3,406	3.28				
Debt securities		414,115		6,990	2.27		387,988		6,763	2.34				
Loans and leases (1):														
Residential mortgage		187,325		4,867	3.46		205,315		5,323	3.46				
Home equity		73,015		2,095	3.83		82,404		2,269	3.68				
U.S. credit card		87,362		6,065	9.27		88,117		6,040	9.17				
Non-U.S. credit card		9,687		734	10.12		10,087		793	10.51				
Direct/Indirect consumer		91,291		1,698	2.48		83,481		1,510	2.42				
Other consumer		2,240		50	2.99		1,904		45	3.14				
Total consumer		450,920		15,509	4.59		471,308		15,980	4.53				
U.S. commercial		274,669		5,982	2.91		243,849		5,093	2.79				
Commercial real estate		57,550		1,320	3.06		50,792		1,113	2.93				
Commercial lease financing		21,049		482	3.05		19,592		473	3.22				
Non-U.S. commercial		93,572		1,748	2.50		88,089		1,478	2.24				
Total commercial		446,840		9,532	2.85		402,322		8,157	2.71				
Total loans and leases(2)		897,760		25,041	3.72		873,630		24,137	3.69				
Other earning assets		58,189		2,031	4.66		62,366		2,142	4.59				
Total earning assets(3)	1,	861,019		38,858	2.79		1,817,437		37,588	2.76				
Cash and due from banks		28,041					28,726							
Other assets, less allowance for loan and lease losses		294,845					307,190							
Total assets	\$ 2.	183,905				\$	2,153,353							

<sup>(1)</sup> Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

(2) Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For theme months ended September 30, 2015 \$5.3 billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.

(3) 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:

	2016		2015		
Federal funds sold and securities borrowed or purchased under agreements to resell	\$ 11		\$	45	
Debt securities	(13	)		(22)	
U.S. commercial loans and leases	(4)	)_		(50)	
Net hedge expense on assets	\$ (15:	)_	\$	(27)	_

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


		N	ine Months End	led September 30						
		2016		2015						
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate				
Interest-bearing liabilities										
U.S. interest-bearing deposits:										
Savings	\$ 49,281	S 4	0.01 %	\$ 46,634	\$ 6	0.02 %				
NOW and money market deposit accounts	584,896	216	0.05	537,974	205	0.05				
Consumer CDs and IRAs	48,920	101	0.28	55,883	125	0.30				
Negotiable CDs, public funds and other deposits	32,212	107	0.45	29,784	70	0.32				
Total U.S. interest-bearing deposits	715,309	428	0.08	670,275	406	0.08				
Non-U.S. interest-bearing deposits:										
Banks located in non-U.S. countries	4,218	28	0.90	4,633	24	0.70				
Governments and official institutions	1,468	7	0.60	1,426	3	0.31				
Time, savings and other	58,866	273	0.62	54,364	217	0.53				
Total non-U.S. interest-bearing deposits	64,552	308	0.64	60,423	244	0.54				
Total interest-bearing deposits	779,861	736	0.13	730,698	650	0.12				
Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings	215,131	1,808	1.12	251,231	1,868	0.99				
Trading account liabilities	73,176	778	1.42	77,996	1,071	1.84				
Long-term debt	231,313	4,066	2.35	240,960	4,063	2.25				
Total interest-bearing liabilities <sup>(1)</sup>	1,299,481	7,388	0.76	1,300,885	7,652	0.79				
Noninterest-bearing sources:										
Noninterest-bearing deposits	433,168			414,988						
Other liabilities	186,349			187,215						
Shareholders' equity	264,907			250,265						
Total liabilities and shareholders' equity	\$ 2,183,905			\$ 2,153,353						
Net interest spread			2.03 %			1.97%				
Impact of noninterest-bearing sources			0.23			0.23				
Net interest income/yield on earning assets		s 31,470	2.26%		\$ 29,936	2.20%				

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

•

	2016	2015
NOW and money market deposit accounts	\$ (1)	\$ (1)
Consumer CDs and IRAs	17	17
Negotiable CDs, public funds and other deposits	10	10
Banks located in non-U.S. countries	8	4
Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings	406	728
Long-term debt	(2,175)	(2,439)
Net hedge income on liabilities	\$ (1,735)	\$ (1,681)

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

(Dollars in millions)

(Dollars in millions)		September 30, 2016						
	A	Amortized Cost	U	Gross nrealized Gains		Gross nrealized Losses		Fair Value
Available-for-sale debt securities								
Mortgage-backed securities:								
Agency	\$	196,808	\$	4,266	\$	(23)	\$	201,051
Agency-collateralized mortgage obligations		8,862		243		(24)		9,081
Commercial		12,555		383		(2)		12,936
Non-agency residential		1,476		180		(38)		1,618
Total mortgage-backed securities		219,701		5,072		(87)		224,686
U.S. Treasury and agency securities		44,925		363		(4)		45,284
Non-U.S. securities		5,995		19		(4)		6,010
Other taxable securities, substantially all asset-backed securities		9,375		73		(32)		9,416
Total taxable securities		279,996		5,527		(127)		285,396
Tax-exempt securities		15,917		97		(30)		15,984
Total available-for-sale debt securities		295,913		5,624		(157)		301,380
Other debt securities carried at fair value		21,222		114		(211)		21,125
Total debt securities carried at fair value		317,135		5,738		(368)		322,505
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities		112,409		1,647		(91)		113,965
Total debt securities	s	429,544	s	7,385	\$	(459)	\$	436,470
Available-for-sale marketable equity securities(1)	<u>s</u>	325	\$	57	\$	(28)	\$	354
Available-for-sale debt securities				June 30	0, 2016			
Mortgage-backed securities:								
Agency	\$	204,692	\$	4,030	\$	(34)	\$	208,688
Agency-collateralized mortgage obligations		9,468		312		(20)		9,760
Commercial		11,095		307		(5)		11,397
Non-agency residential		1,963		208		(68)		2,103
Total mortgage-backed securities		227,218		4,857		(127)		231,948
U.S. Treasury and agency securities		25,792		351		_		26,143
Non-U.S. securities		6,044		21		(7)		6,058
Other taxable securities, substantially all asset-backed securities		9,793		26		(45)		9,774
Total taxable securities	<del></del>	268,847		5,255		(179)		273,923
Tax-exempt securities		15,281		112		(31)		15,362
Total available-for-sale debt securities	<del></del>	284,128		5,367		(210)		289,285
Other debt securities carried at fair value		20,527		93		(235)		20,385
Total debt securities carried at fair value		304,655		5,460		(445)		309,670
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities		102,899	-	1,611		(135)		104,375
Total debt securities	\$	407,554	\$	7,071	\$	(580)	\$	414,045
		407,554				(500)		

<sup>(1)</sup> Classified in other assets on the Consolidated Balance Sheet.

#### Other Debt Securities Carried at Fair Value

(Dollars in millions)	September 30 2016		June 30 2016
Mortgage-backed securities:			
Agency-collateralized mortgage obligations	s	5 \$	7
Non-agency residential	3,19	3	3,244
Total mortgage-backed securities	3,19	)	3,251
Non-U.S. securities (1)	17,68	)	16,885
Other taxable securities, substantially all asset-backed securities	24	<u> </u>	249
Total	\$ 21,12	5 \$	20,385

 $<sup>^{(1)}</sup>$  These securities are primarily used to satisfy certain international regulatory liquidity requirements.

# Quarterly Results by Business Segment and All Other

(Dollars in millions)

					Third Quar	rter 20	016			
	c	Total orporation	Consumer Banking		GWIM		Global Banking		Global Markets	All Other
Net interest income (FTE basis)	\$	10,429	\$ 5,290	s	1,394	\$	2,470	s	1,119	\$ 156
Card income		1,455	1,218		40		135		16	46
Service charges		1,952	1,072		18		780		80	2
Investment and brokerage services		3,160	68		2,584		20		490	(2)
Investment banking income (loss)		1,458	_		56		795		645	(38)
Trading account profits		2,141	_		62		56		1,934	89
Mortgage banking income		589	297		1		_		_	291
Gains on sales of debt securities		51	_		_		_		_	51
Other income (loss)		628	 23		224		492		75	 (186)
Total noninterest income		11,434	2,678		2,985		2,278		3,240	253
Total revenue, net of interest expense (FTE basis)		21,863	7,968		4,379		4,748		4,359	409
Provision for credit losses		850	698		7		118		19	8
Noninterest expense		13,481	4,371		3,257		2,151		2,658	1,044
Income (loss) before income taxes (FTE basis)		7,532	2,899		1,115		2,479		1,682	(643)
Income tax expense (benefit) (FTE basis)		2,577	1,086		418		926		608	(461)
Net income (loss)	\$	4,955	\$ 1,813	s	697	\$	1,553	s	1,074	\$ (182)
Average										
Total loans and leases	\$	900,594	\$ 248,683	s	143,207	\$	334,363	\$	69,043	\$ 105,298
Total assets (1)		2,189,490	674,636		288,821		395,423		584,069	246,541
Total deposits		1,227,186	605,708		253,812		306,198		32,840	28,628
Period end										
Total loans and leases	\$	905,008	\$ 251,125	s	144,980	\$	334,120	s	72,144	\$ 102,639
Total assets (1)		2,195,314	687,247		289,795		397,795		595,165	225,312
Total deposits		1,232,895	618,030		252,962		301,061		31,692	29,150

			Second Qua	arter 20	116		
	Total Corporation	Consumer Banking	 GWIM		Global Banking	Global Markets	All Other
Net interest income (FTE basis)	\$ 10,341	\$ 5,207	\$ 1,403	\$	2,424	\$ 1,088	\$ 219
Card income	1,464	1,216	22		134	37	55
Service charges	1,871	1,011	17		759	79	5
Investment and brokerage services	3,201	67	2,598		14	525	(3)
Investment banking income (loss)	1,408	_	51		799	603	(45)
Trading account profits	2,018	_	25		26	1,872	95
Mortgage banking income	312	267	_		_	1	44
Gains on sales of debt securities	249	_	_		_	_	249
Other income (loss)	645	 27	309		538	103	 (332)
Total noninterest income	11,168	2,588	3,022		2,270	3,220	68
Total revenue, net of interest expense (FTE basis)	21,509	 7,795	4,425		4,694	4,308	287
Provision for credit losses	976	726	14		199	(5)	42
Noninterest expense	13,493	 4,414	3,288		2,126	2,581	 1,084
Income (loss) before income taxes (FTE basis)	7,040	2,655	1,123		2,369	1,732	(839)
Income tax expense (benefit) (FTE basis)	2,257	978	420		873	619	(633)
Net income (loss)	\$ 4,783	\$ 1,677	\$ 703	\$	1,496	\$ 1,113	\$ (206)
Average							
Total loans and leases	\$ 899,670	\$ 242,921	\$ 141,181	\$	334,396	\$ 69,620	\$ 111,552
Total assets (1)	2,188,241	665,102	289,646		395,997	580,701	256,795
Total deposits	1,213,291	596,474	254,804		298,805	34,518	28,690
Period end							
Total loans and leases	\$ 903,153	\$ 247,122	\$ 142,633	\$	334,838	\$ 70,766	\$ 107,794
Total assets (1)	2,186,966	668,470	286,846		397,566	577,428	256,656
Total deposits	1,216,091	599,457	250,976		304,577	33,506	27,575

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

# Quarterly Results by Business Segment and All Other (continued)

(Dollars in millions)

				Third Quar	ter 201	5		
	Total Corporation		Consumer Banking	GWIM		Global Banking	Global Markets	All Other
Net interest income (FTE basis)	\$ 10,127	s	5,093	\$ 1,360	\$	2,315	\$ 1,094	\$ 265
Card income	1,510		1,248	44		132	18	68
Service charges	1,898		1,057	18		746	73	4
Investment and brokerage services	3,336		69	2,682		11	574	
Investment banking income (loss)	1,287		(1)	55		752	521	(40)
Trading account profits	1,616		_	43		100	1,471	2
Mortgage banking income	407		290	2		_	_	115
Gains on sales of debt securities	437		_	_		_	1	436
Other income (loss)	 601		225	249		280	 (2)	 (151)
Total noninterest income	 11,092		2,888	 3,093		2,021	2,656	 434
Total revenue, net of interest expense (FTE basis)	21,219		7,981	4,453		4,336	3,750	699
Provision for credit losses	806		523	(2)		181	42	62
Noninterest expense	13,939		4,711	3,470		2,161	2,697	900
Income (loss) before income taxes (FTE basis)	6,474		2,747	985		1,994	1,011	(263)
Income tax expense (benefit) (FTE basis)	1,855		990	353		716	211	(415)
Net income	\$ 4,619	\$	1,757	\$ 632	\$	1,278	\$ 800	\$ 152
Average								
Total loans and leases	\$ 877,429	\$	233,103	\$ 134,319	\$	308,710	\$ 66,349	\$ 134,948
Total assets (1)	2,168,930		623,324	274,272		370,246	594,142	306,946
Total deposits	1,159,231		555,987	243,980		296,321	36,818	26,125
Period end								
Total loans and leases	\$ 882,076	\$	234,995	\$ 135,805	\$	313,596	\$ 70,159	\$ 127,521
Total assets (1)	2,152,962		625,158	279,237		376,379	576,461	295,727
Total deposits	1,162,009		557,626	246,172		297,644	35,943	24,624

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

 $<sup>\</sup>overline{\mbox{(1)}}$  Total assets include asset allocations to match liabilities (i.e., deposits).

## Year-to-Date Results by Business Segment and All Other

(Dollars in millions)

					iontils Ended t	~Ptcii	nber 30, 2016			
	(	Total Corporation	onsumer Banking		GWIM		Global Banking		Global Markets	All Other
let interest income (FTE basis)	\$	31,470	\$ 15,825	s	4,310	\$	7,439	\$	3,391	\$ 505
Card income		4,349	3,645		111		386		62	145
Service charges		5,660	3,080		55		2,284		231	10
Investment and brokerage services		9,543	205		7,718		50		1,583	(13)
Investment banking income (loss)		4,019	1		180		2,230		1,742	(134)
Trading account profits		5,821	_		123		80		5,401	217
Mortgage banking income		1,334	754		2		_		1	577
Gains on sales of debt securities		490	_		_		_		_	490
Other income (loss)		1,691	 110		774		1,427		207	 (827)
otal noninterest income		32,907	7,795		8,963		6,457		9,227	465
Total revenue, net of interest expense (FTE basis)		64,377	23,620		13,273		13,896		12,618	970
rovision for credit losses		2,823	1,955		46		870		23	(71)
foninterest expense		41,790	 13,324		9,822		6,449		7,690	 4,505
Income (loss) before income taxes (FTE basis)		19,764	8,341		3,405		6,577		4,905	(3,464)
ncome tax expense (benefit) (FTE basis)		6,554	3,088		1,267		2,435		1,746	(1,982)
Net income (loss)	\$	13,210	\$ 5,253	s	2,138	\$	4,142	S	3,159	\$ (1,482)
verage										
Total loans and leases	\$	897,760	\$ 243,191	\$	141,169	\$	332,474	\$	69,315	\$ 111,611
Total assets (1)		2,183,905	662,133		291,383		394,402		582,006	253,981
Total deposits		1,213,029	593,504		256,356		300,732		34,409	28,028
eriod end										
Total loans and leases	\$	905,008	\$ 251,125	\$	144,980	\$	334,120	\$	72,144	\$ 102,639
Total assets (1)		2,195,314	687,247		289,795		397,795		595,165	225,312
Total deposits		1,232,895	618,030		252,962		301,061		31,692	29,150

			Nine	Months Ended	Septen	iber 30, 2015		
	Total Corporation	Consumer Banking		GWIM		Global Banking	Global Markets	All Other
Net interest income (FTE basis)	\$ 29,936	\$ 15,199	\$	4,081	\$	6,788	\$ 3,059	\$ 809
Card income	4,381	3,623		134		360	63	201
Service charges	5,519	3,056		55		2,184	211	13
Investment and brokerage services	10,101	203		8,154		43	1,703	(2)
Investment banking income (loss)	4,300	(1)		211		2,381	1,869	(160)
Trading account profits (losses)	5,510	_		151		182	5,312	(135)
Mortgage banking income	2,102	1,117		7		_	_	978
Gains on sales of debt securities	886	1		_		_	10	875
Other income (loss)	 1,312	 315		763		1,122	 (331)	 (557)
Total noninterest income	 34,111	 8,314		9,475		6,272	 8,837	 1,213
Total revenue, net of interest expense (FTE basis)	64,047	23,513		13,556		13,060	11,896	2,022
Provision for credit losses	2,351	1,662		36		454	69	130
Noninterest expense	 43,724	 14,079		10,446		6,396	 8,606	 4,197
Income (loss) before income taxes (FTE basis)	17,972	7,772		3,074		6,210	3,221	(2,305)
Income tax expense (benefit) (FTE basis)	5,420	 2,859		1,130		2,286	 968	(1,823)
Net income (loss)	\$ 12,552	\$ 4,913	\$	1,944	\$	3,924	\$ 2,253	\$ (482)
Average								
Total loans and leases	\$ 873,630	\$ 231,399	\$	130,975	\$	298,923	\$ 61,625	\$ 150,708
Total assets (1)	2,153,353	616,559		272,790		364,659	596,568	302,777
Total deposits	1,145,686	549,213		242,507		290,327	38,376	25,263
Period end								
Total loans and leases	\$ 882,076	\$ 234,995	\$	135,805	\$	313,596	\$ 70,159	\$ 127,521
Total assets (1)	2,152,962	625,158		279,237		376,379	576,461	295,727
Total deposits	1,162,009	557,626		246,172		297,644	35,943	24,624

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

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

## **Supplemental Financial Data**

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data(1)

	 Nine Mon Septen 2016		Third Quarter 2016		Second Quarter 2016		First Quarter 2016		Fourth Quarter 2015		Third Quarter 2015	
Net interest income	\$ 31,470	\$ 29,936	s	10,429	\$	10,341	\$	10,700	\$	9,911	\$	10,127
Total revenue, net of interest expense	64,377	64,047		21,863		21,509		21,005		19,807		21,219
Net interest yield	2.26 %	2.20%		2.23 %		2.23 %		2.33 %		2.14%		2.19%
Efficiency ratio	64.91	68.27		61.66		62.73		70.54		70.73		65.70

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

# **Consumer Banking Segment Results**

Noninterest income:	(Dollars in millions)				•					
Marcian   Mar						Third	Second	First	Fourth	Third
Content   Cont										
Card income         3.645         3.625         1.218         1.216         1.211         1.314         1.218           Service clapes         3.080         3.056         1.072         1.011         .997         1.045         1.057           Modergae banking meene         754         4.117         797         2.07         1.01         .921         2.02           All othe income         3.06         5.18         91         0.0         1.31         2.00         2.288           Total committered suppose         7,795         8.314         2.08         2.288         2.23         2.788         2.288           Total revenue, net of interest expense (FIE basis)         1,955         1,662         688         7.26         3.31         684         2.28           Powsian for credit looses         1,954         1,407         4.07         7,785         3.51         68,12         2.27           Nomine red repense from traces (PIE basis)         3,341         1,772         2,999         2,655         2,787         2,941         2,947           Income tax expense (PIE basis)         3,341         1,732         2,999         2,655         2,787         2,941         2,947           Income tax expense (PIE basis)	Net interest income (FTE basis)	s	15,825	\$ 15,199	s	5,290	\$ 5,207	\$ 5,328	\$ 5,229	\$ 5,093
Service charges   3,886   3,586   1,107   1,017   1,045   1,057   1,045   2,006   1,007   1,006   2,006   1,007   1,006   2,006   1,007   1,006   1,007   1,006   1,007   1,	Noninterest income:									
Mongage banking income   754   1,117   297   267   190   215   290     All other income   316   518   91   94   131   290   293     Total noninterest income   7,795   8,314   2,678   2,588   2,529   2,783   2,388     Total revenue, net of interest expense (FTE basis)   23,660   23,513   7,968   7,795   7,857   8,012   7,981     Provision for credit bases   1,955   1,662   698   7,26   5,31   6,54   5,231     Noninterest expense (FTE basis)   8,341   7,772   2,899   2,655   2,787   2,691   2,747     Income before income taxes (FTE basis)   8,341   7,772   2,899   2,655   2,787   2,691   2,747     Income sequence (FTE basis)   3,388   2,899   1,886   978   1,024   9,555   9,000     Net income   5,253   4,913   5,1813   5,1677   5,1763   5,176   5,176     Return on average allocated capital <sup>1(1)</sup>   21   20   21   20   21   20   21   21	Card income		3,645	3,623		1,218	1,216	1,211	1,314	1,248
All other income 336 518 91 94 131 200 293 Total nominterest income 7,795 8,314 2,678 2,588 2,529 2,788 2,888 Total revenue, net of interest expense (FTE basis) 23,620 2,531 7,048 7,795 7,857 8,012 7,981 Provision for credit losses 1,955 1,662 698 7,66 531 684 523 Nominterest expense (FTE basis) 8,841 7,772 2,899 2,655 2,787 2,601 2,747 Income before income taxes (FTE basis) 8,841 7,772 2,899 2,655 2,787 2,601 2,747 Income tax expense (FTE basis) 3,888 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,888 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,988 2,859 1,866 9,78 1,024 9,55 2,009 Nor Income tax expense (FTE basis) 3,989 1,009	Service charges		3,080	3,056		1,072	1,011	997	1,045	1,057
Total noninterest income	Mortgage banking income		754	1,117		297	267	190	215	290
Provision for credit losses	All other income		316	518		91	94	131	209	293
Provision for credit losses 1,955 1,662 698 726 531 684 523  Noninterest expense 13,324 14,079 4,371 4,414 4,539 4,637 4,711 Income before income taxes (FTE basis) 8,441 7,772 2,899 2,655 2,787 2,601 2,747 1,000 1,00	Total noninterest income		7,795	8,314		2,678	2,588	2,529	2,783	2,888
Nominterest expense   13,324   14,079   4,371   4,414   4,539   4,637   4,711     Income before income taxes (FTE basis)   8,341   7,772   2,899   2,655   2,787   2,691   2,747     Income tax expense (FTE basis)   3,088   2,855   1,086   978   1,024   955   990     Net Income   S 5,253   S 4,913   S 1,813   S 1,677   S 1,763   S 1,736   S 1,757     Net interest yield (FTE basis)   3,397   3,337   3,307   3,347   3,347   3,537   3,467     Return on avenage allocated capital (FTE basis)   56,41   59,88   54,86   56,63   57,77   57,88   59,02     Efficiency ratio (FTE basis)   5,43,191   5,231,399   S 248,683   S 242,921   S 237,908   S 235,498   S 233,103     Total caming assets (7)   66,213   66,239   636,838   672,231   67,336   67,336   67,336   67,336     Total deposits   59,504   549,213   616,599   674,656   665,102   646,523   630,73   533,306     Period end   5,23,400   33,000   34,000   34,000   34,000   33,000   33,000     Period end   5,23,400   5,23,400   5,23,400   5,23,400   5,23,400     Total learning assets (7)   648,978   584,995   648,978   630,454   666,216   665,102   546,501   5,245,995     Total learning assets (7)   648,978   648,978   648,76   666,26   645,27   625,158     Total learning assets (7)   648,978   648,978   648,470   666,26   645,27   625,158     Total learning assets (7)   648,978   648,978   648,470   666,26   645,27   625,158     Total learning assets (7)   648,978   648,978   648,470   666,26   645,27   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   666,26   645,470   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   666,26   645,470   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   666,26   645,470   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   666,26   645,470   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   662,678   645,470   625,158     Total learning assets (7)   648,978   648,978   648,470   668,470   66	Total revenue, net of interest expense (FTE basis)		23,620	23,513		7,968	7,795	7,857	 8,012	7,981
	Provision for credit losses		1,955	1,662		698	726	531	684	523
Net interest yield (FTE basis)   3,088   2,859   1,086   978   1,024   955   990   1,000   1	Noninterest expense		13,324	14,079		4,371	4,414	4,539	4,637	4,711
Net income         S         5,253         S         4,913         S         1,813         S         1,677         S         1,763         S         1,737           Net interest yield (FTE basis)         3,39%         3,53%         3,30%         3,34%         3,53%         3,51%         3,467           Return on average allocated capital(1)         21         20         21         20         21         20         21         20         21         20         21         20         21         20         21         20         21         20         21         20         21         20         20         21         20         20         20         21         20         20         20         21         20	Income before income taxes (FTE basis)		8,341	7,772		2,899	2,655	2,787	2,691	2,747
Net interest yield (FTE basis)  3.39% 3.53% 3.30% 3.34% 3.53% 3.51% 3.46% 3.46% 3.53% 3.51% 3.46% 3.46% 3.51% 3.46% 3.51% 3.46% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.51% 3.46% 3.51% 3.46% 3.51% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46% 3.51% 3.46	Income tax expense (FTE basis)		3,088	2,859		1,086	978	1,024	955	990
Return on average allocated capital (**)         21         20         21         20         21         21         21         21           Efficiency ratio (FTE basis)         56.41         59.88         54.86         56.63         57.77         57.88         59.02           Balance Sheet           Average           Total loans and leases         \$ 243.191         \$ 231.399         \$ 248.683         \$ 242.921         \$ 237.908         \$ 235.498         \$ 233.103           Total loans and leases         \$ 243.191         \$ 231.399         \$ 248.683         \$ 242.921         \$ 237.908         \$ 235.498         \$ 233.103           Total loans and leases         \$ 243.191         \$ 231.399         \$ 248.683         \$ 242.921         \$ 237.908         \$ 235.498         \$ 233.103           Total loans and leases (**)         \$ 62.334         563.939         \$ 636.838         \$ 627.231         \$ 667.038         \$ 591.330         \$ 583.368           Allocated capital (**)         \$ 34.000         33.000         34.000         34.000         34.000         33.000         33.000         34.000         34.00         33.000         33.000         34.000         34.00         33.000         33.000         34.000         34.000	Net income	s	5,253	\$ 4,913	s	1,813	\$ 1,677	\$ 1,763	\$ 1,736	\$ 1,757
Sefficiency ratio (FTE basis)   Sefficiency ratio (FTE basis	Net interest yield (FTE basis)		3.39 %	3.53%		3.30 %	3.34%	3.53%	3.51%	3.46%
Balance Sheet	Return on average allocated capital <sup>(1)</sup>		21	20		21	20	21	21	21
Average         Total loans and leases         \$ 243,191         \$ 231,399         \$ 248,683         \$ 242,921         \$ 237,908         \$ 235,498         \$ 233,103           Total earning assets (2)         623,840         576,309         636,838         627,231         607,308         591,330         583,368           Total assets (2)         662,133         616,559         674,636         665,102         646,523         630,973         623,324           Total deposits         593,504         549,213         605,708         596,474         578,196         563,745         555,987           Allocated capital (1)         34,000         33,000         34,000         34,000         34,000         34,000         33,000         33,000           Period end           Total loans and leases         \$ 251,125         \$ 234,995         \$ 251,125         \$ 247,122         \$ 240,591         \$ 238,851         \$ 234,995           Total earning assets (2)         648,978         584,995         648,978         630,454         626,941         605,012         584,995           Total assets (2)         687,247         625,158         687,247         668,470         666,298         645,427         625,158	Efficiency ratio (FTE basis)		56.41	59.88		54.86	56.63	57.77	57.88	59.02
Total loans and leases         \$ 243,191         \$ 231,399         \$ 248,683         \$ 242,921         \$ 237,908         \$ 235,498         \$ 233,103           Total earning assets (2)         623,840         576,309         636,838         627,231         607,308         591,330         583,368           Total assets (2)         662,133         616,559         674,636         665,102         646,523         630,973         623,324           Total deposits         593,504         549,213         605,708         596,474         578,196         563,745         555,987           Allocated capital (1)         34,000         33,000         34,000         34,000         34,000         33,000         33,000           Period end           Total loans and leases         \$ 251,125         \$ 234,995         \$ 251,125         \$ 247,122         \$ 240,591         \$ 238,851         \$ 234,995           Total earning assets (2)         648,978         584,995         648,978         630,454         626,941         605,012         584,995           Total assets (2)         687,247         625,158         687,247         668,470         666,298         645,427         625,158	Balance Sheet									
Total earning assets (2) 623,840 576,309 636,838 627,231 607,308 591,330 583,368  Total assets (2) 662,133 616,559 674,636 665,102 646,523 630,973 623,324  Total deposits 593,504 549,213 605,708 596,474 578,196 563,745 555,987  Allocated capital (1) 34,000 33,000 34,000 34,000 34,000 33,000 33,000  Period end  Total loans and leases \$251,125 \$234,995 \$251,125 \$247,122 \$240,591 \$238,851 \$234,995  Total earning assets (2) 648,978 584,995 648,978 630,454 626,941 605,012 584,995  Total assets (2) 687,247 625,158 687,247 668,470 666,298 645,427 625,158	Average									
Total assets (2) 662,133 616,559 674,636 665,102 646,523 630,973 623,324  Total deposits 593,504 549,213 605,708 596,474 578,196 563,745 555,987  Allocated capital (1) 34,000 33,000 34,000 34,000 34,000 33,000 33,000  Period end  Total loans and leases \$ 251,125 \$ 234,995 \$ 251,125 \$ 247,122 \$ 240,591 \$ 238,851 \$ 234,995   Total earning assets (2) 648,978 584,995 648,978 630,454 626,941 605,012 584,995   Total assets (2) 687,247 625,158 687,247 668,470 666,298 645,427 625,158	Total loans and leases	s	243,191	\$ 231,399	s	248,683	\$ 242,921	\$ 237,908	\$ 235,498	\$ 233,103
Total deposits         593,504         549,213         605,708         596,474         578,196         563,745         555,987           Allocated capital (1)         34,000         33,000         34,000         34,000         34,000         34,000         33,000         33,000         33,000         33,000         33,000         34,000         32,000         34,000         34,000	Total earning assets (2)		623,840	576,309		636,838	627,231	607,308	591,330	583,368
Period end         \$ 251,125 \$ 234,995         \$ 251,125 \$ \$ 247,122 \$ 240,591 \$ 238,851 \$ 234,995         \$ 234,995 \$ 251,125 \$ 247,122 \$ 240,591 \$ 238,851 \$ 234,995           Total earning assets (2)         648,978 \$ 584,995 \$ 648,978 \$ 630,454 \$ 626,941 \$ 605,012 \$ 584,995           Total assets (2)         687,247 \$ 625,158 \$ 687,247 \$ 668,470 \$ 666,298 \$ 645,427 \$ 625,158	Total assets (2)		662,133	616,559		674,636	665,102	646,523	630,973	623,324
Period end           Total loans and leases         \$ 251,125         \$ 234,995         \$ 251,125         \$ 247,122         \$ 240,591         \$ 238,851         \$ 234,995           Total earning assets (2)         648,978         584,995         648,978         630,454         626,941         605,012         584,995           Total assets (2)         687,247         625,158         687,247         668,470         666,298         645,427         625,158	Total deposits		593,504	549,213		605,708	596,474	578,196	563,745	555,987
Total loans and leases         \$ 251,125         \$ 234,995         \$ 251,125         \$ 247,122         \$ 240,591         \$ 238,851         \$ 234,995           Total earning assets (2)         648,978         584,995         648,978         630,454         626,941         605,012         584,995           Total assets (2)         687,247         625,158         687,247         668,470         666,298         645,427         625,158	Allocated capital (1)		34,000	33,000		34,000	34,000	34,000	33,000	33,000
Total earning assets (2)         648,978         584,995         648,978         630,454         626,941         605,012         584,995           Total assets (2)         687,247         625,158         687,247         668,470         666,298         645,427         625,158	Period end									
Total assets (2) 687,247 625,158 687,247 668,470 666,298 645,427 625,158	Total loans and leases	\$	251,125	\$ 234,995	S	251,125	\$ 247,122	\$ 240,591	\$ 238,851	\$ 234,995
	Total earning assets (2)		648,978	584,995		648,978	630,454	626,941	605,012	584,995
Total deposits 618,030 557,626 618,030 599,457 597,800 577,832 557,626	Total assets (2)		687,247	625,158		687,247	668,470	666,298	645,427	625,158
	Total deposits		618,030	557,626		618,030	599,457	597,800	577,832	557,626

<sup>(1)</sup> 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. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

# Consumer Banking Year-to-Date Results

Consumer	Danking	rear-to-Date	Resuit

(Dollars in millions)						
		Nine otal Consumer	Months Er	nded September 30,	2016	Consumer
		Banking		Deposits		Lending
Net interest income (FTE basis)	s	15,825	s	7,940	s	7,88
Noninterest income:						
Card income		3,645		7		3,6
Service charges		3,080		3,079		
Mortgage banking income		754		_		7:
All other income		316		312		
Total noninterest income		7,795		3,398		4,3
Total revenue, net of interest expense (FTE basis)		23,620		11,338		12,2
Provision for credit losses		1,955		132		1,8
Noninterest expense		13,324		7,227		6,0
Income before income taxes (FTE basis)		8,341		3,979		4,3
Income tax expense (FTE basis)		3,088		1,473		1,6
Net income	<u>\$</u>	5,253	<u>s</u>	2,506	s	2,7
Net interest yield (FTE basis)		3.39 %		1.79 %		4.
Return on average allocated capital (1)		21		28		
Efficiency ratio (FTE basis)		56.41		63.74		49.
Balance Sheet						
Average						
Total loans and leases	\$	243,191	s	4,787	s	238,4
Total earning assets (2)		623,840		591,913		239,8
Total assets (2)		662,133		618,466		251,6
Total deposits		593,504		586,334		7,1
Allocated capital (1)		34,000		12,000		22,0
Period end						
Total loans and leases	\$	251,125	s	4,810	s	246,3
Total earning assets (2)		648,978		616,853		248,2
Total assets (2)		687,247		643,025		260,3
Total deposits		618,030		610,752		7,2
		Nin	e Months Er	nded September 30, 2	2015	6
	Total	Consumer Banking		Deposits		Consumer Lending
Net interest income (FTE basis)	s	15,199	s	7,083	\$	8,1
Noninterest income:						

		Nine	Months Ende	a September 30, 2	2015	
	Total Cons	umer Banking	Г	Deposits		Consumer Lending
Net interest income (FTE basis)	\$	15,199	s	7,083	s	8,116
Noninterest income:						
Card income		3,623		8		3,615
Service charges		3,056		3,055		1
Mortgage banking income		1,117		_		1,117
All other income		518		355		163
Total noninterest income		8,314		3,418		4,896
Total revenue, net of interest expense (FTE basis)		23,513		10,501		13,012
Provision for credit losses		1,662		145		1,517
Noninterest expense		14,079		7,354		6,725
Income before income taxes (FTE basis)		7,772		3,002		4,770
Income tax expense (FTE basis)		2,859		1,103		1,756
Net income	\$	4,913	\$	1,899	\$	3,014
Net interest yield (FTE basis)		3.53%		1.74%		4.74%
Return on average allocated capital (1)		20		21		19
Efficiency ratio (FTE basis)		59.88		70.02		51.69
Balance Sheet						
Average						
Total loans and leases	\$	231,399	s	4,733	\$	226,666
Total earning assets (2)		576,309		545,708		228,681

Total assets (2)	616,559	572,723	241,916
Total deposits	549,213	540,850	8,363
Allocated capital (1)	33,000	12,000	21,000
Period end			
Total loans and leases	\$ 234,995	\$ 4,644	\$ 230,351
Total earning assets (2)	584,995	555,127	232,228
Total assets (2)	625,158	582,082	245,436
Total deposits	557,626	550,240	7,386

For footnotes see page21.

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

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

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# **Consumer Banking Quarterly Results**

consumer bunning	2	
(Dollars in millions)		

Total assets (2)

	Banking		Deposits	Lending
Net interest income (FTE basis)	\$ 5,25	0 8	2,630	\$ 2,660
Noninterest income:				
Card income	1,2	8	2	1,216
Service charges	1,0	2	1,071	1
Mortgage banking income	24	7	_	297
All other income (loss)	9	1	98	(7)
Total noninterest income	2,6'	8	1,171	1,507
Total revenue, net of interest expense (FTE basis)	7,90	8	3,801	4,167
Provision for credit losses	69	8	43	655
Noninterest expense	4,3'	1	2,395	1,976
Income before income taxes (FTE basis)	2,8	_   _	1,363	1,536
Income tax expense (FTE basis)	2,0: 1,0t		511	575
Net income	\$ 1,81		852	\$ 961
Net interest yield (FTE basis)	11	0%	1.73%	4.31 %
	J.,		1.73 %	4.31 %
Return on average allocated capital (1)	54.1		63.03	47.40
Efficiency ratio (FTE basis)	34.0		63.03	47.40
Balance Sheet				
Average				
Total loans and leases	\$ 248,68	3 S	4,837	\$ 243,846
Total earning assets (2)	636,8:	8	604,223	245,540
Total assets (2)	674,63	6	630,394	257,167
Total deposits	605,70	8	598,117	7,591
Allocated capital (1)	34,00	0	12,000	22,000
Period end				
Total loans and leases	\$ 251,12	5 \$	4,810	\$ 246,315
Total earning assets (2)	648,9	8	616,853	248,233
Total assets (2)	687,24	7	643,025	260,330
Total deposits	618,03	0	610,752	7,278
		Se	cond Quarter 2016	
	Total Consumer Bank	ing	Deposits	Consumer Lending
Net interest income (FTE basis)	\$ 5,20	7 \$	2,618	\$ 2,589
Noninterest income:				
Card income	1,2	6	2	1,214
Service charges	1,0	1	1,011	_
Mortgage banking income	20	7	_	267
All other income (loss)	9	4	99	(5)
Total noninterest income	2,58	8	1,112	1,476
Total revenue, net of interest expense (FTE basis)	7,79	5	3,730	4,065
Provision for credit losses	72	6	41	685
Noninterest expense	4,4	4	2,376	2,038
Income before income taxes (FTE basis)	2,6:	_   _	1,313	1,342
Income tax expense (FTE basis)	9'		483	495
Net income	\$ 1,6		830	\$ 847
Net interest yield (FTE basis)	3.:	4%	1.77%	4.34%
Return on average allocated capital (1)		0	28	16
Efficiency ratio (FTE basis)	56.0		63.69	50.15
Balance Sheet				
Average				
Total loans and leases	\$ 242,93	1 \$	4,792	\$ 238,129
Total earning assets (2)	627,2:	1	594,748	239,645

Third Quarter 2016

Deposits

Consumer Lending

Total Consumer Banking

665,102

621,445

250,819

Total deposits	596,474	589,295	7,179
Allocated capital (1)	34,000	12,000	22,000
Period end			
Total loans and leases	\$ 247,122	\$ 4,845	\$ 242,277
Total earning assets (2)	630,454	597,992	244,699
Total assets (2)	668,470	624,658	256,049
Total deposits	599,457	592,442	7,015

For footnotes see page21.

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

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

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### **Consumer Banking Quarterly Results (continued)**

(Dollars in millions) Third Quarter 2015 Consumer Lending Total Consumer Banking Net interest income (FTE basis) 2,397 2,696 5,093 Noninterest income: Card income 1,248 1,246 1,057 1,057 Service charges Mortgage banking income 290 290 Total noninterest income 1,191 1.697 2.888 Total revenue, net of interest expense (FTE basis) 7,981 3,588 4,393 Provision for credit losses 523 465 4,711 2,501 2,210 Noninterest expense 2.747 1,718 Income before income taxes (FTE basis) 1.029 Income tax expense (FTE basis) 370 620 1,757 659 1,098 Net income Net interest yield (FTE basis) 3.46% 1.72% 4.64% Return on average allocated capital (1) 21 22 21 Efficiency ratio (FTE basis) 59.02 69.69 50.31 Balance Sheet Average Total loans and leases s 233,103 228,441 4,662 \$ Total earning assets (2) 583,368 552,534 230,523 Total assets (2) 623,324 579,604 243,409 Total deposits 555,987 547,727 8.260 Allocated capital (1) 33,000 12,000 21,000 Total loans and leases 234,995 4,644 230,351 Total earning assets (2) 584,995 555,127 232,228 Total assets (2) 625,158 582,082 245,436 Total deposits 557,626 550,240

<sup>(1)</sup> 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. Other companies may define or calculate these measures

<sup>(2)</sup> For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets frodil Other to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer Banking.

# **Consumer Banking Key Indicators**

(Dollars in millions)		Nine Moi Septei		ĺ	Third	Second	First	Fourth	Third
	_	2016	 2015		Quarter 2016	Quarter 2016	 Quarter 2016	 Quarter 2015	 Quarter 2015
Average deposit balances									
Checking	\$	291,602	\$ 264,191	\$	299,149	\$ 293,427	\$ 282,146	\$ 273,900	\$ 268,559
Savings		47,658	44,999		48,273	48,472	46,221	44,518	44,721
MMS		207,033	186,104		212,096	207,333	201,616	195,756	191,358
CDs and IRAs		44,413	51,195		43,420	44,378	45,451	46,791	48,644
Non-U.S. and other	_	2,798	2,724		2,770	2,864	2,762	2,780	2,705
Total average deposit balances	<u>\$</u>	593,504	\$ 549,213	\$	605,708	\$ 596,474	\$ 578,196	\$ 563,745	\$ 555,987
Deposit spreads (excludes noninterest costs)									
Checking		1.96 %	1.99%		1.94 %	1.97%	1.98%	1.98%	1.99%
Savings		2.26	2.30		2.24	2.26	2.28	2.29	2.29
MMS		1.24	1.22		1.23	1.24	1.24	1.24	1.23
CDs and IRAs		0.92	0.58		1.03	0.92	0.81	0.69	0.62
Non-U.S. and other		0.78	0.45		0.87	0.80	0.67	0.54	0.48
Total deposit spreads		1.65	1.61		1.64	1.66	1.65	1.63	1.62
Client brokerage assets	s	137,985	\$ 117,210	s	137,985	\$ 131,698	\$ 126,921	\$ 122,721	\$ 117,210
Online banking active accounts (units in thousands)		33,722	31,627		33,722	33,022	32,647	31,674	31,627
Mobile banking active users (units in thousands)		21,305	18,398		21,305	20,227	19,595	18,705	18,398
Financial centers		4,629	4,741		4,629	4,681	4,689	4,726	4,741
ATMs		15,959	16,062		15,959	15,998	16,003	16,038	16,062
Total U.S. credit card <sup>(1)</sup>									
Loans									
Average credit card outstandings	\$	87,362	\$ 88,117	\$	88,210	\$ 86,705	\$ 87,163	\$ 88,623	\$ 88,201
Ending credit card outstandings		88,789	88,339		88,789	88,103	86,403	89,602	88,339
Credit quality									
Net charge-offs	\$	1,703	\$ 1,751	\$	543	\$ 573	\$ 587	\$ 563	\$ 546
		2.60 %	2.66%		2.45 %	2.66%	2.71%	2.52%	2.46%
30+ delinquency	\$	1,459	\$ 1,514	\$	1,459	\$ 1,388	\$ 1,448	\$ 1,575	\$ 1,514
		1.64 %	1.71%		1.64 %	1.58%	1.68%	1.76%	1.71%
90+ delinquency	\$	702 0.79 %	\$ 721 0.82%	S	702 0.79 %	\$ 693 0.79%	\$ 743 0.86%	\$ 789 0.88%	\$ 721 0.82 %
Other Total U.S. credit card indicators(1)									
Gross interest yield		9.27 %	9.17%		9.30 %	9.20%	9.32 %	9.15%	9.15%
Risk-adjusted margin		8.99	9.14		9.11	8.79	9.05	9.79	9.51
New accounts (in thousands)		3,845	3,713		1,324	1,313	1,208	1,260	1,257
Purchase volumes	s	165,412	\$ 162,625	s	57,591	\$ 56,667	\$ 51,154	\$ 58,752	\$ 56,472
Debit card data									
Purchase volumes	\$	212,316	\$ 206,941	s	71,049	\$ 72,120	\$ 69,147	\$ 70,755	\$ 69,288

For footnotes see page23.

### **Consumer Banking Key Indicators (continued)**

(Dollars in millions)							i													
	-		Month: ptembe	er 30		_	,	Third Quarter			Second Quarter		(	First Quarter			Fourth Quarter		Third Quarter	
		2016	-		2015	=		2016	-		2016	-		2016	-	_	2015	_	2015	_
Loan production (2):																				
Total (3):																				
First mortgage	\$	45,802		\$	43,386		\$	16,865		\$	16,314		\$	12,623		\$	13,543	\$	13,712	
Home equity		11,649			9,566			3,541			4,303			3,805			3,494		3,140	
Consumer Banking:																				
First mortgage	\$	32,207		\$	31,146		\$	11,588		\$	11,541		\$	9,078		\$	9,733	\$	10,026	
Home equity		10,535			8,797			3,139			3,881			3,515			3,192		2,840	
Mortgage servicing rights at fair value rollforward:																				
Balance, beginning of period	\$	2,680		\$	3,271		\$	1,789		\$	2,152		\$	2,680		\$	2,699	\$	3,201	
Net additions		127			(16)			45			25			57			49		53	
Amortization of expected cash flows <sup>(4)</sup>		(493)			(564)			(157)			(165)			(171)			(174)		(179)	
Other changes in mortgage servicing rights fair value(5)		(302)			8			335			(223)			(414)			106		(376)	
Balance, end of period (6)	\$	2,012		\$	2,699	_	\$	2,012		\$	1,789		\$	2,152		\$	2,680	\$	2,699	
Capitalized mortgage servicing rights (% of loans serviced for investors)  Mortgage loans serviced for investors (in billions)	s	60 336	bps	\$	69 391	bps	s	60 336	bps	s	51 353	bps	\$	58 368	bps	s	71 bps 378	\$	69 391	bps
Total Mortgage banking income																				
Consumer Banking mortgage banking income																				
Total production income	\$	532		\$	801		\$	212		\$	182		\$	138		\$	150	\$	223	
Net servicing income																				
Servicing fees		542			655			179			179			184			201		204	
Amortization of expected cash flows <sup>(4)</sup>		(439)			(506)			(139)			(146)			(154)			(155)		(159)	
Fair value changes of MSRs, net of risk management activities used to hedge certain market risks (7)		119			167			45			52			22			20		22	
Total net servicing income		222	_		316	=		85	_		85	_		52	=		66		67	_
Total Consumer Banking mortgage banking income		754			1,117			297			267			190			216		290	
Other mortgage banking income(8)																				
Other production income <sup>(9)</sup>		112			58			4			14			94			48		34	
Representations and warranties provision		(168)			37			(102)			(22)			(44)			(9)		(77)	
Net servicing income																				
Servicing fees		343			415			106			119			118			123		109	
Amortization of expected cash flows(4)		(55)			(58)			(18)			(19)			(18)			(19)		(20)	
Fair value changes of MSRs, net of risk management activities used to hedge certain market risks (7)		478			359			363			10			105			(31)		62	
Total net servicing income		766			716			451			110			205			73		151	_
Eliminations (10)		(130)			174			(61)			(57)			(12)			(66)		9	
Total other mortgage banking income		580			985			292			45			243			46		117	
Total consolidated mortgage banking income	\$	1,334		\$	2,102	_	\$	589	_	\$	312	_	\$	433	_	\$	262	\$	407	

<sup>(1)</sup> In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in

<sup>(</sup>a) In addition to the U.S. credit card portfolio int. onsumer Banking, the remaining U.S. credit card portfolio is in GWIM.

(b) The above loan production amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

(c) In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.

(d) Represents the net change in fair value of the mortgage servicing rights asset due to the recognition of modeled cash

flows.

(5) These amounts reflect the changes in modeled mortgage servicing rights fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow

assumptions.
 Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in Global Markets.

Markets.

(7) Includes gains (losses) on sales of MSRs.

(8) Amounts for other mortgage banking incomeare included in this Consumer Banking table to show the components of consolidated mortgage banking

income.

9 Consists primarily of revenue from sales of repurchased loans that had returned to performing status.

(10) Includes the effect of transfers of mortgage loans from Consumer Banking to the ALM portfolio included in All Other, and net gains or losses on intercompany trades related to mortgage servicing rights risk

# Global Wealth & Investment Management Segment Results

(Dollars in millions)									
		Nine Mon Septen			Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
		2016	2015		2016	 2016	 2016	 2015	 2015
Net interest income (FTE basis)	s	4,310	\$ 4,081	s	1,394	\$ 1,403	\$ 1,513	\$ 1,446	\$ 1,360
Noninterest income:									
Investment and brokerage services		7,718	8,154		2,584	2,598	2,536	2,638	2,682
All other income		1,245	 1,321		401	 424	 420	 394	 411
Total noninterest income		8,963	9,475		2,985	3,022	 2,956	 3,032	 3,093
Total revenue, net of interest expense (FTE basis)		13,273	13,556		4,379	4,425	4,469	4,478	4,453
Provision for credit losses		46	36		7	14	25	15	(2)
Noninterest expense		9,822	10,446		3,257	 3,288	3,277	 3,497	3,470
Income before income taxes (FTE basis)		3,405	3,074		1,115	1,123	1,167	966	985
Income tax expense (FTE basis)		1,267	1,130		418	420	 429	 343	 353
Net income	\$	2,138	\$ 1,944	<u>s</u>	697	\$ 703	\$ 738	\$ 623	\$ 632
Net interest yield (FTE basis)		2.09 %	2.14%		2.03 %	2.06%	2.18%	2.13%	2.10%
Return on average allocated capital <sup>(1)</sup>		22	22		21	22	23	21	21
Efficiency ratio (FTE basis)		74.00	77.06		74.36	74.32	73.33	78.13	77.92
Balance Sheet									
Average									
Total loans and leases	\$	141,169	\$ 130,975	s	143,207	\$ 141,181	\$ 139,099	\$ 137,022	\$ 134,319
Total earning assets (2)		275,675	255,572		273,568	273,874	279,606	269,250	257,424
Total assets (2)		291,383	272,790		288,821	289,646	295,711	285,329	274,272
Total deposits		256,356	242,507		253,812	254,804	260,482	251,306	243,980
Allocated capital (1)		13,000	12,000		13,000	13,000	13,000	12,000	12,000
Period end									
Total loans and leases	\$	144,980	\$ 135,805	s	144,980	\$ 142,633	\$ 139,690	\$ 139,039	\$ 135,805
Total earning assets (2)		274,289	262,952		274,289	270,974	280,118	279,597	262,952
Total assets (2)		289,795	279,237		289,795	286,846	296,200	296,271	279,237
Total deposits		252,962	246,172		252,962	250,976	260,565	260,893	246,172

<sup>(1)</sup> 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. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

## Global Wealth & Investment Management Key Indicators

(Dollars in millions, except as noted)														
		Nine Moi Septei				Third Quarter		Second Quarter		First Quarter		Fourth Quarter		Third Quarter
		2016	_	2015	_	2016	_	2016	_	2016	_	2015	_	2015
Revenue by Business														
Merrill Lynch Global Wealth Management	\$	10,886	\$	11,235	\$	3,617	\$	3,602	\$	3,667	\$	3,692	\$	3,683
U.S. Trust		2,300		2,268		761		762		777		763		752
Other (1)		87	_	53		1	_	61	_	25	_	23	_	18
Total revenue, net of interest expense (FTE basis)	<u>s</u>	13,273	\$	13,556	\$	4,379	\$	4,425	\$	4,469	\$	4,478	\$	4,453
Client Balances by Business, at period end														
Merrill Lynch Global Wealth Management	\$	2,089,683	\$	1,943,798	\$	2,089,683	\$	2,026,392	\$	1,998,145	\$	1,986,502	\$	1,943,798
U.S. Trust		400,538		375,751		400,538		393,089		390,262		388,604		375,751
Other(1)		_		78,110		_		_		77,751		82,929		78,110
Total client balances	\$	2,490,221	\$	2,397,659	\$	2,490,221	\$	2,419,481	\$	2,466,158	\$	2,458,035	\$	2,397,659
Client Balances by Type, at period end														
Long-term assets under management(2)	\$	871,026	\$	798,887	\$	871,026	\$	832,394	\$	812,916	\$	817,938	\$	798,887
Liquidity assets under management(3)		_		78,106		_				77,747		82,925		78,106
Assets under management		871,026		876,993		871,026		832,394		890,663		900,863		876,993
Brokerage assets		1,095,635		1,026,355		1,095,635		1,070,014		1,056,752		1,040,938		1,026,355
Assets in custody		122,804		109,196		122,804		120,505		115,537		113,239		109,196
Deposits		252,962		246,172		252,962		250,976		260,565		260,893		246,172
Loans and leases (4)		147,794		138,943		147,794		145,592		142,641		142,102		138,943
Total client balances	\$	2,490,221	\$	2,397,659	\$	2,490,221	\$	2,419,481	\$	2,466,158	\$	2,458,035	\$	2,397,659
Assets Under Management Rollforward														
Assets under management, beginning balance	\$	900,863	\$	902,872	\$	832,394	\$	890,663	\$	900,863	\$	876,993	\$	930,360
Net long-term client flows		19,638		27,695		10,182		10,055		(599)		6,746		4,448
Net liquidity client flows		(7,990)		1,320		_		(4,170)		(3,820)		4,813		(3,210)
Market valuation/other		(41,485)		(54,894)		28,450		(64,154)		(5,781)		12,311		(54,605)
Total assets under management, ending balance	\$	871,026	\$	876,993	\$	871,026	\$	832,394	\$	890,663	\$	900,863	\$	876,993
Associates, at period end (5, 6)														
Number of financial advisors		16,731		16,522		16,731		16,664		16,671		16,687		16,522
Total wealth advisors, including financial advisors		18,248		17,967		18,248		18,159		18,111		18,131		17,967
Total client-facing professionals, including financial advisors and wealth advisors		20,683		20,446		20,683		20,564		20,573		20,605		20,446
Merrill Lynch Global Wealth Management Metric <sup>(6)</sup>														
Financial advisor productivity $(7)$ (in thousands)	\$	984	\$	1,033	\$	983	\$	984	\$	984	\$	996	\$	1,007
U.S. Trust Metric, at period end <sup>(6)</sup>														
Client-facing professionals		2,223		2,182		2,223		2,229		2,188		2,186		2,182

<sup>(1)</sup> Includes the results of BofA Global Capital Management, the cash management division of Bank of America, and certain administrative items. BofA Global Capital Management's assets under management were sold during the three months ended June 30, 2016.
(2) Defined as assets under advisory and discretion of GWIM in which the duration of the investment strategy is longer than one

year.

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

one year.

(4) Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance

Sheet.

(5) Includes financial advisors in the Consumer Banking segment of 2,179, 2,248, 2,259, 2,187 and 2,050 at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015,

respectively.

(6) Headcount computation is based upon full-time equivalents.

(7) Financial advisor productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain ALM activities, divided by the total number of financial advisors (excluding financial advisors in the Consumer Banking segment)

# **Global Banking Segment Results**

(Dollars in millions)		Nine Months Ended												
		Septer 2016				Third Quarter 2016		Second Quarter 2016	First Quarter 2016		Fourth Quarter 2015			Third Quarter 2015
Net interest income (FTE basis)	s	7,439	\$	6,788	\$	2,470	\$	2,424	\$	2,545	\$	2,456	\$	2,315
Noninterest income:														
Service charges		2,284		2,184		780		759		745		730		746
Investment banking fees		2,230		2,381		795		799		636		729		752
All other income		1,943		1,707		703		712		528		646		523
Total noninterest income		6,457		6,272		2,278		2,270		1,909		2,105		2,021
Total revenue, net of interest expense (FTE basis)		13,896		13,060		4,748		4,694		4,454		4,561		4,336
Provision for credit losses		870		454		118		199		553		232		181
Noninterest expense		6,449		6,396		2,151		2,126		2,172		2,085		2,161
Income before income taxes (FTE basis)		6,577		6,210		2,479		2,369		1,729		2,244		1,994
Income tax expense (FTE basis)		2,435		2,286		926		873		636		828		716
Net income	\$	4,142	\$	3,924	\$	1,553	\$	1,496	\$	1,093	\$	1,416	\$	1,278
Net interest yield (FTE basis)		2.88 %		2.89%		2.83 %		2.81%		3.00%		2.93%		2.87%
Return on average allocated capital <sup>(1)</sup>		15		15		17		16		12		16		14
Efficiency ratio (FTE basis)		46.41		48.97		45.30		45.29		48.77		45.72		49.86
Balance Sheet														
Average														
Total loans and leases	s	332,474	\$	298,923	\$	334,363	\$	334,396	\$	328,643	\$	318,699	\$	308,710
Total earnings assets (2)		345,406		314,580		347,462		347,347		341,386		332,022		320,307
Total assets (2)		394,402		364,659		395,423		395,997		391,774		381,887		370,246
Total deposits		300,732		290,327		306,198		298,805		297,134		307,806		296,321
Allocated capital (1)		37,000		35,000		37,000		37,000		37,000		35,000		35,000
Period end														
Total loans and leases	\$	334,120	\$	313,596	\$	334,120	\$	334,838	\$	333,604	\$	323,687	\$	313,596
Total earnings assets (2)		349,993		325,685		349,993		348,935		345,355		334,766		325,685
Total assets (2)		397,795		376,379		397,795		397,566		394,736		386,132		376,379
Total deposits		301,061		297,644		301,061		304,577		298,072		296,162		297,644

<sup>(1)</sup> 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. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

### **Global Banking Key Indicators**

(Dollars in millions)														
		Nine Mon Septen				Third Quarter		Second Quarter	First Quarter			Fourth Quarter		Third Quarter
		2016	_	2015		2016		2016		2016	_	2015		2015
Investment Banking fees (1)														
Advisory (2)	\$	913	\$	999	\$	295	\$	313	\$	305	\$	355	\$	365
Debt issuance		1,060		1,031		405		390		265		265		325
Equity issuance	<u></u>	257	_	351	_	95	_	96	_	66	_	109	_	62
Total Investment Banking fees <sup>(3)</sup>	<u>\$</u>	2,230	\$	2,381	<u>\$</u>	795	\$	799	\$	636	\$	729	\$	752
Business Lending														
Corporate	s	3,269	\$	2,925	S	1,113	\$	1,102	\$	1,054	\$	1,056	\$	983
Commercial		3,129		2,891		1,069		1,051		1,009		1,077		978
Business Banking		280	_	269		91	_	92	_	97	_	83		91
Total Business Lending revenue	<u>\$</u>	6,678	\$	6,085	<u>s</u>	2,273	\$	2,245	\$	2,160	\$	2,216	\$	2,052
Global Transaction Services														
Corporate	\$	2,171	\$	2,063	s	741	\$	715	\$	715	\$	730	\$	705
Commercial		2,036		1,955		671		663		702		694		668
Business Banking	<u> </u>	549		515		182		180	_	187	_	188		179
Total Global Transaction Services revenue	<u>s</u>	4,756	\$	4,533	\$	1,594	\$	1,558	\$	1,604	\$	1,612	\$	1,552
Average deposit balances														
Interest-bearing	s	69,319	\$	65,478	s	72,442	\$	69,761	\$	65,719	\$	66,227	\$	64,960
Noninterest-bearing		231,413		224,849		233,756		229,044		231,415		241,579		231,361
Total average deposits	<u>\$</u>	300,732	\$	290,327	\$	306,198	\$	298,805	\$	297,134	\$	307,806	\$	296,321
Loan spread		1.64 %		1.66%		1.63 %		1.62%		1.67%		1.62%		1.63 %
Provision for credit losses	s	870	\$	454	s	118	\$	199	\$	553	\$	232	\$	181
Credit quality (4,5)														
Reservable utilized criticized exposure	s	15,460	\$	11,243	s	15,460	\$	16,544	\$	16,923	\$	14,397	\$	11,243
		4.31 %		3.32%		4.31%		4.59%		4.73%		4.13%		3.32%
Nonperforming loans, leases and foreclosed properties	s	1,800	\$	898	s	1,800	\$	1,450	\$	1,316	\$	935	\$	898
		0.54 %		0.29%		0.54%		0.43 %		0.40%		0.29%		0.29 %
Average loans and leases by product														
U.S. commercial	s	188,984	\$	166,252	s	190,032	\$	190,273	\$	186,634	\$	179,224	\$	171,771
Commercial real estate		48,913		44,395		48,714		49,120		48,908		48,521		46,904
Commercial lease financing		22,066		20,597		22,231		21,891		22,074		21,467		21,074
Non-U.S. commercial		72,505		67,663		73,384		73,105		71,015		69,472		68,947
Other		6		16		2		7		12		15		14
Total average loans and leases	\$	332,474	\$	298,923	\$	334,363	\$	334,396	\$	328,643	\$	318,699	\$	308,710
Total Corporation Investment Banking fees														
Advisory (2)	\$	1,007	\$	1,095	s	328	\$	333	\$	346	\$	408	\$	391
Debt issuance		2,466		2,416		908		889		669		617		748
Equity issuance	_	681		950		261		232		188		286		188
Total investment banking fees including self-led deals		4,154		4,461		1,497		1,454		1,203		1,311		1,327
Self-led deals		(135)		(161)		(39)		(46)		(50)		(39)		(40)

<sup>(1)</sup> Investment banking fees represent total investment banking fees folGlobal Banking inclusive of self-led deals and fees included within Business

Lending.

(2) Advisory includes fees on debt and equity advisory and mergers and

acquisitions.

(3) Investment banking fees represent only the fee component in Global Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing

<sup>(</sup>s) Investment banking fees represent only the fee component inGlobal Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.

(d) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

(5) Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

		Nine Months Ended	September 30, 2016	
	Gle	obal	ι	J.S.
	Product Ranking	Market Share	Product Ranking	Market Share
Net investment banking revenue	3	6.2 %	3	9.1%
Announced mergers and acquisitions	4	16.4	4	22.3
Equity capital markets	4	5.0	3	10.6
Debt capital markets	3	5.8	3	9.3
High-yield corporate debt	2	8.9	2	9.9
Leveraged loans	1	8.6	1	11.2
Mortgage-backed securities	2	11.5	3	12.4
Asset-backed securities	3	7.8	4	10.8
Convertible debt	8	3.9	5	6.4
Common stock underwriting	4	5.1	3	11.3
Investment-grade corporate debt	2	5.8	2	10.6
Syndicated loans	2	9.7	2	13.3

- Source: Dealogic data as of October 3, 2016. Figures above include self-led transactions.
   Rankings based on deal volumes except 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 to all investment banks advising either side of the
- transaction.

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

### **Highlights**

#### Global top 3 rankings in:

High-yield corporate debt	Investment-grade corporate debt
Leveraged loans	Syndicated loans
Mortgage-backed securities	Debt capital markets

Asset-backed securities

#### U.S. top 3 rankings in:

C.S. top 5 runkings in.	
High-yield corporate debt	Investment-grade corporate debt
Leveraged loans	Syndicated loans
Mortgage-backed securities	Equity capital markets
Common stock underwriting	Debt capital markets

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

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

U.S.: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Common stock underwriting, Investment-grade corporate debt, Syndicated loans, Equity capital markets, Debt capital markets

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

# **Global Markets Segment Results**

(Dollars in millions)														
		Nine Mon Septen		0		Third Quarter		Second Quarter		First Quarter		Fourth Quarter		Third Quarter
	_	2016	-	2015	-	2016	_	2016	_	2016	-	2015	_	2015
Net interest income (FTE basis)	\$	3,391	\$	3,059	S	1,119	\$	1,088	\$	1,184	\$	1,132	\$	1,094
Noninterest income:														
Investment and brokerage services		1,583		1,703		490		525		568		518		574
Investment banking fees		1,742		1,869		645		603		494		532		521
Trading account profits		5,401		5,312		1,934		1,872		1,595		797		1,471
All other income (loss)		501		(47)		171	_	220	_	110		138		90
Total noninterest income		9,227		8,837		3,240		3,220		2,767		1,985		2,656
Total revenue, net of interest expense (FTE basis) <sup>(1)</sup>		12,618		11,896		4,359		4,308		3,951		3,117		3,750
Provision for credit losses		23		69		19		(5)		9		30		42
Noninterest expense	_	7,690		8,606		2,658		2,581		2,451		2,768		2,697
Income before income taxes (FTE basis)		4,905		3,221		1,682		1,732		1,491		319		1,011
Income tax expense (FTE basis)		1,746	_	968	_	608	_	619	_	519	_	149		211
Net income	\$	3,159	\$	2,253	\$	1,074	\$	1,113	\$	972	\$	170	\$	800
Return on average allocated capital <sup>(2)</sup>		11 %		9%		12%		12%		11%		2 %		9%
Efficiency ratio (FTE basis)		60.94		72.34		60.94		59.95		62.02		88.76		71.93
Balance Sheet														
Average														
Total trading-related assets(3)	\$	411,469	\$	439,003	\$	415,417	\$	411,285	\$	407,661	\$	415,856	\$	431,172
Total loans and leases		69,315		61,625		69,043		69,620		69,283		68,835		66,349
Total earning assets (3)		421,221		434,004		422,636		422,815		418,198		419,977		436,809
Total assets		582,006		596,568		584,069		580,701		581,226		586,606		594,142
Total deposits		34,409		38,376		32,840		34,518		35,886		37,175		36,818
Allocated capital (2)		37,000		35,000		37,000		37,000		37,000		35,000		35,000
Period end														
Total trading-related assets <sup>(3)</sup>	\$	417,517	\$	407,086	s	417,517	\$	405,037	\$	408,223	\$	373,926	\$	407,086
Total loans and leases		72,144		70,159		72,144		70,766		73,446		73,208		70,159
Total earning assets (3)		435,112		418,519		435,112		416,325		422,268		384,046		418,519
Total assets		595,165		576,461		595,165		577,428		581,150		548,790		576,461
Total deposits		31,692		35,943		31,692		33,506		34,403		37,038		35,943
Trading-related assets (average)														
Trading account securities	\$	183,928	\$	195,775	\$	185,785	\$	178,047	\$	187,931	\$	195,275	\$	196,685
Reverse repurchases		89,218		109,219		89,435		92,805		85,411		86,553		103,312
Securities borrowed		86,159		78,520		87,872		89,779		80,807		82,385		75,786
Derivative assets		52,164		55,489		52,325		50,654		53,512		51,643		55,389
	<u> </u>	411,469	_	439,003		415,417	S	411,285	_	407,661	_		\$	431,172

<sup>(1)</sup> Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue

<sup>(2)</sup> 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. Other companies may define or calculate these measures differently.

(3) Trading-related assets include derivative assets, which are considered non-earning assets.

### **Global Markets Key Indicators**

(Dollars in millions)				_								
	Nine Months Ended September 30			Third Quarter	Second Quarter		First Quarter		Fourth Quarter		Third Quarter	
		2016	 2015		2016		2016		2016		2015	2015
Sales and trading revenue <sup>(1)</sup>												
Fixed income, currency and commodities	\$	7,507	\$ 6,307	\$	2,646	\$	2,456	\$	2,405	\$	1,561	\$ 2,010
Equities		3,072	3,462		954		1,081		1,037		874	1,148
Total sales and trading revenue	\$	10,579	\$ 9,769	\$	3,600	\$	3,537	\$	3,442	\$	2,435	\$ 3,158
Sales and trading revenue, excluding net debit valuation adjustment <sup>(2)</sup>												
Fixed income, currency and commodities	\$	7,647	\$ 6,881	\$	2,767	\$	2,615	\$	2,265	\$	1,751	\$ 1,992
Equities		3,069	3,476		960		1,086		1,023		882	1,154
Total sales and trading revenue, excluding net debit valuation adjustment	\$	10,716	\$ 10,357	\$	3,727	\$	3,701	\$	3,288	\$	2,633	\$ 3,146
Sales and trading revenue breakdown												
Net interest income	\$	3,094	\$ 2,786	\$	1,024	\$	991	\$	1,079	\$	1,030	\$ 1,003
Commissions		1,561	1,686		485		517		559		510	568
Trading		5,400	5,310		1,934		1,871		1,595		796	1,470
Other		524	(13)		157		158		209		99	117
Total sales and trading revenue	\$	10,579	\$ 9,769	\$	3,600	\$	3,537	\$	3,442	\$	2,435	\$ 3,158

<sup>(1)</sup> Includes Global Banking sales and trading revenue of \$36 million and \$295 million for the nine months ended September 30, 2016 and 2015 \$56 million, \$121 million and \$160 million for the third, second and first quarters of 2016, and \$127 million and \$86 million for the fourth and third quarters of 2015, respectively.

and 586 million to the routin and unit quarters of 2013, respectively.

(2) For this presentation, sales and trading revenue excludes net debit valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities for all periods. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

### All Other Results (1)

(Dollars in millions)										
	_		nths Er mber 3	0	Third Quarter	Second Quarter	First Quarter		Fourth Quarter	Third Quarter
	_	2016		2015	 2016	 2016	 2016	_	2015	 2015
Net interest income (FTE basis)	\$	505	\$	809	\$ 156	\$ 219	\$ 130	\$	(352)	\$ 265
Noninterest income:										
Card income		145		201	46	55	44		59	68
Mortgage banking income		577		978	291	44	242		44	115
Gains on sales of debt securities		490		875	51	249	190		251	436
All other loss		(747)		(841)	(135)	 (280)	 (332)		(363)	 (185)
Total noninterest income		465		1,213	 253	 68	 144		(9)	 434
Total revenue, net of interest expense (FTE basis)		970		2,022	409	287	274		(361)	699
Provision for credit losses		(71)		130	8	42	(121)		(151)	62
Noninterest expense		4,505		4,197	1,044	1,084	2,377		1,023	900
Loss before income taxes (FTE basis)	_	(3,464)		(2,305)	(643)	(839)	(1,982)		(1,233)	(263)
Income tax benefit (FTE basis)		(1,982)		(1,823)	(461)	(633)	(888)		(572)	(415)
Net income (loss)	\$	(1,482)	\$	(482)	\$ (182)	\$ (206)	\$ (1,094)	\$	(661)	\$ 152
Balance Sheet										
Average										
Total loans and leases	s	111,611	\$	150,708	\$ 105,298	\$ 111,552	\$ 118,051	\$	126,102	\$ 134,948
Total assets (2)		253,981		302,777	246,541	256,795	258,688		295,712	306,946
Total deposits		28,028		25,263	28,628	28,690	26,757		26,019	26,125
Period end										
Total loans and leases	\$	102,639	\$	127,521	\$ 102,639	\$ 107,794	\$ 113,782	\$	122,198	\$ 127,521
Total assets (3)		225,312		295,727	225,312	256,656	247,342		267,667	295,727
Total deposits		29,150		24,624	29,150	27,575	26,421		25,334	24,624

<sup>(1)</sup> All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, 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 our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments.

(2) Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity 649.75 billion and \$459.8 billion for thenime months ended September 30, 2016 and 2015 \$500.4 billion, \$499.5 billion, \$449.8 billion for the fundation of segments (excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity 6508.5 billion, \$492.3 billion, \$489.0 billion and \$461.9 bi

#### **Outstanding Loans and Leases**

(Dollars in millions)						
	Sep	otember 30 2016	une 30 2016	Se	ptember 30 2015	
Consumer						
Residential mortgage (1)	s	187,968	\$ 185,943	\$	187,939	
Home equity		68,997	71,587		78,030	
U.S. credit card		88,789	88,103		88,339	
Non-U.S. credit card		9,258	9,380		10,066	
Direct/Indirect consumer (2)		93,294	92,746		87,314	
Other consumer (3)		2,389	2,284		2,012	
Total consumer loans excluding loans accounted for under the fair value option		450,695	450,043		453,700	
Consumer loans accounted for under the fair value option <sup>(4)</sup>		1,768	1,844		1,944	
Total consumer		452,463	 451,887		455,644	
Commercial						
U.S. commercial (5)		280,096	276,587		257,032	
Commercial real estate(6)		57,303	57,612		55,629	
Commercial lease financing		21,309	21,203		20,067	
Non-U.S. commercial		87,497	89,048		88,470	
Total commercial loans excluding loans accounted for under the fair value option		446,205	444,450		421,198	
Commercial loans accounted for under the fair value option <sup>(4)</sup>	<u></u>	6,340	6,816		5,234	
Total commercial		452,545	451,266		426,432	
Total loans and leases (7)	s	905,008	\$ 903,153	\$	882,076	

<sup>(1)</sup> Includes pay option loans of \$1.9 billion, \$2.1 billion and \$2.4 billion and \$2.4 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. The Corporation no longer originates pay option

loans.

(2) Includes auto and specialty lending loans of \$47.8 billion, \$47.0 billion and \$41.7 billion, and \$41.7 billion, and \$41.7 billion, specialty lending loans of \$40.1 billion, \$40.1 billion, \$40.1 billion, \$40.1 billion, \$40.1 billion, and \$3.9 billion, non-U.S. consumer loans of \$3.1 billion, \$1.1 billion and \$3.9 billion, \$3.4 billion and \$3.9 billion and \$3.9 billion and \$3.0 billion, \$3.1 billion, \$3.1 billion and \$3.9 billion and \$3.0 billio

<sup>(</sup>s) Includes consumer thance loans of \$489 million, \$512 million and \$527 million, \$612 million, \$612 million, \$612 million, \$613 million, \$612 million, \$612 million, \$613 million, \$612 million, \$613 million, \$613 million, \$613 million, \$614 million, \$61

<sup>2015.

(</sup>b) Includes U.S. commercial real estate loans o\$53.9 billion, \$54.3 billion and \$51.8 billion and non-U.S. commercial real estate loans o\$3.4 billion, at September 30, 2016, June 30, 2016 and September 30, 2015,

respectively.

(7) Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For September 30, 2015, \$5.6 billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other noninterest income and other general operating expense on the Consolidated Statement of Income.

# **Quarterly Average Loans and Leases by Business Segment and All Other**

(Dollars in millions)						
	Total	Consumer	Third Qua	Global	Global	All
	Corporation	Banking	GWIM	Banking	Markets	Other
Consumer						
Residential mortgage	\$ 188,234	\$ 49,919	\$ 61,032	s —	s —	\$ 77,283
Home equity	70,603	46,603	5,090	_	342	18,568
U.S. credit card	88,210	85,170	3,039	_	_	1
Non-U.S. credit card	9,256	_	_	_	_	9,256
Direct/Indirect consumer	92,870	48,099	44,242	1	_	528
Other consumer	2,358	1,850	4	1		503
Total consumer	451,531	231,641	113,407	2	342	106,139
Commercial						
U.S. commercial	276,833	17,019	27,045	190,032	42,367	370
Commercial real estate	57,606	23	2,727	48,714	6,063	79
Commercial lease financing	21,194	23	3	22,231	248	(1,288)
Non-U.S. commercial	93,430	_	25	73,384	20,023	(2)
Total commercial	449,063	17,042	29,800	334,361	68,701	(841)
Total loans and leases	\$ 900,594	\$ 248,683	\$ 143,207	\$ 334,363	\$ 69,043	\$ 105,298
	<del></del>	·	= =====================================	-		
	Total	Consumer	Second Qu	Global	Global	All
	Corporation	Banking	GWIM	Banking	Markets	Other
Consumer						
Residential mortgage	\$ 186,752	\$ 45,888	\$ 59,216	\$ 2	s —	\$ 81,646
Home equity	73,141	47,795	5,276	1	347	19,722
U.S. credit card	86,705	83,692	3,012	_	_	1
Non-U.S. credit card	9,988	_	_	_	_	9,988
Direct/Indirect consumer	91,643	46,853	44,243	3	_	544
Other consumer	2,220	1,681	8	1		530
Total consumer	450,449	225,909	111,755	7	347	112,431
Commercial						
U.S. commercial	276,640	16,989	26,878	190,273	42,180	320
Commercial real estate	57,772	22	2,506	49,120	6,026	98
Commercial lease financing	20,874	_	3	21,891	288	(1,308)
Non-U.S. commercial	93,935	1	39	73,105	20,779	11
Total commercial	449,221	17,012	29,426	334,389	69,273	(879)
Total loans and leases	\$ 899,670	\$ 242,921	\$ 141,181	\$ 334,396	\$ 69,620	\$ 111,552
			Third Qua	arter 2015		
	Total Corporation	Consumer Banking	GWIM	Global Banking	Global Markets	All Other
Consumer				Damang	- Marketo	- Cuite
Residential mortgage	\$ 193,791	\$ 37,851	\$ 55,279	\$ 5	s –	\$ 100,656
Home equity	79,715	50,068	5,838	4	209	23,596
U.S. credit card	88,201	85,163	3,038	_	_	
Non-U.S. credit card	10,244	_		_	_	10,244
Direct/Indirect consumer	85,975	41,860	43,469	4	(13)	655
Other consumer	1,980	1,367	5	1	(1)	608
Total consumer	459,906	216,309	107,629	14	195	135,759
Total Consumer						
Commercial						
U.S. commercial	251,908	16,772	24,343	171,771	38,649	373
Commercial real estate	53,605	22	2,110	46,904	4,427	142
Commercial lease financing	20,013	_	4	21,074	311	(1,376)
Non-U.S. commercial	91,997		233	68,947	22,767	50
Total commercial	417,523	16,794	26,690	308,696	66,154	(811)
Total loans and leases	\$ 877,429	\$ 233,103	\$ 134,319	\$ 308,710	\$ 66,349	\$ 134,948

# Commercial Credit Exposure by Industry (1, 2, 3, 4)

(Dollars in millions)

			Com	nercial Utilized				Total Commercial Committed					
	Se	eptember 30 2016		June 30 2016	S	eptember 30 2015	Se	ptember 30 2016		June 30 2016	Se	ptember 30 2015	
Diversified financials	\$	76,639	\$	78,799	\$	75,761	\$	122,795	\$	122,504	\$	119,248	
Real estate <sup>(5)</sup>		61,522		61,539		60,927		84,057		84,543		82,983	
Healthcare equipment and services		37,553		37,483		33,478		65,780		67,494		56,728	
Retailing		40,633		39,934		38,080		63,782		63,589		63,931	
Capital goods		34,364		34,866		31,985		63,478		63,171		58,400	
Government and public education		45,244		45,956		43,969		54,600		55,019		51,425	
Banking		39,533		44,002		44,302		46,644		50,437		51,638	
Materials		23,135		23,373		23,753		44,508		44,607		45,943	
Consumer services		26,778		25,656		23,091		41,982		40,132		36,215	
Food, beverage and tobacco		19,771		20,594		17,867		39,181		41,495		35,221	
Energy		19,741		21,220		21,779		38,746		40,467		46,089	
Commercial services and supplies		23,830		21,335		18,550		38,202		33,818		32,056	
Utilities		12,408		12,868		11,071		28,154		28,426		26,751	
Transportation		20,428		20,117		18,997		27,760		27,392		27,491	
Media		13,171		13,137		12,667		25,587		25,101		23,993	
Pharmaceuticals and biotechnology		6,037		6,389		5,448		25,162		16,202		16,715	
Individuals and trusts		16,775		16,397		17,467		22,341		21,638		22,538	
Technology hardware and equipment		8,564		7,492		6,957		19,965		19,185		14,798	
Software and services		8,193		7,990		7,566		18,344		18,380		18,287	
Automobiles and components		5,252		5,414		4,108		12,897		12,447		10,492	
Insurance, including monolines		6,041		5,395		4,587		12,250		10,670		10,611	
Telecommunication services		5,952		5,352		4,373		11,372		12,092		9,953	
Consumer durables and apparel		5,804		5,635		5,907		10,965		10,390		10,657	
Food and staples retailing		4,899		4,827		3,917		8,848		8,890		7,410	
Religious and social organizations		4,662		4,619		4,718		6,429		6,373		6,269	
Other		5,886		7,307		7,631		13,093		14,196		16,286	
Total commercial credit exposure by industry	s	572,815	\$	577,696	\$	548,956	\$	946,922	\$	938,658	\$	902,128	
Net credit default protection purchased on total commitments(6)							\$	(4,586)	\$	(5,396)	\$	(6,494	

<sup>(1)</sup> Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of \$44.6 billion, \$50.7 billion and \$46.2 billion at September 30, 2016, June 30, 2016 and September 30, 2016, June 30, 2016 and September 30, 2016, June 30, 2015, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$22.7 billion, \$24.5 billion and \$24.1 billion which consists primarily of other marketable securities aceptember 30, 2016, June 30, 2016 and September 30, 2015, respectively.

(3) Includes U.S. small business commercial exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of \$7.4 billion, \$7.8 billion and \$240.0 billion and September 30, 2016, June 30, 2016 and September 30, 2016, June 30,

exposure.

<sup>(4)</sup> Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial institutions \$\mathbb{M}\mathbb{Z}\mathcal{L}\mathbb{E}\mathbb{I

<sup>2016</sup> and September 30, 2015, respectively.

(5) Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and

primary source of repayment as key factors.

(6) Represents net notional credit protection purchased.

	September 30 2016	June 30 2016
Less than or equal to one year	53 %	52%
Greater than one year and less than or equal to five years	44	45
Greater than five years	3	3
Total net credit default protection	100 %	100 %

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown in this table.

# Net Credit Default Protection by Credit Exposure Debt Rating (1)

		September 30	), 2016	June 30, 2016					
Ratings (2, 3)	N	Net Notional (4) Percent of Total		Net Notional (4)	Percent of Total				
A	s	(393)	8.6%	\$ (713)	13.2%				
BBB		(2,401)	52.4	(2,656)	49.2				
BB		(1,105)	24.1	(1,190)	22.1				
В		(632)	13.8	(794)	14.7				
CCC and below		(24)	0.5	(14)	0.3				
NR <sup>(5)</sup>		(31)	0.6	(29)	0.5				
Total net credit default protection	s	(4,586)	100.0%	(5,396)	100.0%				

<sup>(2)</sup> Ratings are refreshed on a quarterly

basis.

3) Ratings of BBB- or higher are considered to meet the definition of investment grade.

4) Represents net credit default protection purchased.

5) NR is comprised of index positions held and any names that have not been rated.

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

(Dollars in millions)	Funded Loans and Loan Equivalents <sup>(1)</sup>	Unfunded Loan Commitments	Net Counterparty Exposure <sup>(2)</sup>	re (2) Investments (3) 2016 Default Protection		Hedges and Credit Default Protection <sup>(4)</sup>	Net Country Exposure at September 30 2016 <sup>(5)</sup>	Increase (Decrease) from June 30 2016
United Kingdom	\$ 31,206	\$ 12,695	\$ 8,589	\$ 4,076	\$ 56,566	\$ (4,153)	\$ 52,413	\$ (3,897)
Germany	11,254	17,622	1,585	2,841	33,302	(4,316)	28,986	7,667
Canada	6,851	7,297	2,000	3,857	20,005	(1,560)	18,445	(1,924)
Japan	14,042	629	1,260	1,879	17,810	(1,833)	15,977	1,200
Brazil	9,378	293	765	4,196	14,632	(297)	14,335	(899)
France	3,317	4,813	2,553	6,165	16,848	(3,921)	12,927	(1,092)
China	8,428	733	1,106	1,661	11,928	(389)	11,539	(190)
India	6,033	319	415	2,390	9,157	(218)	8,939	(1,261)
Australia	3,962	2,648	362	1,809	8,781	(353)	8,428	(700)
Hong Kong	6,231	221	822	555	7,829	(32)	7,797	244
Netherlands	3,066	2,719	567	2,707	9,059	(1,389)	7,670	(363)
Switzerland	4,226	2,823	368	583	8,000	(1,301)	6,699	347
South Korea	4,200	682	781	1,451	7,114	(526)	6,588	(477)
Italy	2,896	893	748	1,430	5,967	(905)	5,062	238
Mexico	3,432	995	249	492	5,168	(228)	4,940	(527)
Singapore	2,472	144	727	1,657	5,000	(63)	4,937	(354)
United Arab Emirates	2,254	159	720	25	3,158	(116)	3,042	(451)
Turkey	2,899	48	65	14	3,026	(48)	2,978	(317)
Belgium	846	1,774	166	242	3,028	(416)	2,612	14
Spain	1,802	664	243	843	3,552	(1,004)	2,548	(54)
Total top 20 non-U.S. countries exposure	\$ 128,795	\$ 58,171	\$ 24,091	\$ 38,873	\$ 249,930	\$ (23,068)	\$ 226,862	\$ (2,796)

<sup>(1)</sup> Includes loans, leases, and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.

(2) Not counterparty exposure includes the fair value of derivatives, including the counterparty risk associated with credit default swaps, and secured financing transactions. Derivative exposures are presented net \$\text{\text{MST}}\$.1 billion in collateral, which is predominantly each, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of eligible cash or securities pledged as collateral. The notional amount of reverse repurchase transactions was \$84.4 billion. Counterparty exposure is not presented net of hedges or credit default protection.

(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.

(4) Represents credit default protection purchased, net of credit default protection sold, which is used to mitigate the Corporation's risk to country exposures as listed, consisting of net 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

### Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)										
	Sep	tember 30 2016		June 30 2016	1	March 31 2016	D	ecember 31 2015		tember 30 2015
Residential mortgage	\$	3,341	\$	3,592	\$	3,976	\$	4,803	\$	5,242
Home equity		2,982		3,085		3,244		3,337		3,429
Direct/Indirect consumer		26		27		26		24		25
Other consumer		1		1		1		1		1
Total consumer		6,350		6,705		7,247		8,165		8,697
U.S. commercial		1,439		1,349		1,236		867		836
Commercial real estate		60		84		91		93		108
Commercial lease financing		35		13		29		12		17
Non-U.S. commercial		400		144		165		158		56
		1,934		1,590		1,521		1,130		1,017
U.S. small business commercial		65		69		82		82		85
Total commercial		1,999		1,659		1,603		1,212		1,102
Total nonperforming loans and leases		8,349		8,364		8,850		9,377		9,799
Foreclosed properties (1)		388		435		431		459		537
Total nonperforming loans, leases and foreclosed properties <sup>(2, 3, 4)</sup>	\$	8,737	\$	8,799	\$	9,281	\$	9,836	\$	10,336
Fully-insured home loans past due 30 days or more and still accruing	\$	6,844	s	7,478	\$	8,207	\$	9,855	s	10,467
Consumer credit card past due 30 days or more and still accruing		1,584		1,517		1,590		1,721		1,662
Other loans past due 30 days or more and still accruing		3,093		2,994		3,219		3,603		3,415
Total loans past due 30 days or more and still accruing(3, 5, 6)	\$	11,521	\$	11,989	\$	13,016	\$	15,179	\$	15,544
Fully-insured home loans past due 90 days or more and still accruing	s	5,117	s	5,659	\$	6,334	\$	7,150	\$	7,616
Consumer credit card past due 90 days or more and still accruing		767		762		820		865		799
Other loans past due 90 days or more and still accruing	<u></u>	166		180		193		235		203
Total loans past due 90 days or more and still accruing(3, 5, 6)	\$	6,050	\$	6,601	\$	7,347	\$	8,250	\$	8,618
Nonperforming loans, leases and foreclosed properties/Total assets <sup>(7)</sup>		0.40 %		0.40%		0.43 %		0.46%		0.48%
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(7)</sup>		0.97		0.98		1.04		1.10		1.18
Nonperforming loans and leases/Total loans and leases <sup>(7)</sup>		0.93		0.94		0.99		1.05		1.12
Commercial utilized reservable criticized exposure(8)	\$	16,938	\$	18,087	\$	18,577	\$	15,896	\$	13,028
$Commercial\ utilized\ reservable\ criticized\ exposure/Commercial\ utilized\ reservable\ exposure^{(8)}$		3.52 %		3.76%		3.87%		3.38%		2.85 %
Total commercial utilized criticized exposure/Commercial utilized exposure(8)		3.38		3.72		3.82		3.28		2.93

in general, other consumer and commercial loans not secured by real estate.

(3) Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

(4)	Balances do not include the following:		ember 30 2016	June 30 2016	March 31 2016	I	December 31 2015	Se	eptember 30 2015
	Nonperforming loans held-for-sale	s	323	\$ 223	\$ 265	\$	227	\$	274
	Nonperforming loans accounted for under the fair value option		293	302	312		306		321
	Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010		27	38	36		38		49

<sup>(5)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$18 million, \$3 million, \$3 million, \$24 million and \$73 million, \$120 mill

<sup>(1)</sup> Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally FHA-insured loans, that entered foreclosure of \$1.3 billion, \$1.4 billion, \$1.4 billion and \$1.3 billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.
(2) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and

properties.

(7) Total assets and total loans and leases do not include loans accounted for under the fair value option d88.1 billion, \$8.7 billion, \$8.2 billion, \$6.9 billion and \$7.2 billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

(8) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option

and other nonreservable exposure.

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

		Third Quarter	Second Quarter	(	First Quarter	Fourth Quarter		Third Quarter
		2016	2016		2016	 2015		2015
Nonperforming Consumer Loans and Leases:								
Balance, beginning of period	\$	6,705	\$ 7,247	\$	8,165	\$ 8,697	\$	9,575
Additions to nonperforming loans and leases:								
New nonperforming loans and leases		831	799		951	1,027		1,029
Reductions to nonperforming loans and leases:								
Paydowns and payoffs		(220)	(252)		(133)	(214)		(262)
Sales		(237)	(271)		(823)	(314)		(447)
Returns to performing status <sup>(2)</sup>		(383)	(396)		(441)	(490)		(722)
Charge-offs (3)		(279)	(334)		(395)	(450)		(375)
Transfers to foreclosed properties		(67)	(88)		(77)	(91)		(101)
Total net reductions to nonperforming loans and leases		(355)	(542)		(918)	(532)		(878)
Total nonperforming consumer loans and leases, end of period		6,350	6,705		7,247	8,165		8,697
Foreclosed properties		372	416		421	 444		479
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$	6,722	\$ 7,121	\$	7,668	\$ 8,609	\$	9,176
Nonperforming consumer loans, leases and foreclosed properties, end of period  Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period	s	1,659	\$ 7,121 \$ 1,603	\$	7,668	\$ 1,102	\$ \$	9,176
Nonperforming Commercial Loans and Leases (4):	_	· ·						
Nonperforming Commercial Loans and Leases (4): Balance, beginning of period	_	· ·						
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:	_	1,659	\$ 1,603		1,212	1,102		1,172
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases	_	1,659 890	\$ 1,603		1,212 697	1,102		1,172
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances	_	1,659 890	\$ 1,603		1,212 697	1,102		1,172
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:	_	1,659 890 2	\$ 1,603 489 2		1,212 697 9	1,102 456 8		1,172 205 11
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns	_	1,659 890 2 (267)	\$ 1,603 489 2		1,212 697 9	1,102 456 8 (133)		1,172 205 11
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales	_	1,659  890 2  (267) (73)	\$ 1,603 489 2 (211) (87)		1,212 697 9 (120) (6)	1,102 456 8 (133) (27)		1,172 205 11 (145)
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales  Return to performing status(5)	_	1,659  890 2  (267) (73) (101)	\$ 1,603 489 2 (211) (87) (29)		1,212 697 9 (120) (6) (47)	1,102 456 8 (133) (27) (32)		1,172 205 11 (145) — (47)
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales  Return to performing status (5)  Charge-offs	_	1,659  890 2  (267) (73) (101) (102)	\$ 1,603 489 2 (211) (87) (29) (106)		1,212 697 9 (120) (6) (47)	1,102 456 8 (133) (27) (32)		1,172 205 11 (145) — (47) (93)
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales  Return to performing status (5)  Charge-offs  Transfers to foreclosed properties	_	1,659  890 2  (267) (73) (101) (102)	\$ 1,603 489 2 (211) (87) (29) (106)		1,212 697 9 (120) (6) (47)	1,102 456 8 (133) (27) (32)		1,172 205 11 (145) — (47) (93)
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales  Return to performing status(5)  Charge-offs  Transfers to foreclosed properties  Transfers to loans held-for-sale	_	1,659  890 2  (267) (73) (101) (102) — (9)	\$ 1,603 489 2 (211) (87) (29) (106) (2) —		1,212 697 9 (120) (6) (47) (142)	1,102  456 8  (133) (27) (32) (162) —		1,172  205  11  (145)  —  (47)  (93)  (1) —
Nonperforming Commercial Loans and Leases (4):  Balance, beginning of period  Additions to nonperforming loans and leases:  New nonperforming loans and leases  Advances  Reductions to nonperforming loans and leases:  Paydowns  Sales  Return to performing status (5)  Charge-offs  Transfers to foreclosed properties  Transfers to loans held-for-sale  Total net additions (reductions) to nonperforming loans and leases	_	1,659  890 2  (267) (73) (101) (102) — (9) 340	\$ 1,603 489 2 (211) (87) (29) (106) (2) — 56		1,212 697 9 (120) (6) (47) (142) —	1,102  456 8  (133) (27) (32) (162)  — — — — — — — — — — — — — — — — — —		1,172  205  11  (145)  — (47)  (93)  (1) — (70)

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes tNonperforming Loans, Leases and Foreclosed Properties table on

page 37.

(2) Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.

(3) Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and, accordingly, are excluded from this table.

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

nonperforming.

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

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

(Dollars in millions)													,
		Th Qua 20	rter	 Qu	cond arter 016		Qı	First uarter 2016		Qu	ourth narter 015	Thii Quar 201	ter
Net Charge-offs	A	mount	Percent	Amount	Percent		Amount	Percent	Amount		Percent	Amount	Percent
Residential mortgage (3)	\$	4	0.01 %	\$ 34	0.07	%	\$ 91	0.20 %	\$	73	0.15%	\$ 26	0.05 %
Home equity		97	0.55	126	0.70		112	0.60		193	0.99	120	0.60
U.S. credit card		543	2.45	573	2.66		587	2.71		563	2.52	546	2.46
Non-U.S. credit card		43	1.83	46	1.85		45	1.85		46	1.78	47	1.83
Direct/Indirect consumer		34	0.14	23	0.10		34	0.15		29	0.13	25	0.12
Other consumer		57	9.74	47	8.40		48	9.07		54	10.63	57	11.21
Total consumer		778	0.69	 849	0.76		917	0.82		958	0.84	 821	0.71
U.S. commercial (4)		62	0.10	28	0.04		65	0.10		81	0.13	52	0.09
Commercial real estate		(23)	(0.16)	(2)	(0.01)		(6)	(0.04)		4	0.03	(10)	(0.08)
Commercial lease financing		6	0.11	15	0.30		(2)	(0.05)		1	0.02	3	0.07
Non-U.S. commercial		10	0.04	45	0.20		42	0.19		45	0.20	9	0.04
		55	0.05	86	0.08		99	0.09		131	0.13	54	0.05
U.S. small business commercial		55	1.67	50	1.55		52	1.64		55	1.68	57	1.72
Total commercial		110	0.10	 136	0.12		151	0.14		186	0.17	 111	0.11
Total net charge-offs	\$	888	0.40	\$ 985	0.44		\$ 1,068	0.48	\$	1,144	0.52	\$ 932	0.43
By Business Segment and All Other													
Consumer Banking	\$	710	1.14 %	\$ 715	1.18	%	\$ 739	1.25 %	\$	736	1.24%	\$ 709	1.21 %
Global Wealth & Investment Management		12	0.03	14	0.04		5	0.01		20	0.06	17	0.05
Global Banking		57	0.07	80	0.10		104	0.13		137	0.17	53	0.07
Global Markets		4	0.02	5	0.03		_	_		_	_	_	_
All Other		105	0.41	171	0.63		220	0.76		251	0.80	153	0.46
Total net charge-offs	\$	888	0.40	\$ 985	0.44		\$ 1,068	0.48	\$	1,144	0.52	\$ 932	0.43

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.40, 0.45, 0.49, 0.53 and 0.43 for the three months endedSeptember 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. Including the write-offs of purchased credit-impaired loans of \$83 million,\$82 million,\$82 million, \$82 million for the three months endedSeptember 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding wdw3, 0.48, 0.53, 0.55 and 0.49 for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

(3) Includes nonperforming loan sales charge-offs (recoveries and other recoveries) of \$(7) million, \$0, \$42 million, \$(8) million, and \$(57) million for the three months endesteptember 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

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

(Dollars in millions)			Nine Months Ende	d September 30	
		2016	2015		
Net Charge-offs		Amount	Percent	Amount	Percent
Residential mortgage (3)	s	129	0.09 %	\$ 400	0.26 %
Home equity		335	0.61	443	0.72
U.S. credit card		1,703	2.60	1,751	2.66
Non-U.S. credit card		134	1.84	142	1.88
Direct/Indirect consumer		91	0.13	83	0.13
Other consumer		152	9.09	139	9.72
Total consumer		2,544	0.76	2,958	0.84
U.S. commercial (4)		155	0.08	58	0.03
Commercial real estate		(31)	(0.07)	(9)	(0.02)
Commercial lease financing		19	0.12	8	0.06
Non-U.S. commercial		97	0.14	9	0.01
		240	0.08	66	0.02
U.S. small business commercial		157	1.62	170	1.73
Total commercial		397	0.12	236	0.08
Total net charge-offs	s	2,941	0.44	\$ 3,194	0.49
By Business Segment and All Other					
Consumer Banking	s	2,164	1.19 %	\$ 2,264	1.31 %
Global Wealth & Investment Management		31	0.03	52	0.05
Global Banking		241	0.10	57	0.03
Global Markets		9	0.02	_	_
All Other		496	0.60	821	0.74
Total net charge-offs	<u>s</u>	2,941	•	\$ 3,194	0.49

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.45 and 0.50 for the nine months ended September 30, 2016 and 2015

(2) Excludes write-offs of purchased credit-impaired loans of \$270 million and \$726 million for the nine months ended September 30, 2016 and 2015 Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.45 and 0.61 for the nine months ended September 30, 2016 and 2015

(3) Includes charge-offs on nonperforming loan sales of \$35 million and nonperforming loan sale recoveries and other recoveries of \$119 million for their months ended September 30, 2016and 2015

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

### Allocation of the Allowance for Credit Losses by Product Type

(Dollars in millions)

		September 30	, 2016		June 30, 20	16		September 30,	2015
Allowance for loan and lease losses	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)
Residential mortgage	\$ 1,088	9.31 %	0.58%	\$ 1,192	10.07%	0.64%	\$ 1,755	13.87%	0.93%
Home equity	1,901	16.26	2.75	2,017	17.04	2.82	2,645	20.90	3.39
U.S. credit card	2,857	24.44	3.22	2,806	23.71	3.18	2,973	23.49	3.37
Non-U.S. credit card	258	2.21	2.79	256	2.16	2.73	299	2.36	2.97
Direct/Indirect consumer	227	1.94	0.24	224	1.89	0.24	234	1.85	0.27
Other consumer	48	0.39	2.01	48	0.41	2.11	46	0.36	2.33
Total consumer	6,379	54.55	1.42	6,543	55.28	1.45	7,952	62.83	1.75
U.S. commercial (3)	3,427	29.31	1.22	3,441	29.07	1.24	2,749	21.72	1.07
Commercial real estate	915	7.83	1.60	919	7.76	1.60	1,084	8.56	1.95
Commercial lease financing	141	1.21	0.66	145	1.22	0.68	160	1.26	0.79
Non-U.S. commercial	830	7.10	0.95	789	6.67	0.89	712	5.63	0.80
Total commercial (4)	5,313	45.45	1.19	5,294	44.72	1.19	4,705	37.17	1.12
Allowance for loan and lease losses	11,692	100.00 %	1.30	11,837	100.00%	1.32	12,657 100.00%		1.45
Reserve for unfunded lending commitments	767			750			661		
Allowance for credit losses	\$ 12,459			\$ 12,587			\$ 13,318		

#### Asset Quality Indicators

Allowance for loan and lease losses/Total loans and leases (2)	1.30 %	1.32%	1.45%
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total loans and leases (excluding purchased			
credit-impaired loans) (2, 5)	1.27	1.29	1.37
Allowance for loan and lease losses/Total nonperforming loans and leases (6)	140	142	129
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total nonperforming loans and leases (5)	135	135	120
Ratio of the allowance for loan and lease losses/Annualized net charge-offs (7)	3.31	2.99	3.42
Ratio of the allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Annualized net charge-offs (5.7)	3.18	2.85	3.18
Ratio of the allowance for loan and lease losses/Annualized net charge-offs and purchased credit- impaired write-offs	3.03	2.76	2.95

<sup>(1)</sup> Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of \$1.4 billion, \$1.5 billion and \$1.7 billion and \$1.7 billion and \$1.7 billion and \$2.25 million and \$2.25 million at \$8.25 million at \$8.3 billion at \$8

respectively.

(5) Excludes valuation allowance on purchased credit-impaired loans os 453 million, \$528 million and \$886 million at September 30, 2016, June 30, 2016 and September 30, 2015,

respectively.

(3) Includes allowance for loan and lease losses for U.S. small business commercial loans 68444 million, \$466 million and \$520 million at September 30, 2016, June 30, 2016 and September 30, 2015,

respectively.

(4) Includes allowance for loan and lease losses for impaired commercial loans of 258 million, \$238 million and \$154 million at September 30, 2016, June 30, 2016 and September 30, 2015,

<sup>(</sup>a) Excludes valuation allowance on purchased credit-impaired loans ob\$45 million, \$528 million and \$886 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

(b) Allowance for loan and lease losses includes\$4.1 billion, \$4.1 billion and \$4.7 billion allocated to products (primarily the Consumer Lending portfolios within\*Consumer Banking\* and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wast percent and \$1 percent at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

(c) Net charge-offs exclude \$83 million, \$82 million and \$148 million of write-offs in the purchased credit-impaired loan portfolio aseptember 30, 2016, June 30, 2016 and September 30, 2015, respectively.

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

#### **Bank of America Corporation and Subsidiaries**

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

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation cams over the cost of funds.

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

See the table below and on page43 for reconciliations of these non-GAAP financial measures to financial measures through the GAAP for through the months ended September 30, 2016 and 2015 and the three months ended September 30, 2016, June 30, 2016, March 31, 2015 and September 30, 2015. 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.

		Nine Months Ended September 30			Third Quarter		Second Quarter			First Quarter		Fourth Quarter		Third
		2016		2015		2016	_	2016	_	2016	_	2015	_	Quarter 2015
Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis														
Net interest income	\$	30,804	\$	29,272	\$	10,201	\$	10,118	\$	10,485	\$	9,686	\$	9,900
Fully taxable-equivalent adjustment		666		664		228		223		215		225		227
Net interest income on a fully taxable-equivalent basis	\$	31,470	\$	29,936	\$	10,429	\$	10,341	\$	10,700	\$	9,911	\$	10,127
Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a ful	ly taxa	ble-equivalen	t basi	i										
Total revenue, net of interest expense	s	63,711	\$	63,383	\$	21,635	\$	21,286	\$	20,790	\$	19,582	\$	20,992
Fully taxable-equivalent adjustment		666		664		228		223		215		225		227
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	64,377	\$	64,047	\$	21,863	\$	21,509	\$	21,005	\$	19,807	\$	21,219
Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis														
Income tax expense	s	5,888	\$	4,756	\$	2,349	\$	2,034	\$	1,505	\$	1,478	\$	1,628
Fully taxable-equivalent adjustment		666		664		228		223		215		225		227
Income tax expense on a fully taxable-equivalent basis	\$	6,554	\$	5,420	\$	2,577	\$	2,257	\$	1,720	\$	1,703	\$	1,855
Reconciliation of average common shareholders' equity to average tangible common shareholders' eq	uity													
Common shareholders' equity	s	240,440	\$	228,614	\$	243,679	\$	240,376	\$	237,229	\$	234,800	\$	231,524
Goodwill		(69,752)		(69,775)		(69,744)		(69,751)		(69,761)		(69,761)		(69,774)
Intangible assets (excluding mortgage servicing rights)		(3,480)		(4,307)		(3,276)		(3,480)		(3,687)		(3,888)		(4,099)
Related deferred tax liabilities		1,666		1,885		1,628		1,662		1,707		1,753		1,811
Tangible common shareholders' equity	s	168,874	\$	156,417	\$	172,287	\$	168,807	\$	165,488	\$	162,904	\$	159,462
Reconciliation of average shareholders' equity to average tangible shareholders' equity														
Shareholders' equity	s	264,907	\$	250,265	\$	268,899	\$	265,354	\$	260,423	\$	257,074	\$	253,798
Goodwill		(69,752)		(69,775)		(69,744)		(69,751)		(69,761)		(69,761)		(69,774)
Intangible assets (excluding mortgage servicing rights)		(3,480)		(4,307)		(3,276)		(3,480)		(3,687)		(3,888)		(4,099)
Related deferred tax liabilities		1,666		1,885		1,628		1,662		1,707		1,753		1,811
Tangible shareholders' equity	\$	193,341	\$	178,068	\$	197,507	\$	193,785	\$	188,682	\$	185,178	\$	181,736

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

# **Bank of America Corporation and Subsidiaries**

# **Reconciliations to GAAP Financial Measures**

(Dollars in millions)							_
		onths Ended ember 30	Third	Second	First	Fourth	Third
	2016	<b>2016</b> 2015		Quarter 2016	Quarter 2016	Quarter 2015	Quarter 2015
Reconciliation of period-end common shareholders' equity to period-end tangible com	mon shareholders' equity						
Common shareholders' equity	\$ 244,863	\$ 233,588	\$ 244,863	\$ 242,206	\$ 238,662	\$ 233,903	\$ 233,588
Goodwill	(69,744)	(69,761)	(69,744)	(69,744)	(69,761)	(69,761)	(69,761)
Intangible assets (excluding mortgage servicing rights)	(3,168)	(3,973)	(3,168)	(3,352)	(3,578)	(3,768)	(3,973)
Related deferred tax liabilities	1,588	1,762	1,588	1,637	1,667	1,716	1,762
Tangible common shareholders' equity	\$ 173,539	\$ 161,616	\$ 173,539	\$ 170,747	\$ 166,990	\$ 162,090	\$ 161,616
		_					
Reconciliation of period-end shareholders' equity to period-end tangible shareholders'	<del></del>		1				
Shareholders' equity	\$ 270,083	\$ 255,861	\$ 270,083	\$ 267,426	\$ 263,004	\$ 256,176	\$ 255,861
Goodwill	(69,744)	(69,761)	(69,744)	(69,744)	(69,761)	(69,761)	(69,761)
Intangible assets (excluding mortgage servicing rights)	(3,168)	(3,973)	(3,168)	(3,352)	(3,578)	(3,768)	(3,973)
Related deferred tax liabilities	1,588	1,762	1,588	1,637	1,667	1,716	1,762
Tangible shareholders' equity	\$ 198,759	\$ 183,889	\$ 198,759	\$ 195,967	\$ 191,332	\$ 184,363	\$ 183,889
Reconciliation of period-end assets to period-end tangible assets			1				
Assets	\$ 2,195,314	\$ 2,152,962	\$ 2,195,314	\$ 2,186,966	\$ 2,185,726	\$ 2,144,287	\$ 2,152,962
Goodwill	(69,744)	(69,761)	(69,744)	(69,744)	(69,761)	(69,761)	(69,761)
Intangible assets (excluding mortgage servicing rights)	(3,168)	(3,973)	(3,168)	(3,352)	(3,578)	(3,768)	(3,973)
Related deferred tax liabilities	1,588	1,762	1,588	1,637	1,667	1,716	1,762
Tangible assets	\$ 2,123,990	\$ 2,080,990	\$ 2,123,990	\$ 2,115,507	\$ 2,114,054	\$ 2,072,474	\$ 2,080,990