As filed with the Securities and Exchange Commission on October 13, 2017

### 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 13, 2017

## **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))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR 230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR 240.12b-2)

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act

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

On October 13, 2017, Bank of America Corporation (the "Corporation") announced financial results for the third quarter endedSeptember 30, 2017, reporting third quarter net income of \$5.6 billion, or \$0.48 per diluted share. A copy of the press release announcing the Corporation's results for the third quarter endedSeptember 30, 2017 (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 13, 2017, the Corporation will hold an investor conference call and webcast to discuss financial results for the third quarter endedSeptember 30, 2017, 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, 2017 (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
<u>99.1</u>	The Press Release
<u>99.2</u>	The Presentation Materials
<u>99.3</u>	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 13, 2017

Bank of America R	eports Q3-17 Net Income of \$5	.6 Billion			
EPS up 17% to \$0.48, Driven by Strong Operating Leverage <sup>1</sup> and Solid Asset Quality					
Q3-17 Financial Highlights <sup>2</sup> Q3-17 Business Segment Highlights <sup>2</sup>					
<ul> <li>Net income increased 13% to \$5.6 billion, and diluted EPS increased 17% to \$0.48</li> <li>YTD net income increased 19% to \$15.7 billion</li> <li>Revenue, net of interest expense, increased 1% to \$21.8 billion from \$21.6 billion</li> </ul>	Consumer Banking	<ul> <li>Revenue rose 10% to \$8.8 billion</li> <li>Loans up 8%; deposits up 9%</li> <li>Merrill Edge brokerage assets up 21%</li> <li>Mobile banking active users increased 11% to 23.6 million</li> <li>Credit/debit spend up 7% to \$137 billion</li> </ul>			
<ul> <li>Net interest income (NII) increased \$960 million, or 9%, to \$11.2 billion, reflecting benefits from higher interest rates, as well as loan and deposit growth<sup>(A)</sup></li> <li>Noninterest income decreased \$756 million, or 7%, to \$10.7 billion, driven primarily by lower mortgage banking income and lower sales and trading revenue, partially offset by higher asset management fees</li> </ul>	Global Wealth and Investment Management	<ul> <li>Revenue rose 6% to \$4.6 billion</li> <li>Total client balances increased \$186 billion to a record of nearly \$2.7 trillion</li> <li>Loans increased 8%</li> <li>Record assets under management (AUM balances of more than \$1 trillion</li> <li>Revenue rose 5% to \$5.0 billion</li> </ul>			
Credit quality remained strong. Provision for credit losses decreased 2% to \$834 million from \$850 million. Net charge-offs increased 1% to \$900 million from \$888 million; the net charge- off ratio declined to 0.39% from 0.40%		<ul> <li>Loans increased 4%</li> <li>Deposits increased 3%</li> <li>Firmwide investment banking fees up 19 to \$1.5 billion; best Q3 since the Merrill Lynch merger</li> </ul>			
Noninterest expense declined \$342 million, or 3%, to \$13.1 billion with reductions in both personnel and non-personnel expenses – Efficiency ratio improved to 60% from 62%	Global Markets	<ul> <li>Sales and trading revenue of \$3.1 billion including negative net debit valuation adjustment (DVA) of \$21 million</li> </ul>			
Average loan balances in business segments rose \$46 billion, or 6%, to \$842 billion <sup>3</sup> Total average deposit balances increased \$45		<ul> <li>Excluding net DVA, sales and trading revenue down 15% vs. strong Q3-16<sup>(C)</sup></li> <li>FICC down 22%<sup>(C)</sup></li> <li>Equities up 2%<sup>(C)</sup></li> </ul>			
billion, or 4%, to \$1.27 trillion Return on average assets of 0.98%; return on average common equity of 8.1%; return on average tangible common equity of 11.3% <sup>(B)</sup>	CEO Co	ommentary			
Book value per share declined 1% to \$23.92; tangible book value per share <sup>(B)</sup> rose 1% to \$17.23. Book value and tangible book value per share include an increase in common shares outstanding associated with the conversion of	and clients produced another quarter four lines of business grew 4 percent	d improving the way we serve customers of strong results. Revenue across our t, even with a challenging comparable itive operating leverage year over year fo			

 Repurchased \$7.9 billion in common stock and paid \$2.8 billion in common dividends YTD

common stock

outstanding associated with the conversion of

preferred shares held by Berkshire Hathaway into

#### provide products and services to customers, with the most recent example being Zelle, our new person-to-person payment capability."

the 11th consecutive quarter while continuing to invest in improved

capabilities. Digital activity with customers continues to shape the way we

1

#### - Brian Moynihan, Chief Executive Officer

Balance Sheet Highlights (\$ in billions)	September 30, 2017	June 30, 2017	September 30, 2016
Average total assets	\$ 2,271	\$ 2,269	\$ 2,189
Average loans and leases <sup>4</sup>	918	915	901
Average deposits	1,272	1,257	1,227
Global Liquidity Sources, average <sup>(D)</sup>	517	513	523
Common equity tier 1 (CET1) ratio (transition)	11.9%	11.6%	11.0%
CET1 ratio (fully phased-in, advanced approaches) <sup>(E)</sup>	11.9	11.5	10.9
<sup>1</sup> Operating Immany is calculated as the user over user percent change in severum pet of inte	wart owners lass the nessent change in perinterest owner	212	

Operating leverage is calculated as the year-over-year percent change in revenue, net of interest expense, less the percent change in noninterest expense.
 Financial Highlights and Business Segment Highlights compare to the year-ago quarter unless noted. Usan and deposit balances are shown on an average basis unless noted.
 Javerage loan and loase balances for business segments exclude loans in All Other of S77 billion, S8b billion, and \$105 billion for Q3-17, Q2-17 and Q3-16, respectively.
 Includes \$65 billion and \$93 billion of non-U.S. consumer credit card loans in Q2-17 and Q3-16, respectively.

#### **CFO Commentary**

"Client activity remained strong across the franchise. Year over year, we grew average deposits by \$45 billion, or 4 percent, and increased average loan balances in our business segments by \$46 billion, or 6 percent. It's worth noting that we grew loans while remaining within our customer and risk frameworks, as evidenced by our low loss rates. Our balance sheet remained strong, which enabled us to repurchase nearly \$3 billion in common stock and pay \$1.3 billion in common stock dividends in the quarter.

#### - Paul M. Donofrio, Chief Financial Officer

#### **Consumer Banking**

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016
<ul> <li>Net income increased \$274 million, or 15%, to \$2.1 billion, driven by solid operating leverage; pretax, pre- provision net revenue increased 20% to \$4.3 billion<sup>(F)</sup></li> </ul>	Total revenue (FTE) <sup>2</sup>	\$8,774	\$8,509	\$7,968
	Provision for credit losses	967	834	698
	Noninterest expense	4,459	4,411	4,371
Revenue increased \$806 million, or 10%, to \$8.8	Pretax income	3,348	3,264	2,899
billion	Income tax expense	1,261	1,233	1,086
<ul> <li>NII increased \$922 million, or 17%, driven by strong denosit and loan growth</li> </ul>	Net income	\$2,087	\$2,031	\$1,813

- strong deposit and loan growth - Noninterest income decreased \$116 million, or 4%, reflecting lower mortgage banking income, partially
- offset by higher card income and service charges Provision for credit losses increased \$269 million, driven primarily by credit card seasoning and loan growth. Net reserve increase of \$167 million vs. release of \$12 million
- Noninterest expense increased \$88 million, or 2%, driven by investments, such as refurbishing financial centers, upgrading ATMs and deploying new digital capabilities and primary sales professionals

<sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Revenue, net of interest expense.

		Thr	ee months en	ded
Business Highlights <sup>1,2</sup>	(\$ in billions)	9/30/2017	6/30/2017	09/30/2016
Total client balances up 10% to \$1.1 trillion	Average deposits	\$659.0	\$652.8	\$605.7
<ul> <li>Merrill Edge brokerage assets grew \$29.3 billion, or</li> </ul>	Average loans and leases	268.8	261.5	248.7
21%, to \$167.3 billion, driven by strong client flows	Brokerage assets (EOP)	167.3	159.1	138.0
and market performance; new accounts up 6%	Mobile banking active users (MM)	23.6	22.9	21.3
<ul> <li>Average deposits grew \$53.3 billion, or 9%; average loans grew \$20.1 billion, or 8%</li> </ul>	Number of financial centers	4,511	4,542	4,629
Combined credit/debit card spending up 7%	Efficiency ratio (FTE)	51%	52%	55%
<ul> <li>4,511 financial centers, including 30 new openings and 303 renovations during the past 12 months</li> </ul>	Return on average allocated capital	22	22	21
· ·	Total U.S. Consumer Credit	Card <sup>2</sup>		
<ul> <li>Digital usage continued to grow; digital sales grew to 22% of all Consumer Banking sales</li> </ul>	New card accounts (MM)	1.3	1.3	1.3
<ul> <li>Mobile channel usage up 19% to 1.2 billion</li> </ul>	Total credit/debit spend	\$137.0	\$137.0	\$128.6
interactions	Risk-adjusted margin	8.6%	8.4%	9.1%
<ul> <li>13.6 million person-to-person payments through Zelle, up 68%</li> </ul>	<sup>1</sup> Comparisons are to the year-ago qua <sup>2</sup> The U.S. consumer credit card portfo		er Banking and GW	IM.

- 23.6 million mobile banking active users, up 11%
- Efficiency ratio improved to 51% from 55%

#### Global Wealth and Investment Management

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016
Net income increased \$71 million, or 10%, to \$769	Total revenue (FTE) <sup>2</sup>	\$4,620	\$4,695	\$4,379
million as solid revenue growth more than offset increased revenue-related expenses	Provision for credit losses	16	11	7
	Noninterest expense	3,370	3,392	3,255
Revenue rose \$241 million, or 6%, to \$4.6 billion	Pretax income	1,234	1,292	1,117
- NII grew \$102 million, or 7%, driven by higher	Income tax expense	465	488	419
short-term interest rates	Net income	\$769	\$804	\$698
- Noninterest income increased \$139 million, or 5%,	Comparisons are to the year-ago qu			

- as higher asset management fees more than offset lower transactional revenue
- · Noninterest expense increased \$115 million, or 4%, driven by higher revenue-related incentive costs

		Three months ended		
Business Highlights <sup>1</sup>	(\$ in billions)	9/30/2017	6/30/2017	9/30/2016
<ul> <li>Total client balances increased \$186 billion, or 7%, to</li> </ul>	Average deposits	\$239.6	\$245.3	\$253.8
nearly \$2.7 trillion, driven by higher market valuations	Average loans and leases	154.3	150.8	143.2
and positive AUM flows	Total client balances	2,676.2	2,617.4	2,490.2
Average deposit balances declined \$14.2 billion, or	AUM flows	20.7	27.5	10.2
6%, due primarily to clients shifting balances into	Pretax margin	27%	28%	26%
investments	Efficiency ratio (FTE)	73	72	74
<ul> <li>Average loans and leases grew \$11.1 billion, or 8%, driven by mortgage and structured lending; 30<sup>th</sup></li> </ul>	Return on average allocated capital	22	23	21
consecutive quarter of average loan growth	Comparisons are to the year-ago qua			
Strong AUM flows of nearly \$21 billion in Q3-17,	<sup>2</sup> Includes financial advisors in Consumer Banking of 2,267 and 2,171 in		and 2,171 in Q3-1	7 and Q3-16.

- brokerage to AUM
- Pretax margin increased to 27% from 26%
- Number of wealth advisors<sup>2</sup> increased 2% to 19,108

reflecting solid client activity, as well as a shift from

#### **Global Banking**

deposit growth

Business Highlights<sup>1,2</sup>

to \$346 billion

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016
<ul> <li>Net income increased \$207 million, or 13%, to \$1.8 billion, driven by higher revenue and lower provision for credit losses</li> </ul>	Total revenue (FTE) <sup>2,3</sup>	\$4,986	\$5,039	\$4,746
	Provision for credit losses	48	15	118
	Noninterest expense	2,118	2,154	2,152
<ul> <li>Revenue increased \$240 million, or 5%, to \$5.0 billion</li> </ul>	Pretax income	2,820	2,870	2,476
	Income tax expense	1,062	1,084	925
- NII increased 11%, reflecting the benefits of higher	Net income	\$1,758	\$1,786	\$1,551
short-term interest rates, as well as loan and	<sup>1</sup> Comparisons are to the year-ago of	uarter unless noted.		

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. <sup>3</sup> Revenue, net of interest expense.

- Noninterest income decreased modestly

- · Provision for credit losses decreased \$70 million to \$48 million, driven by reductions in energy exposures
- Noninterest expense decreased \$34 million, or 2%, driven by improved operating costs, partially offset by investments in technology and relationship bankers

Three months ended (\$ in billions) 9/30/2017 6/30/2017 9/30/2016 \$315.7 \$300.5 \$307.3 Average deposits Average loans and leases grew \$11.7 billion, or 4%. Average loans and leases 346.1 345.1 Total Corp. IB fees (excl. self-1.5 1.5

led)'

revenue

capital

Global Banking IB fees<sup>2</sup>

Efficiency ratio (FTE)

**Business Lending revenue** 

**Global Transaction Services** 

Return on average allocated

- Average deposits increased \$8.4 billion, or 3%, to \$316 billion
- Total firmwide investment banking fees of \$1.5 billion (excluding self-led deals), up 1%
- Ranked No. 3 globally in total investment banking fees
- · Return on average allocated capital remained stable at 17%, despite \$3 billion in additional allocated capital
- · Efficiency ratio improved to 43% from 45%

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.

0.8

2.3

1.8

43%

17

334.4

0.9

2.2

1.8

43%

18

1.5

0.8

2.3

1.6

45%

17

#### **Global Markets**

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016
Net income decreased \$318 million, or 30%, to \$756	Total revenue (FTE) <sup>2,3</sup>	\$3,900	\$3,947	\$4,358
million from near-record year-ago levels, due to lower	Net DVA <sup>4</sup>	(21)	(159)	(127)
<ul> <li>revenue</li> <li>Revenue down \$458 million, or 11%, to \$3.9 billion;</li> </ul>	Total revenue (excl. net DVA) (FTE) <sup>2,3,4</sup>	3,921	4,106	4,485
excluding net DVA <sup>4</sup> , revenue decreased \$564 million,	Provision for credit losses	(6)	25	19
or 13%, to \$3.9 billion, driven by lower sales and	Noninterest expense	2,710	2,650	2,656
trading results relative to a strong year-ago quarter	Pretax income	1,196	1,272	1,683
<ul> <li>Noninterest expense increased \$54 million to \$2.7 billion, as lower operating costs were more than offset by continued investments in technology</li> </ul>	Income tax expense	440	442	609
	Net income	\$756	\$830	\$1,074
oriset by continued investments in technology	Net income (excl. net DVA) <sup>4</sup>	\$769	\$929	\$1,153

<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.
 <sup>3</sup> Revenue, net of interest expense.
 <sup>4</sup> Revenue and net income, excluding net DVA, are non-GAAP financial measures. See endnote for measure information.

C for more information.

		Three months ended		
Business Highlights <sup>1,2</sup>	(\$ in billions)	9/30/2017	6/30/2017	9/30/2016
Sales and trading revenue decreased \$471 million, or	Average trading-related assets	\$442.3	\$452.6	\$415.4
13%, to \$3.1 billion	Average loans and leases	72.3	69.6	69.0
<ul> <li>Excluding net DVA, sales and trading revenue declined 15% to \$3.2 billion<sup>(C)</sup></li> <li>Fixed Income, Currencies and Commodities (FICC) decreased 22%, driven by less favorable market conditions across credit-related products, as well</li> </ul>	Sales and trading revenue	3.1	3.2	3.6
	Sales and trading revenue (excl. net DVA) <sup>(C)</sup>	3.2	3.4	3.7
	Global Markets IB fees <sup>2</sup>	0.6	0.6	0.6
as lower volatility in rates products	Efficiency ratio (FTE)	69%	67%	61%
<ul> <li>Equities increased 2%, due to growth in client financing activities, partially offset by slower</li> </ul>	Return on average allocated capital	9	10	12
secondary market activity	<sup>1</sup> Comparisons are to the year-ago qua <sup>2</sup> Global Banking and Global Markets s		conomics from inv	estment banking

- Year-to-date sales and trading revenue decreased 3% to \$10.2 billion. Excluding net DVA, year-to-date sales and trading revenue decreased \$168 million, or 2%, to \$10.5 billion(C)
- Return on average allocated capital decreased to 9% from 12%

and loan origination activities.

#### All Other

		Three months ended		
Financial Results <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016
<ul> <li>Net income of \$217 million, compared to a net loss of \$181 million</li> </ul>	Total revenue (FTE) <sup>2</sup>	\$(201)	\$876	\$412
	Provision for credit losses	(191)	(159)	8
<ul> <li>Revenue declined \$613 million, reflecting lower mortgage banking income and the absence of the</li> </ul>	Noninterest expense	482	1,119	1,047
	Pretax loss	(492)	(84)	(643)
non-U.S. consumer credit card business	Income tax expense (benefit)	(709)	98	(462)
<ul> <li>Mortgage banking income was negatively</li> </ul>	Net income (loss)	\$217	\$(182)	\$(181)
impacted by less favorable valuations on	<sup>1</sup> Comparisons are to the year-ago qua	arter unless noted.		

- mortgage servicing rights, net of related hedges, as well as a \$0.1 billion increase in representations and warranties provision
- · The provision for credit losses improved \$199 million to a benefit of \$191 million, driven primarily by loan sale recoveries, continued runoff of the non-core portfolio and the absence of the non-U.S. consumer credit card business
- · Noninterest expense decreased \$565 million, due to lower operational costs, driven by the sale of the non-U.S. consumer card business, and lower litigation expense
- The income tax benefit increased \$247 million to \$709 million, as the year-ago quarter included a \$350 million charge related to the reduction of the U.K. corporate income tax rate

Revenue, net of interest expense.

Note: All Other consists of asset liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the mortgage servicing rights (MSR) valuation model for both core and non-core MSRs and the related economic hedge results and ineffectiveness, 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. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party. Annual retirement-eligible incentive costs are recorded in the first quarter of every year and allocated to the business segments throughout the year.

#### **Credit Quality**

			Three months ended		
Highlights <sup>1</sup>	(\$ in millions)	9/30/2017	6/30/2017	9/30/2016	
Overall credit quality remained strong	Provision for credit losses	\$834	\$726	\$850	
	Net charge-offs <sup>2</sup>	900	908	888	
Q3-17 vs. Q3-16	Net charge-off ratio <sup>3</sup>	0.39%	0.40%	0.40%	
<ul> <li>Net charge-offs increased \$12 million to \$900 million, driven primarily by higher commercial losses, partially offset by lower losses in consumer</li> </ul>	At period-end				
	Nonperforming loans, leases and foreclosed properties	\$6,869	\$7,127	\$8,737	
<ul> <li>The net charge-off ratio decreased to 0.39% from 0.40%</li> </ul>	Nonperforming loans, leases and foreclosed properties	0.75%	0.78%	0.97%	
<ul> <li>The provision for credit losses improved \$16 million</li> </ul>	ratio <sup>4</sup>				
to \$834 million, driven primarily by lower losses in consumer real estate and reductions in energy exposures, partially offset by the impact of credit	Allowance for loan and lease losses <sup>5</sup>	\$10,693	\$10,875	\$11,692	
card seasoning and loan growth	Allowance for loan and lease losses ratio <sup>5</sup>	1.16%	1.20%	1.30%	
<ul> <li>Nonperforming assets declined \$1.9 billion to \$6.9 billion, driven by credit quality improvement and loan sales</li> </ul>	<sup>1</sup> Comparisons are to the year-ago qua <sup>2</sup> Includes net charge-offs of \$31 milli 2017 and September 30, 2016, resp quarter of 2017, the Corporation con	ectively, for non-U.S.	credit card loans. D	uring the second	

#### Q3-17 vs. Q2-17

- · Net charge-offs declined \$8 million, driven by lower consumer losses
  - The net charge-off ratio decreased to 0.39% from 0.40%
- The provision for credit losses increased \$108 million due to seasoning in the U.S. credit card portfolio and loan growth

#### **Reserve Release**

· The net reserve release was \$66 million, compared to \$182 million in the prior quarter and \$38 million in the year-ago quarter. The Q3-17 net reserve release was driven by continued improvements in consumer real estate and energy exposures, partially offset by seasoning in the U.S. credit card portfolio and loan growth

quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
 <sup>3</sup> Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.
 <sup>4</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.

5 The allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses divided by loans and lease outstanding at the end of the period. Excluding non-U.S. consumer credit card allowance of \$258 million in Q3-16, the allowance for loan and lease losses was \$11.4 billion and the allowance as a percentage of ending loans was 1.29%.

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



	TÌ	nree months ended	
	9/30/2017	6/30/2017	9/30/2016
otal assets	\$2,283.9	\$2,254.5	\$2,195.3
otal loans and leases <sup>1</sup>	927.1	916.7	905.0
otal loans and leases in business segments (excluding All Other)	854.3	837.8	802.4
otal deposits	1,284.4	1,263.0	1,232.9
unding and Liquidity			
ong-term debt	\$228.7	\$223.9	\$225.1
ilobal Liquidity Sources, average <sup>(D)</sup>	517	513	523
ime to Required Funding (months) <sup>(D)</sup>	52	49	38
iquidity Coverage Ratio <sup>(D),5</sup>	126%	126%	n/a
quity			
ommon shareholders' equity	\$250.1	\$245.8	\$244.9
ommon equity ratio	11.0%	10.9%	11.2
angible common shareholders' equity <sup>3</sup>	\$180.1	\$175.7	\$173.5
angible common equity ratio <sup>3</sup>	8.1%	8.0%	8.2
er Share Data <sup>4</sup>			
ommon shares outstanding (in billions)	10.46	9.88	10.12
look value per common share	\$23.92	\$24.88	\$24.19
angible book value per common share <sup>3</sup>	17.23	17.78	17.14
legulatory Capital			
asel 3 Transition (as reported) <sup>2,5</sup>			
ommon equity tier 1 (CET1) capital	\$176.1	\$171.4	\$169.9
lisk-weighted assets	1,483	1,478	1,547
ET1 ratio	11.9%	11.6%	11.04
asel 3 Fully Phased-in <sup>2,5</sup>			
ET1 capital	\$173.6	\$168.7	\$165.9
itandardized approach			
Risk-weighted assets	\$1,420	\$1,405	\$1,41
CET1 ratio	12.2%	12.0%	11.8
dvanced approaches <sup>(E)</sup>			
Risk-weighted assets	\$1,461	\$1,464	\$1,524
CET1 ratio	11.9%	11.5%	10.9
upplementary leverage <sup>(H)</sup>			
Bank holding company supplementary leverage ratio (SLR)	7.1%	7.0%	7.1

<sup>1</sup> Period-end loan balances include \$9.3 billion for the quarter ended September 30, 2016 of non-U.S. consumer credit card loans. During the second quarter of 2017, <sup>2</sup> Bank of America reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess

capital adequacy, which is the Advanced approaches for the periods presented. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in common equity tier 1 (CET1) capital ratio would be reduced by approximately 25 bps if IMM is not used.

 <sup>3</sup> Represents a non-GAAP financial measure. For reconciliation, see pages 17-18 of this press release.
 <sup>4</sup> Berkshire Hathaway exercised its warrants to purchase 700 million shares of BAC common stock in Q3-17 using its Series T preferred shares, which resulted in an increase to common shares outstanding.

<sup>5</sup> Regulatory capital and liquidity ratios as of September 30, 2017 are preliminary. CET1 capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phasedin basis are non-GAAP financial measures. For a reconciliation of CET1 to fully phased-in, see page 13 of this press release.

n/a = not applicable



#### 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 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 \$11.4 billion and \$10.4 billion for the three months ended September 30, 2017 and 2016. For reconciliation to GAAP financial measures, refer to pages 17–18 of this press release.
- B Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to pages 17–18 of this press release.
- C Global Markets revenue and net income, excluding net debit valuation adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA losses were \$21 million, \$159 million and \$127 million for the three months ended September 30, 2017, June 30, 2017 and September 30, 2016, respectively. Net DVA losses were \$310 million and \$137 million for the nine months ended September 30, 2017 and 2016, respectively. FICC net DVA losses were \$14 million, \$148 million and \$121 million for the three months ended September 30, 2017, June 30, 2017 and September 30, 2016, respectively. FICC net DVA losses were \$282 million and \$121 million for the nine months ended September 30, 2017, June 30, 2017 and September 30, 2016, respectively. FICC net DVA losses were \$282 million and \$140 million for the nine months ended September 30, 2017, June 30, 2017, June 30, 2016, respectively. Equities net DVA losses were \$27 million, \$11 million for the three months ended September 30, 2017, June 30, 2016, respectively. Equities net DVA gains (losses) were \$280 million for the nine months ended September 30, 2017, and September 30, 2016, respectively. Equities net DVA gains (losses) were \$280 million for the nine months ended September 30, 2017 and 2016, respectively. Equities net DVA gains (losses) were \$280 million for the nine months ended September 30, 2017, and 2016, respectively. Equities net DVA gains (losses) were \$280 million and \$3 million for the nine months ended September 30, 2017 and 2016, respectively.
- D Global Liquidity Sources (GLS) includes 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 is 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. The Liquidity Coverage Ratio (LCR) represents the consolidated average amount of high-quality liquid assets as a percent of the prescribed average net cash outflows over a 30-calendar-day period of significant liquidity stress, under the U.S. LCR final rule. 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.
- E Fully phased-in estimates are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 13 of this press release. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tier 1 capital ratio would be reduced by approximately 25 bps if IMM is not used.
- F 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 \$8.8 billion and \$8.0 billion for the three months ended September 30, 2017 and 2016. Noninterest expense was \$4.5 billion and \$4.4 billion for the three months ended September 30, 2017 and 2016.
- G Rankings per Dealogic as of October 2, 2017 for the three months ended September 30, 2017, excluding self-led deals.
- H 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.



#### 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 4,500 retail financial centers, approximately 16,000 ATMs, and award-winning digital banking with approximately 34 million active users, including approximately 24 million mobile 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 Corporation (the "Company") 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 the Company's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, strategy, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future are often beyond the Company'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 the Company's 2016 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation, regulatory proceedings and enforcement actions, including inquiries into our retail sales practices, and the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; 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; the Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to avoid the statute of limitations for repurchase claims; 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, currency exchange rates and economic conditions; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior, adverse developments with respect to U.S. or global economic conditions, and other uncertainties; 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; the Company's ability to achieve its expense targets, net interest income expectations, or other projections; 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 approval of our internal models methodology for calculating counterparty credit risk for derivatives; the potential impact of total loss-absorbing capacity requirements; potential adverse changes to our global systemically important bank (G-SIB) surcharge; the potential impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate shortcomings identified by banking regulators in the Company's Resolution Plan; 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, Federal Deposit Insurance Corporation (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 planned exit of the United Kingdom from the European Union; and other similar matters.

"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 brokerdealers 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	_	Nine Mon Septen				Third Quarter		Second Quarter		Third Quarter
		2017		2016		2017		2017		2016
Net interest income	\$	33,205	\$	30,804	\$	11,161	\$	10,986	\$	10,201
Noninterest income	_	33,711		32,907		10,678	_	11,843		11,434
Total revenue, net of interest expense		66,916		63,711		21,839		22,829		21,635
Provision for credit losses		2,395		2,823		834		726		850
Noninterest expense	e	41,713	-	41,790		13,139	-	13,726	_	13,481
Income before income taxes	_	22,808	_	19,098	-	7,866	_	8,377		7,304
income tax expense		7,096		5,888		2,279	_	3,108	-	2,349
Net income	\$	15,712	S	13,210	\$	5,587	\$	5,269	\$	4,955
Preferred stock dividends		1,328	_	1,321		465	_	361		503
Net income applicable to common shareholders	s	14.384	S	11.889	s	5.122	s	4.908	s	4.452
Average common shares issued and outstanding		0,103,386		10.312.878		0,197,891		10,013,503	1	0,250,124
Average common snares issued and outstanding Average diluted common shares issued and outstanding		0,820,425		11,046,807		0,725,482		10,013,503		1,000,473
Summary Average Balance Sheet		100 775				126 006		101 100		100 100
Total debt securities	\$	432,775	\$		\$	436,886	\$		\$	423,182
Total loans and leases		915,678		897,760		918,129		914,717		900,594
Total earning assets		,912,629		1,861,019		1,919,502		1,922,747		1,870,062
fotal assets		2,257,293		2,183,905		2,270,872		2,269,153		2,189,490
Total deposits	1	,261,782		1,213,029		1,271,711		1,256,838		1,227,186
Common shareholders' equity		246,195		240,440		249,624		246,003		243,679
Total shareholders' equity		271,012		264,907		273,648		271,223		268,899
Performance Ratios										
Return on average assets		0.93%		0.81%	8	0.98%		0.93%		0.90
Return on average common shareholders' equity		7.81		6.61		8.14		8.00		7.27
Return on average tangible common shareholders' equity (1)		10.95		9.40		11.32		11.23		10.28
Per common share information										
Fer common share information Earnings	s	1.42	s	1.15	ŝ	0.50	s	0.49	s	0.43
Diluted earnings		1.35		1.10	Ť	0.48	*	0.46	-	0,41
Dividends paid		0.27		0.175		0.12		0.075		0.075
Book value		23.92		24.19		23.92		24.88		24.19
Tangible book value (1)		17.23		17.14		17.23		17.78		17.14
					Se	ptember 30		June 30	Se	otember 30
Summary Period-End Balance Sheet					_	2017	_	2017	_	2016
Total debt securities					\$	439,209	\$	434,517	\$	434,914
Total loans and leases						927,117		916,666		905,008
Total earning assets						1,938,821		1,909,192		1,877,928
Total assets						2,283,896		2,254,529		2,195,314
Total deposits						1,284,417		1,262,980		1,232,895
Common shareholders' equity						250,136		245,767		244,863
Total shareholders' equity						272,459		270,987		270,083
Common shares issued and outstanding					1	0,457,474		9,878,118	1	0,123,845
								6		
Credit Quality	_	Nine Mon Septen 2017				Third Quarter 2017		Second Quarter 2017		Third Quarter 2016
Total net charge-offs (2)	\$	2,742	s		\$	900	\$	908	\$	888
Net charge-offs as a percentage of average loans and leases outstanding (3)		0.40%		0.44%		0.39%		0.40%		0.40
Provision for credit losses	\$	2,395	s	2,823	\$	834	\$	726	\$	850
					Se	ptember 30 2017		June 30 2017	Sej	otember 30 2016
Total nonperforming loans, leases and foreclosed properties (4)					\$	6,869	\$	7,127	\$	8,737
Nonperforming loans, leases and foreclosed properties as a percentage of total loans, leases										
and foreclosed properties (3)						0.75%		0.78%		0.97
Allowance for loan and lease losses					\$	10,693	\$	10,875	\$	11,692

#### Bank of America Corporation and Subsidiaries

#### Selected Financial Data (continued)

(Dollars in millions)

		Basel 3 Transition	n
Capital Management	September 30 2017	June 30 2017	September 30 2016
Risk-based capital metrics <sup>(6)</sup> :		-	
Common equity tier 1 capital	\$ 176,094	\$ 171,431	\$ 169,925
Common equity tier 1 capital ratio	11.99	6 11.6%	11.0
Tier 1 leverage ratio	9.0	8.9	9.1
Tangible equity ratio (7)	9.1	9.2	9.4
Tangible common equity ratio (7)	8.1	8.0	8.2
Regulatory Capital Reconciliations <sup>(5, 6, 8)</sup>	September 30 2017	June 30 2017	September 30 2016
Regulatory capital – Basel 3 transition to fully phased-in			
Common equity tier 1 capital (transition)	\$ 176,094	\$ 171,431	\$ 169,925
Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition	(1,357)	(1,457)	(3,143)
Accumulated OCI phased in during transition	(747)	(845)	188
Intangibles phased in during transition	(316)	(338)	(853)
Defined benefit pension fund assets phased in during transition	(187)	(181)	(375)
DVA related to liabilities and derivatives phased in during transition	158	156	168
Other adjustments and deductions phased in during transition	(77)	(62)	(35
Common equity tier 1 capital (fully phased-in)	\$ 173.568	\$ 168.704	\$ 165.875
Risk-weighted assets – As reported to Basel 3 (fully phased-in)			
Basel 3 Standardized approach risk-weighted assets as reported	\$ 1,407,423	\$ 1,389,696	\$ 1,395,541
Changes in risk-weighted assets from reported to fully phased-in	12,709	15,413	15,587
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	\$ 1.420.132	\$ 1.405.109	\$ 1.411.128
Basel 3 Advanced approaches risk-weighted assets as reported	\$ 1,482,587	\$ 1,477,633	\$ 1,547,221
Changes in risk-weighted assets from reported to fully phased-in	(21,768)	(13,545)	(23,502)
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) <sup>(9)</sup>	\$ 1,460,819	\$ 1,464,088	\$ 1.523,719
Regulatory capital ratios			
Basel 3 Standardized approach common equity tier 1 (transition)	12.59	6 12.3%	12.2
Basel 3 Advanced approaches common equity tier 1 (transition)	11.9	11.6	11.0
Basel 3 Standardized approach common equity tier 1 (fully phased-in)	12.2	12.0	11.8
Basel 3 Advanced approaches common equity tier 1 (fully phased-in) (9)	11.9	11.5	10.9

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 because they present measures of those assets that can generate income. Tangible book value per share 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. Includes non-U.S. credit card net charge-offs of \$75 million for the nine months ended September 30, 2017, including \$0, \$31 million and \$44 million for the three months ended September

(2) 30, 2017, June 30, 2017 and March 31, 2017, respectively. These net charge-offs represent net charge-offs of non-U.S. credit card loans, which were sold in the second quarter of 2017. Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation. (3)

Balances do not include bana accounted for under the tail value option. Change on racio annualized for underquartery presentation. Belances do not include past due consumer credit card loans, 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 or accounted for under the fair value option. 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.

<sup>60</sup> Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a tuily phased-in pasis are non-user innancial measures.
<sup>60</sup> As an Advanced approaches institution, we are required to report regulatory capital risk-weighted assets and ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is to be used to assess capital adequacy, which is the Advanced approaches for the periods presented.
<sup>60</sup> Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides and use of the approache that ean generative field for accellation to fida period-end tangible assets. Tangible equity provides are used to fail the approache that ean generative field for accellations to fod period-end tangible assets. Tangible equity provides are approached to the approache that ean generative field for accellations on page 17.18. additional useful information because they present measures of those assets that can generate income. See Reconciliations to GAAP Financial Measures on pages 17-18. Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see pages 17-18.

Basel 3 fully phased-in Extended and a measure in technicia measures for extended and a manufacture measures, see pages 17-10. Basel 3 fully phased-in Advanced approaches estimates assume approval by US. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tier 1 capital ratio would be reduced by approximately 25 bps if IMM is not used.

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

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#### Bank of America Corporation and Subsidiaries

#### Quarterly Results by Business Segment and All Other

(Dol	lars	in	mi	llions)

	2		т	hird	Quarter 20	17		
		Consumer Banking	GWIM		Global Banking	Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	8,774	\$ 4,620	\$	4,986	\$	3,900	\$ (201)
Provision for credit losses		967	16		48		(6)	(191)
Noninterest expense		4,459	3,370		2,118		2,710	482
Net income		2,087	769		1,758		756	217
Return on average allocated capital (2)		22%	22%		17%		9%	n/m
Balance Sheet								
Average								
Total loans and leases	\$	268,810	\$ 154,333	\$	346,093	\$	72,347	\$ 76,546
Total deposits		658,974	239,647		315,692		32,125	25,273
Allocated capital (2)		37,000	14,000		40,000		35,000	n/m
Period end								
Total loans and leases	\$	272,360	\$ 155,871	\$	349,838	\$	76,225	\$ 72,823
Total deposits		669,647	237,771		319,545		33,382	24,072
			s	econ	d Quarter 20	17		

				S	econ	d Quarter 20	17			
		onsumer Banking		GWIM		Global Banking		Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	8,509	\$	4,695	\$	5,039	s	3,947	s	876
Provision for credit losses		834		11		15		25		(159)
Noninterest expense		4,411		3,392		2,154		2,650		1,119
Net income (loss)		2,031		804		1,786		830		(182)
Return on average allocated capital (2)		22%		23%		18%		10%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	261,537	\$	150,812	\$	345,063	s	69,638	\$	87,667
Total deposits		652,787		245,329		300,483		31,919		26,320
Allocated capital (2)		37,000		14,000		40,000		35,000		n/m
Period end										
Total loans and leases	s	265,938	s	153,468	s	344,457	s	73,973	s	78,830
Total deposits		662,678		237,131		303,205		33,363		26,603

				Third	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	\$	4,746	\$	4,358	\$	412
Provision for credit losses	698		7		118		19		8
Noninterest expense	4,371		3,255		2,152		2,656		1,047
Net income (loss)	1,813		698		1,551		1,074		(181)
Return on average allocated capital (2)	21%		21%		17%		12%		n/m
Balance Sheet									
Average									
Total loans and leases	\$ 248,683	s	143,207	s	334,363	s	69,043	s	105,298
Total deposits	605,705		253,812		307,288		32,840		27,541
Allocated capital (2)	34,000		13,000		37,000		37,000		n/m
Period end									
Total loans and leases	\$ 251,125	s	144,980	S	334,120	s	72,144	s	102,639
Total deposits	618,027		252,962		302,413		31,692		27,801

<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.
 <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.

n/m = not meaningful

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

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#### Bank of America Corporation and Subsidiaries

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

(Dollars in millions)										
		onsumer Banking		GWIM	s En	ded Septemi Global Banking	Global Markets			All Other
Total revenue, net of interest expense (FTE basis) (1)	\$	25,567	\$	13,907	\$	14,980	\$	12,555	\$	581
Provision for credit losses		2,639		50		80		2		(376)
Noninterest expense		13,280		10,091		6,435		8,117		3,790
Net income (loss)		6,010		2,346		5,273		2,883		(800)
Return on average allocated capital (2)		22%		22%		18%		11%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	262,804	\$	151,205	\$	344,683	\$	70,692	\$	86,294
Total deposits		649,204		247,389		307,163		32,397		25,629
Allocated capital (2)		37,000		14,000		40,000		35,000		n/m
Period end										
Total loans and leases	\$	272,360	\$	155,871	\$	349,838	\$	76,225	\$	72,823
Total deposits		669,647		237,771		319,545		33,382		24,072
				Nine Month	is Er	ided Septemb	er 30	0.2016		
		Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	S	23,620	s	13,273	s	13,896	\$	12,618	\$	970
Provision for credit losses		1,955		46		870		23		(71)
Noninterest expense		13,324		9,816		6,450		7,690		4,510
Net income (loss)		5,253		2,141		4,141		3,159		(1,484)
Return on average allocated capital (2)		21%		22%		15%		11%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	243,191	s	141,169	5	332,474	\$	69,315	\$	111,611
Total deposits		593,501		256,356		301,175		34,409		27,588
		34,000		13,000		37,000		37,000		n/m
Allocated capital (2)										
Allocated capital *** Period end										
	s	251,125	s	144,980	s	334,120	s	72,144	s	102,639

(1) 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

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

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

(Dollars in millions) Fully taxable-equivalent (FTE) basis data <sup>(1)</sup>	Nine Months Ended September 30						Second	Third Ouarter
	2017		2016		Quarter 2017		2017	2016
Net interest income	\$ 33,879	\$	31,470	\$	11,401	S	11,223	\$ 10,429
Total revenue, net of interest expense	67,590		64,377		22,079		23,066	21,863
Net interest yield	2.36%		2.26%		2.36%		2.34%	2.23%
Efficiency ratio	61.71		64.91		59.51		59.51	61.66

Other Data	September 30 2017	June 30 2017	September 30 2016
Number of financial centers - U.S.	4,511	4,542	4,629
Number of branded ATMs - U.S.	15,973	15,972	15,959
Headcount	209,839	210,904	211,877

(ii) 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.

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

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

(Dollars in millions)

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 taxexempt 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 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 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 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 divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible equity ratio represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures adjusted ender a verage tangible back value per common shareholders' equity divided by ending common shareholders' equity 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 divided by ending common shareholders' equity asset to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity asset 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, 2017 and 2016 and the three months ended September 30, 2017, June 30, 2017 and September 30, 2016. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

		Nine Mor Septer			Third Quarter		Second Quarter			Third Quarter
		2017		2016	2017		2017		12	2016
Reconciliation of net interest income to net interest income on a fully taxable-equiva	lent basis									
Net interest income	\$	33,205	\$	30,804	\$	11,161	\$	10,986	\$	10,201
Fully taxable-equivalent adjustment		674	-	666	_	240	-	237		228
Net interest income on a fully taxable-equivalent basis	\$	33,879	s	31,470	\$	11,401	\$	11,223	\$	10,429
Reconciliation of total revenue, net of interest expense to total revenue, net of intere	st expense or	n a fully ta	xable	-equivalent	basi	s				
Total revenue, net of interest expense	\$	66,916	s	63,711	5	21,839	s	22,829	s	21,635
Fully taxable-equivalent adjustment		674		666		240		237		228
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	67,590	s	64,377	\$	22,079	\$	23,066	\$	21,863
Reconciliation of income tax expense to income tax expense on a fully taxable-equiva	lent basis						_			
Income tax expense	\$	7,096	s	5,888	\$	2,279	\$	3,108	\$	2,349
Fully taxable-equivalent adjustment		674		666		240		237		228
Income tax expense on a fully taxable-equivalent basis	\$	7,770	\$	6,554	\$	2,519	\$	3,345	\$	2,577
Reconciliation of average common shareholders' equity to average tangible common :	shareholders'	equity								
Common shareholders' equity	\$	246,195	s	240,440	\$	249,624	s	246,003	s	243,679
Goodwill		(69,398)		(69,752)		(68,969)		(69,489)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,737)		(3,480)		(2,549)		(2,743)		(3,276
Related deferred tax liabilities		1,503		1,666		1,465		1,506		1,628
Tangible common shareholders' equity	\$	175,563	\$	168,874	\$	179,571	\$	175,277	\$	172,287
Reconciliation of average shareholders' equity to average tangible shareholders' equit	ty									
Shareholders' equity	\$	271,012	s	264,907	\$	273,648	\$	271,223	\$	268,899
Goodwill		(69,398)		(69,752)		(68,969)		(69,489)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,737)		(3,480)		(2,549)		(2.743)		(3,276
Related deferred tax liabilities		1,503		1,666		1,465		1,506		1,628
Tangible shareholders' equity	\$	200,380	\$	193,341	\$	203,595	\$	200,497	\$	197,507

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

#### 18

#### Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter		Second Quarter			Third Quarter		
		2017	_	2016	_	2017	_	2017	_	2016
Reconciliation of period-end common shareholders' equity to period-end tangible common s	hareho	Iders' equit	y							
Common shareholders' equity	\$	250,136	\$	244,863	\$	250,136	\$	245,767	\$	244,863
Goodwill		(68,968)		(69,744)		(68,968)		(68,969)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(3,168
Related deferred tax liabilities	-	1,435	_	1,588	_	1,435	_	1,471	_	1,588
Tangible common shareholders' equity	\$	180,144	\$	173,539	\$	180,144	\$	175,659	\$	173,539
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equit	У									
Shareholders' equity	\$	272,459	\$	270,083	\$	272,459	\$	270,987	\$	270,083
Goodwill		(68,968)		(69,744)		(68,968)		(68,969)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(3,168
Related deferred tax liabilities		1,435		1,588		1,435		1,471		1,588
Tangible shareholders' equity	\$	202,467	s	198,759	\$	202,467	\$	200,879	s	198,759
Reconciliation of period-end assets to period-end tangible assets										
Assets	\$ 2	2,283,896	\$	2,195,314	\$	2,283,896	\$	2,254,529	\$	2,195,314
Goodwill		(68,968)		(69,744)		(68,968)		(68,969)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(3,168
Related deferred tax liabilities		1,435		1,588		1,435		1,471		1,588
Tangible assets	\$ 2	2,213,904	\$	2,123,990	\$	2,213,904	\$	2,184,421	\$	2,123,990
Book value per share of common stock										
Common shareholders' equity	\$	250,136	\$	244,863	\$	250,136	\$	245,767	\$	244,863
Ending common shares issued and outstanding	1	0,457,474		10,123,845	1	0,457,474		9,878,118		10,123,845
Book value per share of common stock	\$	23.92	s	24.19	\$	23.92	s	24.88	s	24.19
Tangible book value per share of common stock										
Tangible common shareholders' equity	\$	180,144	\$	173,539	\$	180,144	\$	175,659	\$	173,539
Ending common shares issued and outstanding	1	0,457,474		10,123,845	1	0,457,474		9,878,118		10,123,845
Tangible book value per share of common stock	\$	17.23	\$	17.14	\$	17.23	\$	17.78	\$	17.14

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

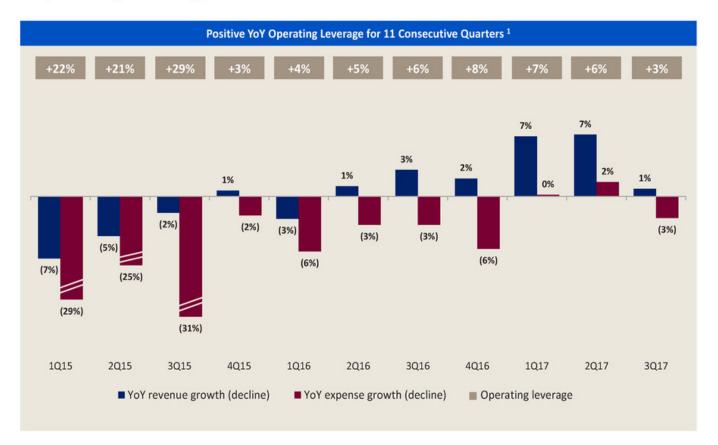


## **3Q17** Highlights

- Generated net income of \$5.6B, up 13% from 3Q16, and earnings per diluted common share of \$0.48, up 17% from 3Q16
  - Year-to-date net income of \$15.7B, up 19% from 2016
- Reduced noninterest expense to \$13.1B, down 3% from 3Q16; efficiency ratio improved to 60%
- Good client balance growth across the franchise
  - Average deposits grew \$45B, or 4%, from 3Q16
  - Average loans and leases in business segments grew 6% from 3Q16
  - Nearly \$2.7T in wealth management client balances with AUM flows of \$21B in 3Q17
- Strengthened capital and liquidity levels
- Asset quality remained strong; net charge-off ratio of 39 bps
- Achieved a return on assets of 0.98%, return on equity of 8.1% and return on tangible common equity of 11.3%<sup>1</sup>
- Increased capital returned to shareholders; repurchased \$7.9B of common shares and paid \$2.8B in common dividends year-to-date

<sup>1</sup> Represents a non-GAAP financial measure. See slide 27 for important presentation information.

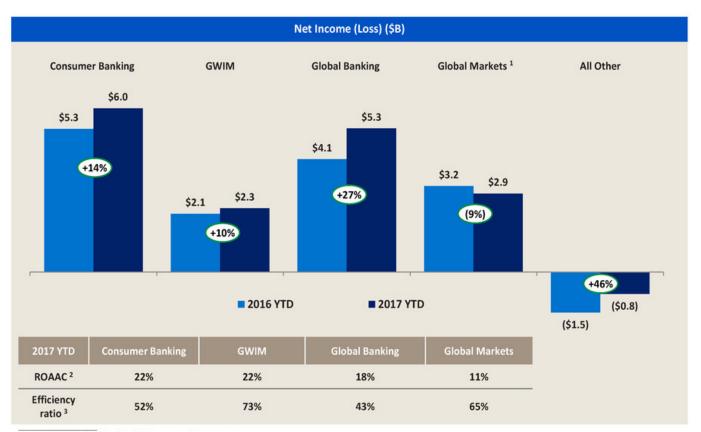
## **Operating Leverage Trend**



Note: Amounts may not total due to rounding. <sup>1</sup> Operating leverage calculated as the year-over-year percentage change in revenue, net of interest expense, less the percentage change in noninterest expense.



### Year-to-Date Business Results



Note: GWIM defined as Global Wealth & Investment Management.

<sup>1</sup> Excluding net debit valuation adjustments of (\$0.3B) and (\$0.1B) and litigation expense / (benefit) of \$0.1B and (\$0.2B) for 2017 YTD and 2016 YTD, respectively, Global Markets net income would have increased 1% from 2016. Represents a non-GAAP financial measure. For important presentation information, see slide 27.

<sup>2</sup> ROAAC defined as return on average allocated capital.
<sup>3</sup> Fully taxable-equivalent basis (FTE).

# **3Q17 Summary Results**

			Inc /	(Dec)	
\$ in billions, except per share data	3Q17	2Q1	7 <sup>1</sup>	3Q16	
Summary Income Statement					
Total revenue, net of interest expense <sup>2</sup>	\$21.8	(\$1.	0)	\$0.2	
Noninterest expense	13.1	(0.	6)	(0.3)	
Provision for credit losses	0.8	0.	1	(0.0)	
Pre-tax income	7.9	(0.	5)	0.6	
Net income	5.6	0.	3	0.6	
Diluted earnings per common share	\$0.48	\$0.0	2	\$0.07	
Average diluted common shares (in billions)	10.73	(0.1	0)	(0.27)	
Return Metrics	3Q17	2Q	17	3Q16	
Return on average assets	0.98	% 0.9	3 %	0.90	%
Return on average common shareholders' equity	8.1	8.	0	7.3	
Return on average tangible common shareholders' equity <sup>3</sup>	11.3	11.	2	10.3	
Efficiency ratio	60	6	0	62	

Note: Amounts may not total due to rounding. <sup>1</sup> 2017 included an after-tax gain of \$0.1B for the sale of the non-U.S. consumer credit card business of which a \$0.8B pre-tax gain was recorded in other income mostly offset by a \$0.7B tax expense. <sup>2</sup> Reported on a GAAP basis. On an FTE basis, revenue of \$22.1B, \$23.1B and \$21.9B in 3017, 2017 and 3016, respectively. For important presentation information, see slide 27. <sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 27.



## Balance Sheet, Liquidity and Capital Highlights

\$ in billions, except per share data	3Q17	2Q17	3Q16
Balance Sheet (end of period balances)			
Total assets	\$2,283.9	\$2,254.5	\$2,195.3
Total loans and leases 1	927.1	916.7	905.0
Total loans and leases in business segments <sup>2</sup>	854.3	837.8	802.4
Total deposits	1,284.4	1,263.0	1,232.9
Funding & Liquidity			
Long-term debt	\$228.7	\$223.9	\$225.1
Global Liquidity Sources (average) <sup>3</sup>	517	513	523
Liquidity coverage ratio 3, 6	126 %	126 %	6 n/a
Time to Required Funding (in months) <sup>3</sup>	52	49	38
Equity			
Common shareholders' equity	\$250.1	\$245.8	\$244.9
Common equity ratio	11.0 %	10.9 %	6 11.2 %
Tangible common shareholders' equity <sup>4</sup>	\$180.1	\$175.7	\$173.5
Tangible common equity ratio <sup>4</sup>	8.1 %	8.0 %	6 8.2 %
Per Share Data			
Book value per common share	\$23.92	\$24.88	\$24.19
Tangible book value per common share <sup>4</sup>	17.23	17.78	17.14
Common shares outstanding (in billions) 5	10.46	9.88	10.12

\$ in billions	3Q17		2Q17		3Q16	
Basel 3 Transition (as reported) 6, 7						
Common equity tier 1 capital	\$176.1		\$171.4		\$169.9	
Risk-weighted assets	1,483		1,478		1,547	
CET1 ratio	11.9	%	11.6	%	11.0	%
Basel 3 Fully Phased-in 6,8						
Common equity tier 1 capital	\$173.6		\$168.7		\$165.9	
Standardized approach						
Risk-weighted assets	1,420		1,405		1,411	
CET1 ratio	12.2	%	12.0	%	11.8	%
Advanced approaches						
Risk-weighted assets	\$1,461		\$1,464		\$1,524	
CET1 ratio	11.9	%	11.5	%	10.9	%
Supplementary leverage ratios (SLR) <sup>3</sup>						
Bank holding company SLR	7.1	%	7.0	%	7.1	%
Bank SLR	7.4		7.3		7.5	

<sup>1</sup> 3Q16 included \$9.3B of non-U.S. consumer credit cards. On June 1, 2017, the Company completed the sale of its non-U.S. consumer credit card business to a third party.

<sup>2</sup> Excludes loans and leases in All Other.

3 See notes A, B, C and D an slide 25 for definitions of Global Liquidity Sources, Time to Required Funding, Liquidity Coverage Ratio and Supplementary Leverage Ratio, respectively.

<sup>4</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 27.

<sup>5</sup> Berkshire Hathaway exercised its warrants to purchase 700 million shares of BAC common stock in 3Q17 using its Series T preferred shares, which resulted in an increase to common shares outstanding. <sup>6</sup> Regulatory capital and liquidity ratios as of September 30, 2017 are preliminary. 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, are premimary. Common equity del 1 (cc) 1 (capital measures), for important presentation information, see slide 24.

<sup>7</sup> Bank of America reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which is the Advanced approaches for the periods presented.

\*Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tier 1 capital ratio would be reduced by approximately 25 bps if IMM is not used.









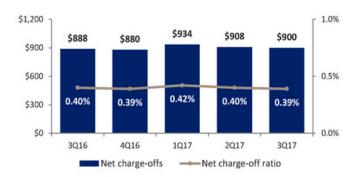


Note: Amounts may not total due to rounding.

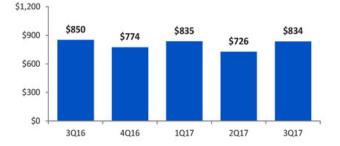
<sup>1</sup>Includes \$6.5B, \$9.4B, \$9.1B and \$9.3B of average non-U.S. consumer credit card loans in 2Q17, 1Q17, 4Q16 and 3Q16, respectively. On June 1, 2017, the Company completed the sale of its non-U.S. consumer credit card loans in 2Q17, 1Q17, 4Q16 and 3Q16, respectively. On June 1, 2017, the Company completed the sale of its non-U.S.

## Asset Quality

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



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



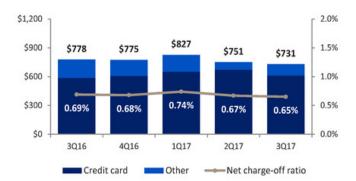
Total net charge-offs of \$0.9B declined 1% from 2Q17

- Net charge-off ratio declined to 39 bps
- Provision expense of \$0.8B increased \$0.1B from 2Q17, due primarily to credit card portfolio seasoning and loan growth, partially offset by improvements in consumer real estate and reductions in energy exposures
- Allowance for loan and lease losses of \$10.7B, which represents 1.16% of total loans and leases <sup>1</sup>
- Nonperforming loans (NPLs) decreased \$0.2B from 2Q17 with improvements in both commercial and consumer
  - 45% of consumer NPLs are current
- Commercial reservable criticized utilized exposure decreased \$0.8B from 2Q17, driven by reductions in energy exposures

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

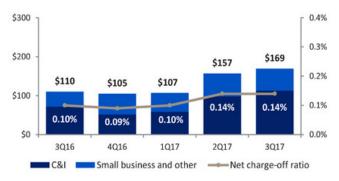
## Asset Quality – Consumer and Commercial Portfolios

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



Consumer Asset Quality Metrics (\$MM)	3Q17		2Q17		3Q16	
Provision	\$730		\$606		\$705	
Nonperforming loans and leases	5,252		5,282		6,350	
% of loans and leases 1	1.17	%	1.18	%	1.41	%
Consumer 30+ days performing past due	\$9,244		\$8,650		\$10,790	
Fully-insured <sup>2</sup>	4,721		4,970		6,844	
Non fully-insured	4,523		3,680		3,946	
Allowance for loans and leases	5,582		5,695		6,379	
% of loans and leases 1	1.25	%	1.28	%	1.42	%
# times annualized NCOs	1.93	х	1.89	x	2.06	х





Commercial Asset Quality Metrics (\$MM)	3Q17		2Q17		3Q16	
Provision	\$104		\$120		\$145	
Reservable criticized utilized exposure	14,824		15,640		16,938	
Nonperforming loans and leases	1,318		1,520		1,999	
% of loans and leases 1	0.28	%	0.33	%	0.45	%
Allowance for loans and leases	\$5,111		\$5,180		\$5,313	
% of loans and leases <sup>1</sup>	1.08	%	1.12	%	1.19	%

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

<sup>2</sup> Fully-insured loans are FHA-insured loans and other loans individually insured under long-term standby agreements.

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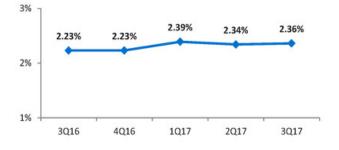
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### Net Interest Income



#### Net Interest Income (FTE, \$B)<sup>1</sup>

#### Net Interest Yield (FTE)<sup>1</sup>



Represents a non-GAAP financial measure. For important presentation information, see slide 27.
 NII asset sensitivity represents banking book positions.

- Net interest income of \$11.2B (\$11.4B FTE <sup>1</sup>) increased \$1.0B from 3Q16, driven by the benefits from higher interest rates and loan and deposit growth, partially offset by a decline resulting from the sale of the non-U.S. consumer credit card business
  - Increased \$0.2B compared to 2Q17, reflecting the benefits from higher short-end interest rates, loan growth and one additional interest accrual day, partially offset by higher deposit pricing in GWIM and the full quarter impact from the sale of the non-U.S. consumer credit card business
- Interest rate sensitivity as of September 30, 2017<sup>2</sup>
  - We remain positioned for NII to benefit as rates move higher
  - +100bps parallel shift in interest rate yield curve is estimated to benefit NII by \$3.28 over the next 12 months, driven primarily by sensitivity to short-end interest rates <sup>2</sup>

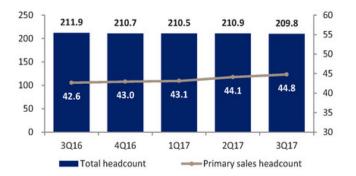
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## **Expense Highlights**

#### Noninterest Expense (\$B)



#### Headcount (in 000's)



Note: Amounts may not total due to rounding.

- Total noninterest expense of \$13.1B declined \$0.3B, or 3%, from 3Q16, reflecting reduced operating costs, lower litigation expense and a reduction from the sale of the non-U.S. consumer credit card business
  - Declined \$0.6B from 2Q17, driven by the absence of impairment charges related to certain data centers, lower severance and reduced operating costs
- Efficiency ratio improved over 200 bps from 3Q16 to 60%
- Total headcount of 210K declined 1% from 3Q16, with reductions driven primarily by the sale of the non-U.S. consumer credit card business as well as continued optimization in Consumer Banking
- Primary sales headcount increased over 2K from 3Q16, with increases across Consumer Banking, GWIM and Global Banking; primary sales represent 21% of total headcount

## **Consumer Banking**

		- 28	Inc/(Dec)			
\$ in millions	3Q17	142	2Q17		3Q16	
Total revenue, net of interest expense 1	\$8,774		\$265		\$806	
Provision for credit losses	967		133		269	
Noninterest expense	4,459		48		88	
Pre-tax income <sup>1</sup>	3,348		84		449	
Income tax expense 1	1,261	-	28		175	
Net income	\$2,087		\$56		\$274	
Key Indicators (\$ in billions)	3Q17		2Q17		3Q16	
Average deposits	\$659.0		\$652.8		\$605.7	
Rate paid on deposits	0.04	%	0.04	%	0.04	9
Cost of deposits <sup>2</sup>	1.59		1.59		1.59	
Average loans and leases	\$268.8		\$261.5		\$248.7	
Net charge-off ratio	1.18	%	1.21	%	1.14	9
Client brokerage assets	\$167.3		\$159.1		\$138.0	
Mobile banking active users (MM)	23.6		22.9		21.3	
Number of financial centers	4,511		4,542		4,629	
Combined credit / debit purchase volumes <sup>3</sup>	\$137.0		\$137.0		\$128.6	
Total U.S. consumer credit card risk-adjusted margin <sup>3</sup>	8.63	%	8.40	%	9.11	%
Return on average allocated capital	22		22		21	
Allocated capital	\$37		\$37		\$34	
Efficiency ratio <sup>1</sup>	51	%	52	%	55	%

- Net income of \$2.1B, up 15% from 3Q16; ROAAC of 22%
  - Pretax, pre-provision net revenue of \$4.3B, up 20%<sup>4</sup>
- Revenue of \$8.8B increased \$0.8B, or 10%, from 3Q16
- NII increased, driven by strong deposit and loan growth
- Noninterest income decreased, reflecting lower mortgage banking income, partially offset by higher card income and service charges
- Provision increased \$0.3B from 3Q16, due primarily to credit card portfolio seasoning and loan growth
  - Net charge-offs increased \$90MM to \$800MM
- Noninterest expense increased \$0.1B, or 2%, from 3Q16, driven by investments in digital capabilities and business growth
  - Efficiency ratio improved to 51% from 55%
  - Increased primary sales professionals by 10% and continued to invest in financial center builds/renovations
  - Average deposits of \$659B grew \$53B, or 9%, from 3Q16
  - 50% of deposits in checking accounts; 90% primary accounts <sup>5</sup>
  - Average cost of deposits unchanged at 1.59%
- Average loans and leases of \$269B increased 8% from 3Q16, driven by growth in residential mortgage, credit card and vehicle lending
- Client brokerage assets of \$167B grew \$29B, or 21%, from 3Q16, driven by strong client flows and market performance; new accounts up 6%
- Combined card spend grew 7% from 3Q16 (credit +8%, debit +5%)
- Mobile banking active users of 23.6MM, up 11% from 3Q16; mobile channel usage up 19% from 3Q16

<sup>1</sup> FTE basis.

<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.

<sup>4</sup> Represents a non-GAAP financial measure. Calculated as total revenue, net of interest expense (FTE basis), less noninterest expense. See slide 27 for important presentation information. <sup>5</sup> Represents the percentage of consumer checking accounts that are estimated to be the customer's primary account based on multiple relationship factors (e.g., linked to their direct deposit).



### **Consumer Banking Trends**

#### **Business Leadership**

- #1 Consumer Deposit Market Share 1
- #1 Online Broker<sup>2</sup>
- #1 Home Equity Lender <sup>3</sup>
- #2 bank for Retail Mortgage Originations <sup>3</sup>
- #1 in Prime Auto Credit distribution of new originations among peers 4
- #3 in U.S. Credit Card Balances <sup>5</sup>
- #2 Small Business Lender <sup>6</sup>

\$1,200

\$900

\$600

\$300

\$0

- #1 in Online Banking Functionality <sup>7</sup>
- #1 in Mobile Banking Functionality<sup>8</sup>

**Consumer Client Balances (EOP, \$B)** 

\$1,074 \$1,088

266

663

2Q17

258

662

1Q17

#1 in Digital Sales Functionality<sup>8</sup>

\$1,007 \$1,036

251

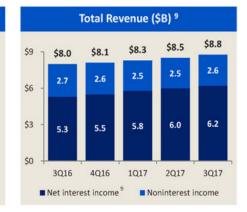
618

3Q16

259

633

4016







Note: Amounts may not total due to rounding.

<sup>1</sup>Source: June 2017 FDIC deposit data.

<sup>2</sup> Source: Kiplinger's 2017 Best Online Brokers Review

<sup>3</sup> Source: Inside Mortgage Finance (Sept. and Aug. 2017, respectively). <sup>4</sup> Source: Experian. Largest percentage of 740+ Scorex custo ners among key competitors as of July 2017.

Deposits Loans and leases Client brokerage assets

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\$258

18

59

\$254

18

54

\$249

50

\$300

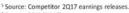
\$200

\$1,109

272

670

3017



\$262

19

63

<sup>6</sup> Source: FDIC (2Q17).

Source: Dynatrace, Online Banker Scorecard (May 2017).

<sup>8</sup> Source: Forrester. U.S. Mobile Banking Functionality (Aug. 2017) and U.S. Bank Digital Sales Functionality (Dec. 2016). 9 FTE basis.

13

0.20%

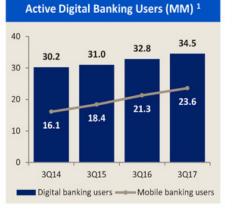
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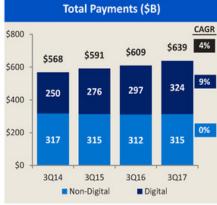
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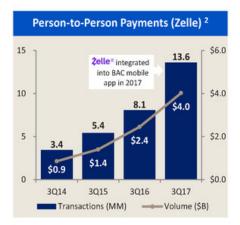
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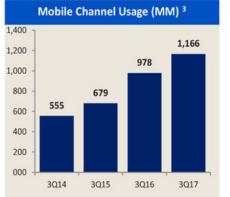
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<sup>1</sup> Digital users represent mobile and / or online users in consumer businesses.

<sup>2</sup> Includes person-to-person payments through e-mail or mobile identification.
 <sup>3</sup> Represents the total number of application logins using a smartphone or tablet.

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14

## **Global Wealth & Investment Management**

			nc/(D	ec)		
Provision for credit losses Noninterest expense Pre-tax income <sup>1</sup> Income tax expense <sup>1</sup> Net income Key Indicators (\$ in billions) Average deposits	3Q17	2Q17		3Q16		
Total revenue, net of interest expense 1	\$4,620	(\$75	)	\$241		
Provision for credit losses	16	5		9		
Noninterest expense	3,370	(22	(22) 1			
Pre-tax income	1,234	(58	)	117		
Income tax expense <sup>1</sup>	465	(23	(23)			
Netincome	\$769	(\$35	)	\$71		
Key Indicators (\$ in billions)	3Q17	2Q17		3Q16		
Average deposits	\$239.6	\$245.3		\$253.8	į.	
Average loans and leases	154.3	150.8		143.2		
Net charge-off ratio	0.03	% 0.02	%	0.03	4	

AUM flows	\$20.7	\$27.5	\$10.2
Pretax margin	27 %	28 %	26 %
Return on average allocated capital	22	23	21
Allocated capital	\$14	\$14	\$13

- Net income of \$0.8B, up 10% from 3Q16; ROAAC of 22% and pretax margin of 27%
- Revenue of \$4.6B improved 6% from 3Q16, due to higher NII and asset management fees, partially offset by lower transactional revenue
- Noninterest expense increased 4% from 3Q16, driven by higher revenue-related incentive costs
- Client balances grew 7% from 3Q16 to nearly \$2.7T, due to higher market valuations and positive net flows
  - Assets under management reached \$1T with flows of nearly \$21B in 3Q17, reflecting solid client activity as well as a shift from brokerage to AUM
- Average deposits of \$240B declined 6% from 3Q16, due primarily to clients shifting balances into investments
- Average loans and leases of \$154B increased 8%, or \$11B, from 3Q16, driven by mortgage and structured lending; 30<sup>th</sup> consecutive quarter of loan growth
- Wealth advisors increased 2% from 3Q16 to 19,108<sup>2</sup>

<sup>1</sup> FTE basis.

<sup>2</sup> Includes financial advisors in Consumer Banking of 2,267 and 2,171 in 3Q17 and 3Q16.

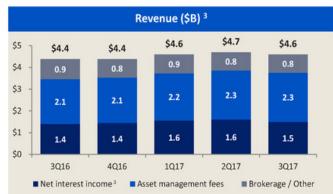
## **Global Wealth & Investment Management Trends**

#### **Business Leadership**

- · #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 (2017)
- #1 in Barron's Top 1,200 ranked Financial Advisors (2017)
- #2 in Barron's Top 100 Women Advisors (2017)
- #1 in Forbes' Top 500 America's Top Next Generation Advisors (2017)









Note: Amounts may not total due to rounding. <sup>1</sup> Source: Competitor 2Q17 earnings releases.

<sup>2</sup> Source: Industry 2Q17 call reports.

<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

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## **Global Banking**

		Inc/(	Dec)	
\$ in millions	3Q17	2Q17	3Q16	
Total revenue, net of interest expense 1, 2	\$4,986	(\$53)	\$240	
Provision for credit losses	48	33	(70)	
Noninterest expense	2,118	(36)	(34)	
Pre-tax income <sup>1</sup>	2,820	(50)	344	
Income tax expense 1	1,062	(22)	137	
Net income	\$1,758	(\$28)	\$207	

Selected Revenue Items (\$ in millions)	3Q17	2Q17	3Q16
Total Corporation IB fees (excl. self-led) <sup>2</sup>	\$1,477	\$1,532	\$1,458
Global Banking IB fees <sup>2</sup>	807	929	796
Business Lending revenue	2,318	2,244	2,273
Global Transaction Services revenue	1,815	1,796	1,591

Key Indicators (\$ in billions)	3Q17		2Q17		3Q16	
Average deposits	\$315.7		\$300.5		\$307.3	
Average loans and leases	346.1		345.1		334.4	
Net charge-off ratio	0.12	%	0.11	%	0.07	%
Return on average allocated capital	17		18		17	
Allocated capital	\$40		\$40		\$37	
Efficiency ratio <sup>1</sup>	43	%	43	%	45	%

- Net income of \$1.8B increased 13% from 3Q16; ROAAC of 17% •
- . Revenue of \$5.0B increased 5% from 3Q16, driven by improved NII which reflected the benefits of higher short-term interest rates as well as loan and deposit growth
- Total Corporation investment banking fees of \$1.5B (excl. self-led) increased 1% from 3Q16, driven by improved performance in debt issuance and advisory
  - Ranked #3 in global IB fees <sup>3</sup>
- Provision declined from 3Q16, driven primarily by reductions in . energy exposures
- ٠ Noninterest expense declined 2% from 3Q16, driven by improved operating costs, partially offset by investments in technology and relationship bankers
  - Efficiency ratio improved to 43% from 45% in 3Q16
- ٠ Average loans and leases of \$346B increased 4% from 3Q16, driven by growth in C&I
- ٠ Average deposits of \$316B grew 3% from 3Q16
  - Increased 5% from 2Q17, driven by increased deposit pricing

<sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
 <sup>3</sup> Ranking per Dealogic as of October 2, 2017 for the quarter ended September 30, 2017; excludes self-led deals.

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

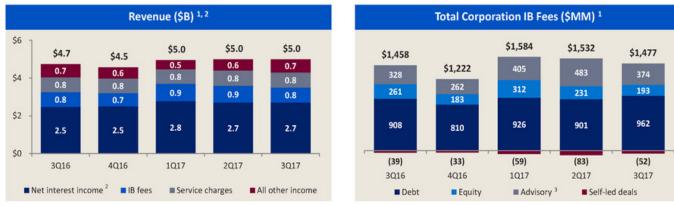
## **Global Banking Trends**

### **Business Leadership**

- Best Bank for Global Payments (The Banker, 2017)
- World's Best Bank for Advisory (Euromoney, 2017)
- World's Best Bank for Corporate Social Responsibility (Euromoney, 2017)
- Most Innovative Investment Bank of the Year (The Banker, 2017)
- 2017 Share and Quality Leader in U.S. Large Corporate Banking & Cash Management (Greenwich, 2017)
- North America's Best Bank for Small to Mediumsized Enterprises (Euromoney, 2017)
- Relationships with 79% of the Global Fortune 500; 95% of the U.S. Fortune 1,000 (2017)







Note: Amounts may not total due to rounding.

<sup>1</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

<sup>2</sup> FTE basis. <sup>3</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.



## **Global Markets**

		Inc/(Dec)						
\$ in millions	3Q17	2Q17		3Q16				
Total revenue, net of interest expense <sup>1, 2</sup>	\$3,900	(\$47)		(\$458)	)			
Net DVA	(21)	138	138					
Total revenue (excl. net DVA) 1, 2, 3	3,921 (18			(564)				
Provision for credit losses	(6)	(31)	(31)		)			
Noninterest expense	2,710	60		54				
Pre-tax income <sup>1</sup>	1,196	(76)	)	(487)	1			
Income tax expense 1	440	(2)		(169)	(169)			
Netincome	\$756	(\$74)		(\$318)				
Net income (excl. net DVA) <sup>3</sup>	\$769	\$769 (\$160)						
Selected Revenue Items (\$ in millions)	3Q17	2Q17		3Q16				
Sales and trading revenue	\$3,129	\$3,210		\$3,600				
Sales and trading revenue (excl. net DVA) <sup>3</sup>	3,150	3,369		3,727				
FICC (excl. net DVA)	2,166	2,254		2,767				
Equities (excl. net DVA)	984	1,115		960	960			
Global Markets IB fees <sup>2</sup>	623	590	590					
Key Indicators (\$ in billions)	3Q17	2Q17		3Q16				
Average trading-related assets	\$442.3	\$452.6		\$415.4				
Average 99% VaR (\$ in MM) <sup>4</sup>	41	43		40				
Average loans and leases	72.3	69.6		69.0				
Return on average allocated capital	9	% 10	%	12				
Allocated capital	\$35	\$35		\$37				
Efficiency ratio <sup>1</sup>	69	% 67	%	61	1			

- Net income of \$0.8B in 3Q17 declined compared to a strong year-٠ ago quarter, driven by lower revenue; ROAAC of 9%
- Sales and trading revenue of \$3.1B, declined 13% from 3Q16 ٠ FICC down 19% to \$2.2B and Equities up 2% to \$1.0B
- Excluding net DVA, sales and trading revenue of \$3.2B declined ٠ 15% from 3Q16 3
  - FICC revenue of \$2.2B declined 22% from 3Q16, driven by less favorable market conditions across credit-related products, as well as lower volatility in rates products
  - Equities revenue of \$1.0B increased 2% from 3Q16, reflecting growth in client financing activities, partially offset by slower secondary market activity
- ٠ Noninterest expense increased 2% versus 3Q16, as lower operating costs were more than offset by continued investments in technology
- Average trading-related assets increased from 3Q16, due primarily to targeted growth in client-financing activities in Equities; average VaR was relatively flat at \$41MM in 3Q17<sup>4</sup>

<sup>1</sup> FTE basis.

<sup>3</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
 <sup>3</sup> Represents a non-GAAP financial measure; see note E on slide 25.
 <sup>4</sup> See note F on slide 25 for definition of VaR.

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## **Global Markets Trends and Revenue Mix**





YTD Average Trading-related Assets (\$B) and VaR (\$MM) <sup>3</sup>



<sup>1</sup> Represents a non-GAAP financial measure. Reported sales & trading revenue was \$1.28, \$10.28, \$10.68 and \$9.88 for 2017 YTD, 2016 YTD and 2015 YTD, respectively. Reported FICC sales & trading revenue was \$7.18, \$7.58 and \$6.38 for 2017 YTD, 2016 YTD and 2015 YTD, respectively. Reported FICC sales & trading revenue was \$3.28, \$3.18 and \$3.58 for 2017 YTD, 2016 YTD and 2015 YTD, respectively. See note E on slide 25.

<sup>2</sup> Macro includes G10 FX, rates and commodities products.
<sup>3</sup> See note F on slide 25 for definition of VaR.

Note: Amounts may not total due to rounding.

## All Other 1

		Inc/(D	ec)	
\$ in millions	3Q17	2Q17	3Q16	
Total revenue, net of interest expense 2	(\$201)	(\$1,077)	(\$613)	
Provision (benefit) for credit losses	(191)	(32)	(199)	
Noninterest expense	482	(637)	(565)	
Pre-tax income (loss) <sup>2</sup>	(492)	(408)	151	
Income tax expense (benefit) <sup>2</sup>	(709)	(807)	(247)	
Net income (loss)	\$217	\$399	\$398	

Selected Revenue Items (\$ in millions)	3Q17	2Q17	3Q16
Gains on sales of debt securities	\$125	\$101	\$51
Mortgage banking income	(163)	89	292

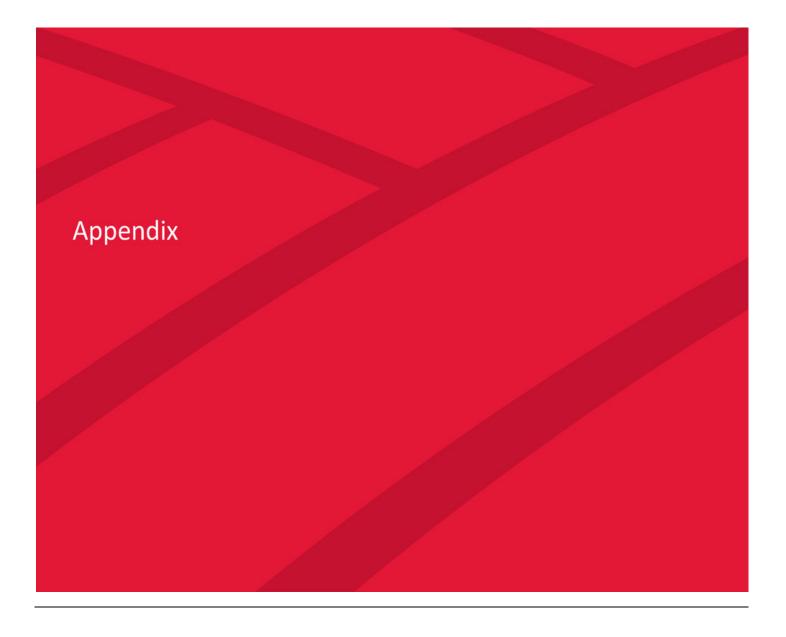
- Net income of \$0.2B in 3Q17
- Revenue declined \$0.6B from 3Q16, reflecting lower mortgage banking income and the absence of the non-U.S. consumer credit card business <sup>1</sup>
  - Mortgage banking income was negatively impacted by less favorable valuations on mortgage servicing rights, net of related hedges, as well as a \$0.1B increase in provision for representations and warranties
- Revenue declined from 2Q17, due largely to the absence of a \$0.8B gain from the sale of the non-U.S. consumer credit card business (which was mostly offset by \$0.7B related tax expense)
- Provision improved from 3Q16, driven primarily by loan sale recoveries, continued run-off of the non-core portfolio, and the absence of the non-U.S. consumer credit card business
- Noninterest expense declined \$0.6B from 3Q16, due to lower operational costs from the sale of the non-U.S. consumer credit card business and lower litigation expense
  - Decline from 2Q17, driven primarily by the absence of impairment charges related to certain data centers and lower severance

<sup>1</sup>All Other consists of ALM activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and related economic hedge results and ineffectiveness, 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. On June 1, 2017, the Company completed the sale of its non-U.S. consumer credit card business to a third party. <sup>2</sup> FTE basis,

## Key Takeaways

- Delivered responsible growth
- Operating leverage drove improved earnings
- Lowered expenses while continuing to invest in the franchise
- Solid client activity with good deposit, loan and AUM growth
- Asset quality remained strong
- Positioned to benefit from higher interest rates
- Increased capital returned to shareholders





# Regulatory Capital Reconciliations (\$MM) <sup>1, 2</sup>

Regulatory Capital – Basel 3 transition to fully phased-in	3Q17	2Q17	3Q16
Common equity tier 1 capital (transition)	\$176,094	\$171,431	\$169,925
Deferred tax assets arising from net operating loss and tax credit			
carryforwards phased in during transition	(1,357)	(1,457)	(3,143)
Accumulated OCI phased in during transition	(747)	(845)	188
Intangibles phased in during transition	(316)	(338)	(853)
Defined benefit pension fund assets phased in during transition	(187)	(181)	(375)
DVA related to liabilities and derivatives phased in during transition	158	156	168
Other adjustments and deductions phased in during transition	(77)	(62)	(35)
Common equity tier 1 capital (fully phased-in)	\$173,568	\$168,704	\$165,875
Risk-weighted Assets – As reported to Basel 3 (fully phased-in)	3Q17	2Q17	3Q16
As reported risk-weighted assets	\$1,482,587	\$1,477,633	\$1,547,221
Change in risk-weighted assets from reported to fully phased-in	(21,768)	(13,545)	(23,502)
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) $^3$	\$1,460,819	\$1,464,088	\$1,523,719
Risk-weighted Assets – (fully phased-in)	3Q17	2Q17	3Q16
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	\$1,420,132	\$1,405,109	\$1,411,128
Change in risk-weighted assets for advanced models	40,687	58,979	112,591
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) $^3$	\$1,460,819	\$1,464,088	\$1,523,719
Basel 3 Regulatory Capital Ratios	3Q17	2Q17	3Q16
As reported Common equity tier 1 (transition)	11.9 %	11.6 %	11.0 9
Standardized approach Common equity tier 1 (fully phased-in)	12.2	12.0	11.8
Advanced approaches Common equity tier 1 (fully phased-in) <sup>3</sup>	11.9	11.5	10.9

<sup>3</sup> Regulatory capital ratios are preliminary as of September 30, 2017. For important presentation information, see slide 27.

<sup>2</sup> Bank of America reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which is the Advanced approaches for the periods presented.

<sup>3</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tier 1 capital ratio would be reduced by approximately 25 bps if IMM is not used.



## Notes

- <sup>A</sup> Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity among legal entities may be subject to certain regulatory and other restrictions.
- <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.
- <sup>c</sup> The Liquidity Coverage Ratio (LCR) represents the consolidated average amount of high-quality liquid assets as a percent of the prescribed average net cash outflows over a 30 calendar-day period of significant liquidity stress, under the U.S. LCR final rule.
- <sup>D</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.
- <sup>E</sup> Revenue for all periods included net debit valuation adjustments (DVA) on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities. Net DVA losses were \$21MM, \$159MM and \$127MM for 3Q17, 2Q17 and 3Q16, respectively. Net DVA losses included in FICC revenue were \$14MM, \$148MM and \$121MM for 3Q17, 2Q17 and 3Q16, respectively. Net DVA losses included in equities revenue were \$7MM, \$11MM and \$6MM for 3Q17, 2Q17 and 3Q16, respectively.
- <sup>F</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 \$19MM, \$23MM and \$22MM for 3Q17, 2Q17 and 3Q16, respectively.



## Forward-Looking Statements

Bank of America Corporation (the "Company") 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 the Company's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, strategy 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 the Company'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 the Company's 2016 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation, regulatory proceedings and enforcement actions, including inquiries into our retail sales practices, and the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; 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; the Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to avoid the statute of limitations for repurchase claims; 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, currency exchange rates and economic conditions; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior, adverse developments with respect to U.S. or global economic conditions and other uncertainties; 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; the Company's ability to achieve its expense targets, net interest income expectations, or other projections; 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 approval of our internal models methodology for calculating counterparty credit risk for derivatives; the potential impact of total loss-absorbing capacity requirements; potential adverse changes to our global systemically important bank (G-SIB) surcharge; the potential impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate shortcomings identified by banking regulators in the Company's Resolution Plan; 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, Federal Deposit Insurance Corporation (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 cyberattacks; the impact on the Company's business, financial condition and results of operations from the planned exit of the United Kingdom (U.K.) from the European Union (EU); and other similar matters.

## **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.
- The Company may present certain key performance indicators and ratios excluding certain items (e.g., DVA) which result in non-GAAP financial measures. The Company 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, 2017 and other earnings-related information available through the Bank of America Investor Relations website 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 Company believes that the presentation allows for comparison of amounts from both taxable and taxexempt sources and is consistent with industry practices. The FTE adjustment was \$240MM, \$237MM, \$197MM, \$234MM and \$228MM for 3Q17, 2Q17, 1Q17,
  4Q16 and 3Q16, 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. These Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model.
- The Company allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal riskbased 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 of 2017, the Company adjusted the amount of capital being allocated to its business segments.





**Supplemental Information Third Quarter 2017** 

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

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### **Consolidated Financial Highlights**

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

join           Notimeter segmen         64015         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171         61171		 Nine Months E	nded S	eptember 30	Third Quarter	Second Quarter	First Quarter		Fourth Quarter	Third Quarter
Net interest income         \$ 3.226         \$ 3.3271         \$ 2.207         11.413         \$ 11.443         11.143         11.143         11.143           Numinest incom         33.711         2.207         21.89         2.232         2.233         2.234         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343         1.343		 2017		2016				_		
Nominarea income $33,711$ $32,007$ $10,073$ $11,100$ $0,093$ $11,143$ Tool record interest epones $66,016$ $63,711$ $21,839$ $22,839$ $22,238$ $10,999$ $21,615$ Prevision for codi loases $22,995$ $22,839$ $354$ $726$ $8438$ $724$ $850$ Prevision for codi loases $7096$ $5,888$ $2279$ $3,108$ $1,799$ $13,19$ $13,29$ $44,848$ $13,491$ $23,499$ Net income $15,712$ $13,210$ $455$ $40,66$ $49,651$	Income statement									
Total revenue, net of interest expense         66916         63,711         21,839         22,829         22,283         784         776         88,5         774         88,0           Nominerest expense         41,713         41,739         13,139         13,726         14,348         13,161         13,243           Nominerest expense         7,006         5,888         2,279         3,168         1,709         1,159         2,249           Net mores         1325         1,211         465         5,68         4,69         4,633         4,643           Net mores         1325         1,121         465         5,68         4,34         4,333         4,443           Net mores applichels to common share bolders         1,38         1,109         6,48         0,46         0,41         0,49         0,011         1,000,433         1,000,433         1,001,433         1,003,433         1,002,433         1,003,433         1,002,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433         1,003,433 <td>Net interest income</td> <td>\$ 33,205</td> <td>\$</td> <td>30,804</td> <td>\$ 11,161</td> <td>\$ 10,986</td> <td>\$ 11,058</td> <td>\$</td> <td>10,292</td> <td>\$ 10,201</td>	Net interest income	\$ 33,205	\$	30,804	\$ 11,161	\$ 10,986	\$ 11,058	\$	10,292	\$ 10,201
Provision for credit loses2,3952,8238,847,768,857,748,80Nemiscret copens41,7341,79013,13913,72614,84813,16113,341Income tax copens7,9745,8382,5795,2994,8584,9594,959Net income15,71213,2104,5575,2994,8584,9594,959Net income apsicable to common shareholders11,3281,1214,653,615,925,9164,959Net income apsicable to common shareholders11,3381,1086,660,410,404,450Net and a outstanding11,33211,048,90710,725,44210,852,20910,918,8510,958,62111,000,93Dividends pial per common share holder's equity7,850,01750,075	Noninterest income	33,711		32,907	10,678	11,843	11,190		9,698	11,434
Neintnerst expense11.7311.7913.2913.2614.4813.16113.481Income tax expense7.9965.8882.2793.081.7091.392.340Net income15.71213.2105.5875.5094.4564.4664.245Net income applicable to common shareholders1.3281.1214.4653.615.023.615.00Net income applicable to common shareholders1.3251.1000.480.460.414.4354.435Netrage diluted common share1.351.1000.480.460.4110.0953,62111.040,373Divideo di spid per common share60.7750.17550.9755<	Total revenue, net of interest expense	66,916		63,711	21,839	22,829	22,248		19,990	21,635
Income tax expense7,0065,8882,2793,1081,7091,3392,249Netinome15,71213,21015,8775,2694,8564,0654,955Prefered stock dividends12,3281,3216,1655,0614,0524,0454,045Net innome againable to common shareholders14,3281,1291,025,48210,820,4910,924,454,0434,443Net innome againable to common shareholders10,820,42511,046,80710,725,48210,822,00910,014,1510,958,62111,000,773Dividends pair per common share50,2750,17550,03550,07550,005Return on average atmends hateholder' equity7,816,6168,8148,0037,2736,6117,273Return on average tangible common shareholder' equity7,755,6668,8107,797,356,617,273Return on average tangible common shareholder' equity7,755,6668,107,797,356,617,273Return on average tangible common shareholder' equity7,755,6668,107,2736,639,02310,28Return on average tangible common shareholder' equity7,755,6668,107,2736,639,0210,28Return on average tangible downous shareholder' equity10,455,249,052,42,052,42,052,42,052,42,052,42,052,42,052,42,05 <t< td=""><td>Provision for credit losses</td><td>2,395</td><td></td><td>2,823</td><td>834</td><td>726</td><td>835</td><td></td><td>774</td><td>850</td></t<>	Provision for credit losses	2,395		2,823	834	726	835		774	850
Net income15,71213,21055,87752,694,8564,9694,951Pedrered aock dividends1,1281,2211,6453,615,023,613,00Net income aphicable to common shareholders14,3841,18305,1224,0084,3544,3354,432Didated emings per commo share10,829,42511,046,80710,725,44210,822,60910,914,81510,958,62111,000,473Dividends paid per commo share80,3750,17550,075 <td>Noninterest expense</td> <td>41,713</td> <td></td> <td>41,790</td> <td>13,139</td> <td>13,726</td> <td>14,848</td> <td></td> <td>13,161</td> <td>13,481</td>	Noninterest expense	41,713		41,790	13,139	13,726	14,848		13,161	13,481
Preferred sock dividends1,3281,3211,4655,1214,4085,1224,4084,3344,3354,432Dinted earnings per common share1,351,1080.480.460.410.43.50.100472Average dialed common share should and outstanding10,872,0210,776,870.07550.075777	Income tax expense	7,096		5,888	2,279	3,108	1,709		1,359	2,349
Net income applicable to common shareholders14,38411,8895,1224,4084,3344,4324,432Diturd carnings per common share1,351,100,480,460,410,400,41Average diturd common shares issued and outstanding10828,42511,1046,80710,725,48210,872,06910,014,81510,958,62111,000,473Dividends paid per common share50,07750,17550,075<	Net income	15,712		13,210	5,587	5,269	4,856		4,696	4,955
Diluted earmon share       1.15       1.10       0.48       0.46       0.41       0.40       0.41         Average diluted earmon shares issued and outstanding       10.820.425       11,046.807       10.725.42       10.932.2069       10.914.815       10.9095,621       11.000,473         Dividends paid per common share       \$       0.27       \$       0.175       \$       0.015       \$       0.075	Preferred stock dividends	1,328		1,321	465	361	502		361	503
Average diluted common shares issued and outstanding         10.820.425         11.946.807         10.725,482         10.912_0.69         10.914.815         10.958,621         11.000.473           Dividends paid per common share         S         0.27         S         0.175         S         0.025         S         0.075         S	Net income applicable to common shareholders	14,384		11,889	5,122	4,908	4,354		4,335	4,452
Dividends paid per common share         S         0.27         S         0.175         S         0.075         S	Diluted earnings per common share	1.35		1.10	0.48	0.46	0.41		0.40	0.41
Performance ratios         933%         0.81%         0.98%         0.93%         0.88%         0.85%         0.90%           Return on average asocts         0.93%         0.81%         0.98%         0.93%         0.88%         0.85%         0.90%           Return on average asocts         0.93%         7.75         6.66         8.10         7.79         7.25         6.91         7.33           Return on average tangible common shareholders' equity <sup>(1)</sup> 10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible common shareholders' equity <sup>(1)</sup> 10.48         9.13         10.59         10.00         9.88         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         11.32         11.23         10.28         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         10.54         10.00         9.92         10.28           Return on average tangible common stock         \$         2.392         \$         2.4.88         \$         2.4.04         \$         2.4.19           Tangible book value per share of common stock!         \$         2.3.9         \$	Average diluted common shares issued and outstanding	10,820,425		11,046,807	10,725,482	10,822,069	10,914,815		10,958,621	11,000,473
Return on average assets         0.93 %         0.81 %         0.98 %         0.93 %         0.88 %         0.85 %         0.90 %           Return on average common shareholders' equity         7.81         6.61         8.14         8.00         7.27         7.04         7.27           Return on average shareholders' equity         7.75         6.66         8.10         7.79         7.35         6.91         7.33           Return on average tangible common shareholders' equity <sup>(1)</sup> 10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         10.89         10.54         10.00         9.38         9.98           At period end         5         23.92         \$         24.88         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 5         25.54         \$         23.52         \$         24.16         \$         23.16         17.14           Market price per share of common stock <sup>(1)</sup>	Dividends paid per common share	\$ 0.27	\$	0.175	\$ 0.12	\$ 0.075	\$ 0.075	\$	0.075	\$ 0.075
Return on average assets         0.93 %         0.81 %         0.98 %         0.93 %         0.88 %         0.88 %         0.90 %           Return on average common shareholders' equity         7.81         6.61         8.14         8.00         7.27         7.04         7.27           Return on average shareholders' equity         7.75         6.66         8.10         7.79         7.35         6.91         7.33           Return on average tangible common shareholders' equity <sup>(1)</sup> 10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         10.89         10.54         10.00         9.38         9.98           Kt period end         5         23.92         \$         24.88         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 5         25.54         \$         23.52         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share										
Return on average common shareholders' equity         7.81         6.61         8.14         8.00         7.27         7.04         7.27           Return on average shareholders' equity(1)         10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible common shareholders' equity(1)         10.48         9.13         10.89         10.54         10.00         9.38         9.98           Return on average tangible shareholders' equity(1)         10.48         9.13         10.89         10.54         10.00         9.38         9.98           At period end           Book value per share of common stock(1)         17.23         17.14         17.23         17.78         17.23         17.14         8         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock(1)         17.23         17.14         17.23         17.78         17.23         17.14         5         24.19         11.55         11.16         22.89         22.55         23.59         \$         22.10         \$         15.65           High closing price for the period         22.05         11.16         22.89         22.32         2.50         2.51.63         <	Performance ratios									
Return on average shareholders' equity <sup>(1)</sup> 7.75         6.66         8.10         7.79         7.35         6.91         7.33           Return on average tangible common shareholders' equity <sup>(1)</sup> 10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         10.89         10.54         10.00         9.38         9.98           At period end           No.89         10.54         10.00         9.38         24.19           Book value per share of common stock         S         23.92         S         24.19         S         23.92         S         24.88         S         24.36         S         24.04         S         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 17.23         15.65         S         25.45         S         24.26         S         23.59         S         22.10         S         15.65           High closing price for the period         25.05         16.43         25.45         24.32	Return on average assets	0.93 %		0.81%	0.98 %	0.93 %	0.88%		0.85%	0.90%
Return on average tangible common shareholders' equity <sup>(1)</sup> 10.95         9.40         11.32         11.23         10.28         9.92         10.28           Return on average tangible shareholders' equity <sup>(1)</sup> 10.48         9.13         10.59         10.54         10.00         9.38         9.98           At period end	Return on average common shareholders' equity	7.81		6.61	8.14	8.00	7.27		7.04	7.27
Return on average tangible shareholders' equity(1)         10.48         9.13         10.89         10.54         10.00         9.38         9.98           At period end	Return on average shareholders' equity	7.75		6.66	8.10	7.79	7.35		6.91	7.33
Kt period end         S         23.92         S         24.19         S         23.92         S         24.88         S         24.36         S         24.04         S         24.19           Book value per share of common stock         17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 17.23         15.65         \$         25.34         \$         24.26         \$         23.59         \$         24.19           Closing price         \$         25.50         16.43         25.45         24.32         25.50         23.16         16.19           Low closing price for the period         22.05         11.16         22.89         22.23         22.05         15.63         12.74           Market capitalization         264.992         158,438         264.992         239,643         235.291         222.163         158,438           Number of financial centers - U.S.         4,511         4,629         4,511         4,542         4,559         4,579         4,629 <t< td=""><td>Return on average tangible common shareholders' equity(1)</td><td>10.95</td><td></td><td>9.40</td><td>11.32</td><td>11.23</td><td>10.28</td><td></td><td>9.92</td><td>10.28</td></t<>	Return on average tangible common shareholders' equity(1)	10.95		9.40	11.32	11.23	10.28		9.92	10.28
Book value per share of common stock         \$         23.92         \$         24.19         \$         23.92         \$         24.88         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> \$         25.34         \$         25.34         \$         25.34         \$         24.26         \$         23.59         \$         22.10         \$         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> \$         25.34         \$         25.35         \$         24.34         \$         22.10         \$         15.65           High closing price for the period         25.50         16.63         25.45         24.32         25.50         23.16         16.19           Low closing price for the period         22.05         11.16         22.89         22.92,63         23.59         2         15.63         12.74           Market capitalization         264,992         15.84,38         264,992         239,643         235,291         222,163         158,438	Return on average tangible shareholders' equity(1)	10.48		9.13	10.89	10.54	10.00		9.38	9.98
Book value per share of common stock         \$         23.92         \$         24.19         \$         23.92         \$         24.88         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> \$         25.34         \$         25.34         \$         25.34         \$         24.26         \$         23.59         \$         22.10         \$         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> \$         25.34         \$         25.35         \$         24.34         \$         22.10         \$         15.65           High closing price for the period         25.50         16.63         25.45         24.32         25.50         23.16         16.19           Low closing price for the period         22.05         11.16         22.89         22.92,63         23.59         2         15.63         12.74           Market capitalization         264,992         15.84,38         264,992         239,643         235,291         222,163         158,438										
Book value per share of common stock         \$         23.92         \$         24.19         \$         23.92         \$         24.88         \$         24.36         \$         24.04         \$         24.19           Tangible book value per share of common stock <sup>(1)</sup> 17.23         17.14         17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 5         25.34         \$         25.54         \$         24.26         \$         23.59         \$         24.04         \$         24.19           Market price per share of common stock <sup>(1)</sup> 17.23         17.78         17.23         16.95         17.14           Market price per share of common stock <sup>(1)</sup> 5         25.34         \$         24.26         \$         23.59         \$         22.10         \$         15.65           High closing price for the period         25.50         16.63         25.45         24.32         25.50         23.16         16.19         12.74           Market capitalization         264,992         15.8438         264,992         239,643         235,291         222,163         15.84,38           Vumber of financial centers - U.S.         4,511         4,629         4,511										
Tangible book value per share of common stock <sup>(1)</sup> 17.23       17.78       17.78       17.23       16.95       17.14         Market price per share of common stock:       17.23       17.78       17.78       17.23       16.95       17.14         Closing price       \$\$ 25.34       \$\$ 15.65       \$\$ 25.34       \$\$ 25.45       \$\$ 24.26       \$\$ 23.59       \$\$ 22.10       \$\$ 15.65         High closing price for the period       25.50       16.43       25.45       24.32       25.50       23.16       16.19         Low closing price for the period       22.05       11.16       22.89       22.23       22.05       15.63       12.74         Market capitalization       264.992       158.438       264.992       239.643       235.291       222.10       \$< 15.84.38	At period end									
Market price per share of common stock:       S       25.34       \$       15.65       \$       25.34       \$       15.65       \$       25.34       \$       25.50       16.43       25.45       24.32       23.50       \$       22.10       \$       15.65         High closing price for the period       25.50       16.43       25.45       24.32       25.50       23.16       16.19         Low closing price for the period       22.05       11.16       22.89       22.23       22.05       15.63       12.74         Market capitalization       264.992       158,438       264.992       239,643       235,291       222,163       158,438         Vumber of financial centers - U.S.       4,511       4,629       4,511       4,542       4,559       4,579       4,629         Number of branded ATMs - U.S.       15,973       15,973       15,973       15,973       15,939       15,928       15,958	Book value per share of common stock	\$ 23.92	\$	24.19	\$ 23.92	\$ 24.88	\$ 24.36	\$	24.04	\$ 24.19
Closing price       \$       25.34       \$       15.65       \$       25.34       \$       25.34       \$       24.26       \$       23.59       \$       22.10       \$       15.65         High closing price for the period       25.50       16.43       25.45       24.32       25.50       23.16       16.19         Low closing price for the period       22.05       11.16       22.89       22.23       22.05       15.63       12.74         Market capitalization       264.992       158,438       264.992       239,643       235,291       222,163       158,438         Number of financial centers - U.S.       4,511       4,629       4,511       4,542       4,559       4,579       4,629         Number of branded ATMs - U.S.       15,973       15,973       15,973       15,973       15,973       15,939       15,928       15,959	Tangible book value per share of common stock <sup>(1)</sup>	17.23		17.14	17.23	17.78	17.23		16.95	17.14
High closing price for the period         25.50         16.43         25.45         24.32         25.50         23.16         16.19           Low closing price for the period         22.05         11.16         22.89         22.23         22.05         15.63         12.74           Market capitalization         264.992         158,438         264.992         239,643         235,291         222,163         158,438           V <td< td=""><td>Market price per share of common stock:</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Market price per share of common stock:									
Low closing price for the period         22.05         11.16         22.89         22.23         22.05         15.63         12.74           Market capitalization         264.992         158,438         264.992         239,643         235,291         222,163         158,438           Number of financial centers - U.S.         4,511         4,629         4,511         4,542         4,559         4,579         4,629           Number of branded ATMs - U.S.         15.973         15,953         15,973         15,973         15,939         15,928         15,959	Closing price	\$ 25.34	\$	15.65	\$ 25.34	\$ 24.26	\$ 23.59	\$	22.10	\$ 15.65
Market capitalization       264,992       158,438       264,992       239,643       235,291       222,163       158,438         Number of financial centers - U.S.       4,511       4,629       4,511       4,542       4,559       4,579       4,629         Number of branded ATMs - U.S.       15,973       15,973       15,973       15,973       15,939       15,928       15,959	High closing price for the period	25.50		16.43	25.45	24.32	25.50		23.16	16.19
Market capitalization         264,992         158,438         264,992         239,643         235,291         222,163         158,438           Number of financial centers - U.S.         4,511         4,629         4,511         4,542         4,559         4,579         4,629           Number of branded ATMs - U.S.         15,973         15,973         15,973         15,973         15,939         15,928         15,958	Low closing price for the period	22.05		11.16	22.89	22.23	22.05		15.63	12.74
Number of financial centers - U.S.         4,511         4,629         4,511         4,542         4,559         4,579         4,629           Number of branded ATMs - U.S.         15,973         15,959         15,973         15,972         15,939         15,928         15,959		264,992		158.438	264.992	239.643	235,291		222.163	158.438
Number of branded ATMs - U.S.         15,973         15,959         15,973         15,972         15,939         15,928         15,959		.,		.,	, , , <u>,</u>	,	,		,	,
Number of branded ATMs - U.S.         15,973         15,959         15,973         15,972         15,939         15,928         15,959	Number of financial centers - U.S.	4,511		4.629	4,511	4,542	4,559		4,579	4.629
						,				

(1) 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 41-42.)

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

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

### **Consolidated Statement of Income**

Consonuated Statement of Income							
(Dollars in millions, except per share information; shares in thousands)	Nine Mo	nths Ended	1				
		mber 30	Third	Second	First Quarter	Fourth Quarter	Third Quarter
	2017	2016	Quarter 2017	Quarter 2017	2017	2016	2016
Interest income							
Loans and leases	\$ 26,877	\$ 24,837	\$ 9,203	\$ 8,920	\$ 8,754	\$ 8,391	\$ 8,358
Debt securities	7,764	6,922	2,629	2,594	2,541	2,245	2,144
Federal funds sold and securities borrowed or purchased under agreements to resell	1,658	803	659	560	439	315	267
Trading account assets	3,330	3,330	1,091	1,163	1,076	1,093	1,076
Other interest income	2,884	2,300	1,075	909	900	821	765
Total interest income	42,513	38,192	14,657	14,146	13,710	12,865	12,610
Interest expense							
Deposits	1,252	736	624	346	282	279	266
Short-term borrowings	2,508	1,808	944	917	647	542	569
Trading account liabilities	890	778	319	307	264	240	244
Long-term debt	4,658	4,066	1,609	1,590	1,459	1,512	1,330
Total interest expense	9,308	7,388	3,496	3,160	2,652	2,573	2,409
Net interest income	33,205	30,804	11,161	10,986	11,058	10,292	10,201
Noninterest income							
Card income	4,347	4,349	1,429	1,469	1,449	1,502	1,455
	5,863	5,660	1,968	1,409	1,449	1,978	1,455
Service charges Investment and brokerage services	9,882	9,543	3,303	3,317	3,262	3,202	3,160
Investment and otokerage services	4,593	4,019	1,477	1,532	1,584	1,222	1,458
Trading account profits	6,124	5,821	1,837	1,952	2,331	1,222	2,141
Mortgage banking income (loss)	332	1,334	(20)	230	122	519	589
Gains on sales of debt securities	278	490	125	101	52	515	51
Other income	2,292	1,691	559	1,261	472	194	628
Total noninterest income	33,711	32,907	10,678	11,843	11,190	9,698	11,434
Total revenue, net of interest expense	66,916	63,711	21,839	22,829	22,248	19,990	21,635
				,	,		,
Provision for credit losses	2,395	2,823	834	726	835	774	850
Noninterest expense							
Personnel	24,353	24,278	7,483	7,712	9,158	7,338	7,704
Occupancy	3,000	3,069	999	1,001	1,000	969	1,005
Equipment	1,281	1,357	416	427	438	447	443
Marketing	1,235	1,243	461	442	332	460	410
Professional fees	1,417	1,433	476	485	456	538	536
Amortization of intangibles	473	554	151	160	162	176	181
Data processing	2,344	2,240	777	773	794	767	685
Telecommunications	538	551	170	177	191	195	189
Other general operating	7,072	7,065	2,206	2,549	2,317	2,271	2,328
Total noninterest expense	41,713	41,790	13,139	13,726	14,848	13,161	13,481
Income before income taxes	22,808	19,098	7,866	8,377	6,565	6,055	7,304
Income tax expense	7,096	5,888	2,279	3,108	1,709	1,359	2,349
Net income	\$ 15,712	\$ 13,210	\$ 5,587	\$ 5,269	\$ 4,856	\$ 4,696	\$ 4,955
Preferred stock dividends	1,328	1,321	465	361	502	361	503
Net income applicable to common shareholders	\$ 14,384	\$ 11,889	\$ 5,122	\$ 4,908	\$ 4,354	\$ 4,335	\$ 4,452
Per common share information							
Earnings	\$ 1.42	\$ 1.15	\$ 0.50	\$ 0.49	\$ 0.43	\$ 0.43	\$ 0.43
Diluted earnings	1.35	1.10	0.48	0.46	0.41	0.40	0.41
Dividends paid	0.27	0.175	0.12	0.075	0.075	0.075	0.075
Average common shares issued and outstanding	10,103,386	10,312,878	10,197,891	10,013,503	10,099,557	10,170,031	10,250,124
Average diluted common shares issued and outstanding	10,820,425	11,046,807	10,725,482	10,822,069	10,914,815	10,958,621	11,000,473

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

## **Consolidated Statement of Comprehensive Income**

(Dollars in millions)

(Dollars in millions)												
	 Nine Months Ended September 30				10	6 10				F	10.	 10
	2017 2016		Third Quarter 2017		Second Quarter 2017		First Quarter 2017		Fourth Quarter 2016		d Quarter 2016	
Net income	\$ \$ 15,712 \$		13,210	\$	5,587	\$ 5,2	69	\$	4,856	\$	4,696	\$ 4,955
Other comprehensive income (loss), net-of-tax:												
Net change in debt and marketable equity securities	931		3,319		462	5	68		(99)		(4,664)	208
Net change in debit valuation adjustments	(149)		49		(80)	(	78)		9		(205)	(65)
Net change in derivatives	156		277		24		94		38		(95)	127
Employee benefit plan adjustments	80		29		26		27		27		(553)	6
Net change in foreign currency translation adjustments	 102		(17)		5	1	00		(3)		(70)	 (8)
Other comprehensive income (loss)	 1,120		3,657		437	7	11		(28)		(5,587)	 268
Comprehensive income (loss)	\$ 16,832	\$	16,867	\$	6,024	\$ 5,9	80	\$	4,828	\$	(891)	\$ 5,223

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

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

## **Consolidated Balance Sheet**

	September 30 2017	June 30 2017	September 30 2016
Assets			
Cash and due from banks	\$ 30,819	\$ 29,974	\$ 26,701
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	141,562	128,730	116,733
Cash and cash equivalents	172,381	158,704	143,434
Time deposits placed and other short-term investments	9,493	10,152	8,506
Federal funds sold and securities borrowed or purchased under agreements to resell	217,214	217,201	218,810
Trading account assets	210,319	216,369	187,849
Derivative assets	38,384	39,190	47,896
Debt securities:			
Carried at fair value	316,864	315,509	322,505
Held-to-maturity, at cost	122,345	119,008	112,409
Total debt securities	439,209	434,517	434,914
Loans and leases	927,117	916,666	905,008
Allowance for loan and lease losses	(10,693)	(10,875)	(11,692)
Loans and leases, net of allowance	916,424	905,791	893,316
Premises and equipment, net	8,971	8,904	9,133
Mortgage servicing rights	2,407	2,501	2,477
Goodwill	68,968	68,969	69,744
Intangible assets	2,459	2,610	3,168
Loans held-for-sale	13,243	5,882	10,586
Customer and other receivables	55,855	59,342	54,116
Other assets	128,569	124,397	111,365
Total assets	\$ 2,283,896	\$ 2,254,529	\$ 2,195,314

Trading account assets	s	5,142	\$ 4,543	\$ 5,699
Loans and leases		50,022	51,604	57,826
Allowance for loan and lease losses		(1,023)	(1,004)	(1,085)
Loans and leases, net of allowance		48,999	50,600	56,741
Loans held-for-sale		66	93	209
All other assets		662	1,136	1,467
Total assets of consolidated variable interest entities	\$	54,869	\$ 56,372	\$ 64,116

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

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

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

(Dollars in millions)						
		ember 30 2017		June 30 2017		September 30 2016
Liabilities						
Deposits in U.S. offices:						
Noninterest-bearing	\$	429,861	\$	427,715	\$	431,418
Interest-bearing		776,756		757,888		728,498
Deposits in non-U.S. offices:						
Noninterest-bearing		14,126		13,446		11,596
Interest-bearing		63,674		63,931		61,383
Total deposits		1,284,417		1,262,980		1,232,895
Federal funds purchased and securities loaned or sold under agreements to repurchase		189,790		196,407		178,195
Trading account liabilities		86,434		77,933		76,998
Derivative liabilities		31,781		34,880		43,484
Short-term borrowings		32,679		36,494		26,889
Accrued expenses and other liabilities (includes \$762, \$757 and \$767 of reserve for unfunded lending commitments)		157,670		150,925		141,634
Long-term debt		228,666		223,923		225,136
Total liabilities		2,011,437		1,983,542		1,925,231
Shareholders' equity						
Preferred stock, \$0.01 par value; authorized -100,000,000 shares; issued and outstanding -3,837,683, 3,887,329 and 3,887,439 shares		22,323		25,220		25,220
Common stock and additional paid-in capital, \$0.01 par value; authorized -12,800,000,000 shares; issued and outstanding - 10,457,473,674, 9,878,118,264 and 10,123,845,121 shares		142,818		142,744		148,261
Retained earnings		113,486		109,628		98,303
Accumulated other comprehensive income (loss)		(6,168)		(6,605)		(1,701
Total shareholders' equity		272,459		270,987		270,083
	s	2,283,896	\$	2,254,529	\$	2,195,314
	÷		*	_,,	÷	
Liabilities of consolidated variable interest entities included in total liabilities above						
Short-term borrowings	\$	122	\$	97	\$	546
Long-term debt		9,457		9,765		11,209
All other liabilities		54		52		38

Total liabilities of consolidated variable interest entities

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

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

\$

9,633 \$

9,914 \$

6

11,793

#### **Capital Management**

(Dollars in millions)							
		. 1 . 20	1 20	Ba	sel 3 Transition	 D I N	 
	50	eptember 30 2017	 June 30 2017		March 31 2017	 December 31 2016	 September 30 2016
Risk-based capital metrics <sup>(1)</sup> :							
Standardized Approach							
Common equity tier 1 capital	\$	176,094	\$ 171,431	\$	167,351	\$ 168,866	\$ 169,925
Tier 1 capital		196,438	194,822		190,332	190,315	191,435
Total capital		232,814	231,696		227,250	228,187	229,132
Risk-weighted assets		1,407,423	1,389,696		1,398,343	1,399,477	1,395,541
Common equity tier 1 capital ratio		12.5 %	12.3 %		12.0%	12.1 %	12.2 %
Tier 1 capital ratio		14.0	14.0		13.6	13.6	13.7
Total capital ratio		16.5	16.7		16.3	16.3	16.4
Advanced Approaches							
Common equity tier 1 capital	\$	176,094	\$ 171,431	\$	167,351	\$ 168,866	\$ 169,925
Tier 1 capital		196,438	194,822		190,332	190,315	191,435
Total capital		223,781	222,671		218,112	218,981	219,878
Risk-weighted assets		1,482,587	1,477,633		1,516,686	1,529,903	1,547,221
Common equity tier 1 capital ratio		11.9%	11.6%		11.0%	11.0%	11.0%
Tier 1 capital ratio		13.2	13.2		12.5	12.4	12.4
Total capital ratio		15.1	15.1		14.4	14.3	14.2
Leverage-based metrics <sup>(2)</sup>							
Adjusted average assets	\$	2,193,739	\$ 2,192,337	\$	2,153,125	\$ 2,131,121	\$ 2,111,234
Tier 1 leverage ratio		9.0%	8.9%		8.8%	8.9%	9.1%
Supplementary leverage exposure	\$	2,742,218	\$ 2,754,960	\$	2,715,589	\$ 2,702,248	\$ 2,703,905
Supplementary leverage ratio		7.1 %	7.0%		7.0%	6.9%	7.1%
Tangible equity ratio <sup>(3)</sup>		9.1	9.2		9.1	9.2	9.4
Tangible common equity ratio <sup>(3)</sup>		8.1	8.0		7.9	8.1	8.2

(1) Regulatory capital ratios reflect the transition provisions of Basel

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 (2) The numerator of the supplementary leverage ratio and Tier 1 leverage ratio is quarter-end 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 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.
 (3) Tangible equity ratio equals period-end tangible bareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and 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 Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 41-42.)

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

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

## **Regulatory Capital Reconciliations** <sup>(1, 2)</sup>

(Dollars in millions)	S	eptember 30	June 30	March 31	December 31	Se	eptember 30
		2017	 2017	 2017	 2016		2016
Regulatory capital – Basel 3 transition to fully phased-in							
Common equity tier 1 capital (transition)	\$	176,094	\$ 171,431	\$ 167,351	\$ 168,866	\$	169,925
Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition		(1,357)	(1,457)	(1,594)	(3,318)		(3,143)
Accumulated OCI phased in during transition		(747)	(845)	(964)	(1,899)		188
Intangibles phased in during transition		(316)	(338)	(375)	(798)		(853)
Defined benefit pension fund assets phased in during transition		(187)	(181)	(175)	(341)		(375)
DVA related to liabilities and derivatives phased in during transition		158	156	128	276		168
Other adjustments and deductions phased in during transition		(77)	 (62)	 (38)	 (57)		(35)
Common equity tier 1 capital (fully phased-in)	\$	173,568	\$ 168,704	\$ 164,333	\$ 162,729	\$	165,875
Risk-weighted assets – As reported to Basel 3 (fully phased-in)							
Basel 3 Standardized approach risk-weighted assets as reported	s	1,407,423	\$ 1,389,696	\$ 1,398,343	\$ 1,399,477	\$	1,395,541
Changes in risk-weighted assets from reported to fully phased-in		12,709	15,413	 17,784	 17,638		15,587
Basel 3 Standardized approach risk-weighted assets (fully phased-in)	s	1,420,132	\$ 1,405,109	\$ 1,416,127	\$ 1,417,115	\$	1,411,128
Basel 3 Advanced approaches risk-weighted assets as reported	s	1,482,587	\$ 1,477,633	\$ 1,516,686	\$ 1,529,903	\$	1,547,221
Changes in risk-weighted assets from reported to fully phased-in		(21,768)	(13,545)	(19,133)	(18,113)		(23,502)
Basel 3 Advanced approaches risk-weighted assets (fully phased-in) <sup>3)</sup>	s	1,460,819	\$ 1,464,088	\$ 1,497,553	\$ 1,511,790	\$	1,523,719
Regulatory capital ratios							
Basel 3 Standardized approach common equity tier 1 (transition)		12.5 %	12.3 %	12.0%	12.1%		12.2%
Basel 3 Advanced approaches common equity tier 1 (transition)		11.9	11.6	11.0	11.0		11.0
Basel 3 Standardized approach common equity tier 1 (fully phased-in)		12.2	12.0	11.6	11.5		11.8
Basel 3 Advanced approaches common equity tier 1 (fully phased-in) <sup>(3)</sup>		11.9	11.5	11.0	10.8		10.9

(1) As an Advanced approaches institution, we are required to report regulatory capital risk-weighted assets and ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is to be used to assess capital adequacy, which is the Advanced approaches for the periods presented.
 (2) Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.
 (3) Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tire 1 capital ratio would be reduced by approximately 25 bys if IMM is not used.

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

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

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

(Dollars in millions)

	1	Third Quarter 2017			Second Quarter 2017		Third Quarter 2016					
	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	\$ 127,835	\$ 323	1.00 %	\$ 129,201	\$ 261	0.81%	\$ 133,866	\$ 148	0.44%			
Time deposits placed and other short-term investments	12,503	68	2.17	11,448	58	2.03	9,336	34	1.45			
Federal funds sold and securities borrowed or purchased under agreements to resell	223,585	659	1.17	226,700	560	0.99	214,254	267	0.50			
Trading account assets	124,068	1,125	3.60	135,931	1,199	3.54	128,879	1,111	3.43			
Debt securities <sup>(1)</sup>	436,886	2,670	2.44	431,132	2,632	2.44	423,182	2,169	2.07			
Loans and leases <sup>(2)</sup> :												
Residential mortgage	199,240	1,724	3.46	195,935	1,697	3.46	188,234	1,612	3.42			
Home equity	61,225	664	4.31	63,332	664	4.20	70,603	681	3.84			
U.S. credit card	91,602	2,253	9.76	89,464	2,128	9.54	88,210	2,061	9.30			
Non-U.S. credit card	_	_	_	6,494	147	9.08	9,256	231	9.94			
Direct/Indirect consumer	93,510	678	2.88	93,146	643	2.77	92,870	585	2.51			
Other consumer	2,762	28	4.07	2,629	26	4.07	2,358	18	2.94			
Total consumer	448,339	5,347	4.74	451,000	5,305	4.71	451,531	5,188	4.58			
U.S. commercial	293,203	2,542	3.44	291,162	2,403	3.31	276,833	2,040	2.93			
Commercial real estate	59,044	552	3.71	58,198	514	3.54	57,606	452	3.12			
Commercial lease financing	21,818	160	2.92	21,649	156	2.89	21,194	153	2.88			
Non-U.S. commercial	95,725	676	2.80	92,708	615	2.66	93,430	599	2.55			
Total commercial	469,790	3,930	3.32	463,717	3,688	3.19	449,063	3,244	2.87			
Total loans and leases(1)	918,129	9,277	4.02	914,717	8,993	3.94	900,594	8,432	3.73			
Other earning assets	76,496	775	4.02	73,618	680	3.70	59,951	677	4.50			
Total earning assets <sup>(3)</sup>	1,919,502	14,897	3.09	1,922,747	14,383	3.00	1,870,062	12,838	2.74			
Cash and due from banks <sup>(1)</sup>	28,990			27,659			27,361					
Other assets, less allowance for loan and lease losses <sup>(1)</sup>	322,380			318,747			292,067					
Total assets	\$ 2,270,872			\$ 2,269,153			\$ 2,189,490					

(1) Includes assets of the Corporation's non-U.S. consumer credit card business, which was sold to a third party during the second quarter of 2017.
 (2) 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.
 (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 in the ortic income on:

	Third Quarter 2017		Second Quarter 2017	Third Quarter 2016					
Federal funds sold and securities borrowed or purchased under agreements to resell	s	8	\$	10			\$	(1)	
Debt securities		(5)		(25)				(49)	
U.S. commercial loans and leases		(10)		(9)				(14)	
Net hedge expense on assets	\$	(7)	\$	(24)			\$	(64)	

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

Current period information is preliminary and based on company data available at the time of the presentation. 9	
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# Quarterly Average Balances and Interest Rates – Fully Taxable-equivalent Basis (continued) (Dollars in millions)

	т	hird Q	uarter 2017			S	econd	Quarter 2017		Third Quarter 2016				
	Average Balance		Interest Income/ Expense	Yield/ Rate		Average Balance		Interest Income/ Expense	Yield/ Rate	_	Average Balance		Interest Income/ Expense	Yield/ Rate
Interest-bearing liabilities														
U.S. interest-bearing deposits:														
Savings	\$ 54,328	\$	1	0.01 %	\$	54,494	\$	2	0.01 %	\$	49,885	\$	2	0.01 %
NOW and money market deposit accounts	631,270		333	0.21		619,593		105	0.07		592,907		73	0.05
Consumer CDs and IRAs	44,239		31	0.27		45,682		30	0.27		48,695		33	0.27
Negotiable CDs, public funds and other deposits	 38,119		101	1.05		36,041		68	0.75		32,023		43	0.54
Total U.S. interest-bearing deposits	767,956		466	0.24		755,810		205	0.11		723,510		151	0.08
Non-U.S. interest-bearing deposits:														
Banks located in non-U.S. countries	2,259		5	0.97		3,058		6	0.77		4,294		9	0.87
Governments and official institutions	1,012		3	1.04		981		2	0.90		1,391		3	0.61
Time, savings and other	63,716		150	0.93		60,047		133	0.89		59,340		103	0.70
Total non-U.S. interest-bearing deposits	66,987		158	0.93		64,086		141	0.89		65,025		115	0.71
Total interest-bearing deposits	834,943		624	0.30		819,896		346	0.17		788,535		266	0.13
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	 230,230		944	1.63		251,641		917	1.46		207,634		569	1.09
Trading account liabilities	48,390		319	2.62		45,156		307	2.73		37,229		244	2.61
Long-term debt	227,309		1,609	2.82		224,019		1,590	2.84		227,269		1,330	2.33
Total interest-bearing liabilities <sup>(1)</sup>	1,340,872		3,496	1.04		1,340,712		3,160	0.94		1,260,667		2,409	0.76
Noninterest-bearing sources:														
Noninterest-bearing deposits	436,768					436,942					438,651			
Other liabilities	219,584					220,276					221,273			
Shareholders' equity	273,648					271,223					268,899			
Total liabilities and shareholders' equity	\$ 2,270,872				\$	2,269,153				\$	2,189,490			
Net interest spread				2.05 %					2.06%					1.98%
Impact of noninterest-bearing sources				0.31					0.28					0.25
Net interest income/yield on earning assets	 	\$	11,401	2.36 %			\$	11,223	2.34%			\$	10,429	2.23 %
		_		_	_				_					

(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:

	Third Quarter 2017			Second Quarter 2017	7	Third (		
NOW and money market deposit accounts	\$	_		\$	(1)		\$ _	
Consumer CDs and IRAs		6			5		6	
Negotiable CDs, public funds and other deposits		3			4		3	
Banks located in non-U.S. countries		5			4		4	
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other					00		05	
interest-bearing liabilities		33			88		95	
Long-term debt		(393)			(426)		(668)	
Net hedge income on liabilities	\$	(346)	_	\$	(326)		\$ (560)	

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

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

(Dollars in millions)

	 Nine Months Ended September 30									
		20	017					2016		
	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	\$ 127,000	\$	786	0.83 %	\$	135,910	\$	460	0.45%	
Time deposits placed and other short-term investments	11,820		173	1.96		8,784		101	1.54	
Federal funds sold and securities borrowed or purchased under agreements to resell	222,255		1,658	1.00		215,476		803	0.50	
Trading account assets	128,547		3,435	3.57		130,785		3,432	3.50	
Debt securities <sup>(1)</sup>	432,775		7,875	2.42		414,115		6,990	2.27	
Loans and leases <sup>(2)</sup> :										
Residential mortgage	196,288		5,082	3.45		187,325		4,867	3.46	
Home equity	63,339		1,967	4.15		73,015		2,095	3.83	
U.S. credit card	90,238		6,492	9.62		87,362		6,065	9.27	
Non-U.S. credit card	5,253		358	9.12		9,687		734	10.12	
Direct/Indirect consumer	93,316		1,929	2.76		91,291		1,698	2.48	
Other consumer	 2,648		81	4.07		2,240		50	2.99	
Total consumer	451,082		15,909	4.71		450,920		15,509	4.59	
U.S. commercial	290,632		7,167	3.30		274,669		5,982	2.91	
Commercial real estate	58,340		1,545	3.54		57,550		1,320	3.06	
Commercial lease financing	21,862		547	3.33		21,049		482	3.05	
Non-U.S. commercial	93,762		1,886	2.69		93,572		1,748	2.50	
Total commercial	464,596		11,145	3.21		446,840		9,532	2.85	
Total loans and leases <sup>(1)</sup>	915,678		27,054	3.95		897,760		25,041	3.72	
Other earning assets	74,554		2,206	3.95		58,189		2,031	4.66	
Total earning assets <sup>(3)</sup>	1,912,629		43,187	3.02		1,861,019		38,858	2.79	
Cash and due from banks <sup>(1)</sup>	27,955					28,041				
Other assets, less allowance for loan and lease losses <sup>(i)</sup>	316,709					294,845				
Total assets	\$ 2,257,293				\$	2,183,905				

Includes assets of the Corporation's non-U.S. consumer credit card business, which was sold to a third party during the second quarter of 2017.
 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 or the estimated life of the loan.
 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 includes the impact of network increased (decreased) interest income includes the impact of network increased (decreased) interest income on:

	2017	2016
Federal funds sold and securities borrowed or purchased under agreements to resell	\$ 33	\$ 17
Debt securities	(52)	(131)
U.S. commercial loans and leases	(29)	(41)
Net hedge expense on assets	\$ (48)	\$ (155)

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

Current period information is preliminary and based on company data available at the time of the presentation.	
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## Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

(Dollars in millions)

	Nine Months Ended September 30 2017 2016											
		2017				2016						
	Average Balance	Interes Income Expense	Yield/		Average Balance	Interest Income/ Expense	Yield/ Rate					
Interest-bearing liabilities												
U.S. interest-bearing deposits:												
Savings	\$ 53,67	) s	4 0.01 %	\$	49,281	\$	4 0.01%					
NOW and money market deposit accounts	622,92	D ::	512 0.11		584,896	21	6 0.05					
Consumer CDs and IRAs	45,53	5	92 0.27		48,920	10	1 0.28					
Negotiable CDs, public funds and other deposits	35,96	3	0.82		32,212	10	7 0.45					
Total U.S. interest-bearing deposits	758,10	2	329 0.15		715,309	42	8 0.08					
Non-U.S. interest-bearing deposits:												
Banks located in non-U.S. countries	2,64	3	16 0.82		4,218	2	8 0.90					
Governments and official institutions	1,00	2	7 0.92		1,468		7 0.60					
Time, savings and other	60,74	7	400 0.88		58,866	27	3 0.62					
Total non-U.S. interest-bearing deposits	64,39	2	423 0.88		64,552	30	8 0.64					
Total interest-bearing deposits	822,49	4 1,	252 0.20		779,861	73	6 0.13					
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	237,85	7 2,	508 1.41		215,131	1,80	8 1.12					
Trading account liabilities	44,12	3	390 2.70		37,760	77	8 2.76					
Long-term debt	224,28	7 4,	658 2.77		231,313	4,06	6 2.35					
Total interest-bearing liabilities <sup>(1)</sup>	1,328,76	6 9,	308 0.94		1,264,065	7,38	8 0.78					
Noninterest-bearing sources:												
Noninterest-bearing deposits	439,28	8			433,168							
Other liabilities	218,22	7			221,765							
Shareholders' equity	271,01	2			264,907							
Total liabilities and shareholders' equity	\$ 2,257,29	3		\$	2,183,905							
Net interest spread			2.08 %				2.01%					
Impact of noninterest-bearing sources			0.28				0.25					
Net interest income/yield on earning assets		\$ 33,	879 2.36 %			\$ 31,47	0 2.26%					

(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:

	2017	2016
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	14	8
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	213	406
Long-term debt	(1,349)	(2,175)
Net hedge income on liabilities	\$ (1,096)	\$ (1,735)

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

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

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

(Dollars in millions)			September 30, 2017 Gross Gross								
		Amortized Cost	Gross Unrealized Gains		Gross Unrealized Losses			Fair Value			
Available-for-sale debt securities											
Mortgage-backed securities:											
Agency	\$	196,530	\$	850	\$	(1,186)	\$	196,194			
Agency-collateralized mortgage obligations		7,021		73		(45)		7,049			
Commercial		12,584		48		(168)		12,464			
Non-agency residential		2,345		333		(21)		2,657			
Total mortgage-backed securities		218,480		1,304		(1,420)		218,364			
U.S. Treasury and agency securities		50,824		70		(626)		50,268			
Non-U.S. securities		5,432		9		(1)		5,440			
Other taxable securities, substantially all asset-backed securities		6,964		77		(3)		7,038			
Total taxable securities		281,700		1,460		(2,050)		281,110			
Tax-exempt securities		19,117		167		(92)		19,192			
Total available-for-sale debt securities		300,817		1,627		(2,142)		300,302			
Other debt securities carried at fair value		16,265		345	-	(48)		16,562			
Total debt securities carried at fair value		317,082		1,972		(2,190)		316,864			
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities		122,345		267		(1,427)		121,185			
Total debt securities	\$	439,427	\$	2,239	\$	(3,617)	\$	438,049			
Available-for-sale marketable equity securities <sup>(1)</sup>	\$	22	\$	28	\$	_	\$	50			
				June 30	), 2017						
Available-for-sale debt securities											
Mortgage-backed securities:		100.000				(1.810)		100.151			
Agency	\$	193,222	\$	662	\$	(1,710)	\$	192,174			
Agency-collateralized mortgage obligations		7,441		84		(41)		7,484			
Commercial		12,574		48		(181)		12,441			
Non-agency residential		1,673		258		(17)		1,914			
Total mortgage-backed securities		214,910		1,052		(1,949)		214,013			
U.S. Treasury and agency securities		51,903		143		(623)		51,423			
Non-U.S. securities		6,595		9		(2)		6,602			
Other taxable securities, substantially all asset-backed securities		8,976		80		(5)		9,051			
Total taxable securities		282,384		1,284		(2,579)		281,089			
Tax-exempt securities		18,476		1,284		(120)		18,477			
Total available-for-sale debt securities		300,860		1,405		(2,699)		299,566			
Other debt securities carried at fair value		15,771		245		(2,099)		15,943			
Other debt securities carried at fair value Total debt securities carried at fair value		316,631		1,650		(73)		315,509			
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities	¢	119,008	e	162	¢	(1,840)	e	117,330			
Total debt securities	\$	435,639	\$	1,812	\$	(4,612)	\$	432,839			
Available-for-sale marketable equity securities <sup>(1)</sup>	\$	8	\$	69	\$		\$	77			

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

#### Other Debt Securities Carried at Fair Value

(Dollars in millions)	September 30 2017	June 30 2017
Mortgage-backed securities:		
Agency-collateralized mortgage obligations	\$ 5	\$ 5
Non-agency residential	3,058	3,037
Total mortgage-backed securities	3,063	3,042
Non-U.S. securities <sup>(1)</sup>	13,260	12,665
Other taxable securities, substantially all asset-backed securities	239	 236
Total	\$ 16,562	\$ 15,943

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

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

### **Supplemental Financial Data**

(Dollars in millions)

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

	Nine	Nine Months Ended September 30, 2017 Third Quarter						Second	First Quarter	Fourth Quarter	Third
		2017		2016		2017		Quarter 2017	2017	 2016	Quarter 2016
Net interest income	\$	33,879	\$	31,470	\$	11,401	\$	11,223	\$ 11,255	\$ 10,526	\$ 10,429
Total revenue, net of interest expense		67,590		64,377		22,079		23,066	22,445	20,224	21,863
Net interest yield		2.36 %		2.26%		2.36 %		2.34%	2.39%	2.23 %	2.23 %
Efficiency ratio		61.71		64.91		59.51		59.51	66.15	65.08	61.66

(1) 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 41-42.)

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

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

## Quarterly Results by Business Segment and All Other

(Dollars in millions)

				Third Qua	rter 201	17			
	c	Total Corporation	onsumer Banking	GWIM	Glo	bal Banking	Glo	bal Markets	All Other
Net interest income (FTE basis)	\$	11,401	\$ 6,211	\$ 1,496	\$	2,743	\$	899	\$ 52
Card income		1,429	1,244	40		124		21	_
Service charges		1,968	1,083	18		777		85	5
Investment and brokerage services		3,303	64	2,728		17		496	(2)
Investment banking income (loss)		1,477	_	100		807		623	(53)
Trading account profits		1,837	1	28		(4)		1,714	98
Mortgage banking income (loss)		(20)	142	1		_		_	(163)
Gains on sales of debt securities		125	_	_		_		_	125
Other income (loss)		559	 29	 209		522		62	 (263)
Total noninterest income		10,678	 2,563	 3,124		2,243		3,001	 (253)
Total revenue, net of interest expense (FTE basis)		22,079	8,774	4,620		4,986		3,900	(201)
Provision for credit losses		834	967	16		48		(6)	(191)
Noninterest expense		13,139	 4,459	 3,370		2,118		2,710	482
Income (loss) before income taxes (FTE basis)		8,106	3,348	1,234		2,820		1,196	(492)
Income tax expense (benefit) (FTE basis)		2,519	 1,261	 465		1,062		440	(709)
Net income	\$	5,587	\$ 2,087	\$ 769	\$	1,758	\$	756	\$ 217
Average									
Total loans and leases	\$	918,129	\$ 268,810	\$ 154,333	\$	346,093	\$	72,347	\$ 76,546
Total assets (1)		2,270,872	731,077	275,570		414,755		642,430	207,040
Total deposits		1,271,711	658,974	239,647		315,692		32,125	25,273
Period end									
Total loans and leases	\$	927,117	\$ 272,360	\$ 155,871	\$	349,838	\$	76,225	\$ 72,823
Total assets (1)		2,283,896	742,513	276,187		423,185		629,270	212,741
Total deposits		1,284,417	669,647	237,771		319,545		33,382	24,072

				Second Qua	arter 201	17			
	,	Total Corporation	'onsumer Banking	GWIM	Glo	bal Banking	Glol	al Markets	All Other
Net interest income (FTE basis)	\$	11,223	\$ 5,961	\$ 1,597	\$	2,711	\$	864	\$ 90
Card income		1,469	1,248	34		134		24	29
Service charges		1,977	1,061	19		809		83	5
Investment and brokerage services		3,317	65	2,697		38		521	(4)
Investment banking income (loss)		1,532	—	96		929		590	(83)
Trading account profits		1,956	1	33		54		1,743	125
Mortgage banking income		230	140	1		—		_	89
Gains on sales of debt securities		101	_	_		—		_	101
Other income		1,261	 33	 218		364		122	 524
Total noninterest income		11,843	2,548	 3,098		2,328		3,083	 786
Total revenue, net of interest expense (FTE basis)		23,066	 8,509	 4,695		5,039		3,947	 876
Provision for credit losses		726	834	11		15		25	(159)
Noninterest expense		13,726	 4,411	 3,392		2,154		2,650	 1,119
Income (loss) before income taxes (FTE basis)		8,614	3,264	1,292		2,870		1,272	(84)
Income tax expense (FTE basis)		3,345	 1,233	 488		1,084		442	 98
Net income (loss)	\$	5,269	\$ 2,031	\$ 804	\$	1,786	\$	830	\$ (182)
Average									
Total loans and leases	\$	914,717	\$ 261,537	\$ 150,812	\$	345,063	\$	69,638	\$ 87,667
Total assets (1)		2,269,153	724,753	281,167		413,950		645,228	204,055
Total deposits		1,256,838	652,787	245,329		300,483		31,919	26,320
Period end									
Total loans and leases <sup>(2)</sup>	\$	916,666	\$ 265,938	\$ 153,468	\$	344,457	\$	73,973	\$ 78,830
Total assets <sup>(1)</sup>		2,254,529	735,176	274,746		410,580		633,193	200,834
Total deposits		1,262,980	662,678	237,131		303,205		33,363	26,603

Total assets include asset allocations to match liabilities (i.e., deposits).
 During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.

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

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

(Dollars in millions)

Total           Corporation           10,429           1,455           1,952           3,160           1,458           2,141           589           51           628           11,434		Consumer Banking 5,289 1,218 1,072 69 — — 297 — 297 — 23	\$	GWIM 1,394 41 19 2,585 56 62	Glo \$	bbal Banking 2,470 135 780 20 796 53 	Gla \$	bbal Markets 1,119 15 80 490 645 1,934	\$	All Other 157 46 (1) (39) 92
1,455 1,952 3,160 1,458 2,141 589 51 628	S	1,218 1,072 69 — 297 —	S	41 19 2,585 56	\$	135 780 20 796	\$	15 80 490 645	\$	46 1 (4) (39) 92
1,952 3,160 1,458 2,141 589 51 628		1,072 69 — 297 —		19 2,585 56		780 20 796		80 490 645		1 (4) (39) 92
3,160 1,458 2,141 589 51 628		69 — 297 —		2,585 56		20 796		490 645		(4) (39) 92
1,458 2,141 589 51 628		 297 		56		796		645		(39) 92
2,141 589 51 628		_								92
589 51 628		_		62 		53		1,934		
51 628		_		_		—				
628				_						292
		23				—		_		51
11,434		25		222		492		75		(184)
		2,679		2,985		2,276		3,239		255
21,863		7,968		4,379		4,746		4,358		412
850		698		7		118		19		8
13,481		4,371		3,255		2,152		2,656		1,047
7,532		2,899		1,117		2,476		1,683		(643)
2,577		1,086		419		925		609		(462)
4,955	\$	1,813	\$	698	\$	1,551	\$	1,074	\$	(181)
900,594	\$	248,683	\$	143,207	\$	334,363	\$	69,043	\$	105,298
2,189,490		674,630		288,820		395,479		584,069		246,492
1,227,186		605,705		253,812		307,288		32,840		27,541
905,008	\$	251,125	\$	144,980	\$	334,120	\$	72,144	\$	102,639
2,195,314		687,241		289,794		397,869		595,165		225,245
1,232,895		618,027		252,962		302,413		31,692		27,801
	21,863 850 13,481 7,532 2,577 4,955 900,594 2,189,490 1,227,186 905,008 2,195,314	21,863       850       13,481       7,532       2,577       4,955       \$       900,594       \$       900,594       \$       905,008       \$       2,195,314	21,863         7,968           850         698           13,481         4,371           7,532         2,899           2,577         1,086           4,955         \$ 1,813           900,594         \$ 248,683           2,189,490         674,630           1,227,186         605,705           905,008         \$ 251,125           2,195,314         687,241	21,863         7,968           850         698           13,481         4,371           7,532         2,899           2,577         1,086           4,955         \$ 1,813           900,594         \$ 248,683           2,189,490         674,630           1,227,186         605,705           905,008         \$ 251,125         \$           2,195,314         687,241	21,863         7,968         4,379           850         698         7           13,481         4,371         3,255           7,532         2,899         1,117           2,577         1,086         419           4,955         \$         1,813         \$         698           900,594         \$         248,683         \$         143,207           2,189,490         674,630         288,820         253,812           905,008         \$         251,125         \$         144,980           2,195,314         687,241         289,794         289,794	21,863         7,968         4,379           850         698         7           13,481         4,371         3,255           7,532         2,899         1,117           2,577         1,086         419           4,955         \$         1,813         \$         698         \$           900,594         \$         248,683         \$         143,207         \$           2,189,490         674,630         288,820         1,227,186         605,705         253,812           905,008         \$         251,125         \$         144,980         \$           2,195,314         687,241         289,794         \$	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	21,863         7,968         4,379         4,746           850         698         7         118           13,481         4,371         3,255         2,152           7,532         2,899         1,117         2,476           2,577         1,086         419         925           4,955         \$         1,813         \$         698         \$         1,551         \$           900,594         \$         248,683         \$         143,207         \$         334,363         \$           2,189,490         674,630         288,820         395,479         307,288         307,288           905,008         \$         251,125         \$         144,980         \$         334,120         \$           2,195,314         687,241         289,794         397,869         \$         397,869	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	$\begin{array}{c c c c c c c c c c c c c c c c c c c $

 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.

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

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

(Dollars in millions)

		Nine Months Ended September 30, 2017											
		Total Corporation		Consumer Banking		GWIM		Global Banking		Global Markets		All Other	
Net interest income (FTE basis)	\$	33,879	\$	17,953	\$	4,653	\$	8,229	\$	2,812	\$	232	
Card income		4,347		3,716		110		383		67		71	
Service charges		5,863		3,194		57		2,351		245		16	
Investment and brokerage services		9,882		198		8,073		72		1,548		(9)	
Investment banking income (loss)		4,593		_		247		2,661		1,879		(194)	
Trading account profits		6,124		2		120		82		5,634		286	
Mortgage banking income (loss)		332		401		3		_		_		(72)	
Gains on sales of debt securities		278		_		_		_		_		278	
Other income (loss)		2,292		103		644		1,202		370		(27)	
Total noninterest income		33,711		7,614		9,254		6,751		9,743		349	
Total revenue, net of interest expense (FTE basis)		67,590		25,567		13,907		14,980		12,555		581	
Provision for credit losses		2,395		2,639		50		80		2		(376)	
Noninterest expense		41,713		13,280		10,091		6,435		8,117		3,790	
Income (loss) before income taxes (FTE basis)		23,482		9,648		3,766		8,465		4,436		(2,833)	
Income tax expense (benefit) (FTE basis)		7,770		3,638		1,420		3,192		1,553		(2,033)	
Net income (loss)	<u>\$</u>	15,712	\$	6,010	\$	2,346	\$	5,273	\$	2,883	\$	(800)	
Average													
Total loans and leases	\$	915,678	\$	262,804	\$	151,205	\$	344,683	\$	70,692	\$	86,294	
Total assets (1)		2,257,293		721,245		283,324		414,867		631,686		206,171	
Total deposits		1,261,782		649,204		247,389		307,163		32,397		25,629	
Period end													
Total loans and leases	\$	927,117	\$	272,360	\$	155,871	\$	349,838	\$	76,225	\$	72,823	
Total assets (1)		2,283,896		742,513		276,187		423,185		629,270		212,741	
Total deposits		1,284,417		669,647		237,771		319,545		33,382		24,072	
			•										

Nine Months Ended September 30, 2016											
Total Corporation					GWIM	Global Banking		Global Markets		All Other	
\$	31,470	\$	15,825	\$	4,310	\$	7,440	\$	3,391	\$	504
	4,349		3,645		111		386		62		145
	5,660		3,080		55		2,284		231		10
	9,543		205		7,718		50		1,583		(13)
	4,019		1		180		2,230		1,742		(134)
	5,821		_		123		79		5,401		218
	1,334		754		2		_		1		577
	490		_		_		_		_		490
	1,691		110		774		1,427		207		(827)
	32,907		7,795		8,963		6,456		9,227		466
	64,377		23,620		13,273		13,896		12,618		970
	2,823		1,955		46		870		23		(71)
	41,790		13,324		9,816		6,450		7,690		4,510
	19,764		8,341		3,411		6,576		4,905		(3,469)
	6,554		3,088		1,270		2,435		1,746		(1,985)
\$	13,210	\$	5,253	\$	2,141	\$	4,141	\$	3,159	\$	(1,484)
\$	897,760	\$	243,191	\$	141,169	\$	332,474	\$	69,315	\$	111,611
	2,183,905		662,126		291,382		394,425		582,006		253,966
	1,213,029		593,501		256,356		301,175		34,409		27,588
\$	905,008	\$	251,125	\$	144,980	\$	334,120	\$	72,144	\$	102,639
	2,195,314		687,241		289,794		397,869		595,165		225,245
	1,232,895		618,027		252,962		302,413		31,692		27,801
	\$  \$  \$	Corporation           \$         31,470           4,349         5,660           9,543         4,019           5,821         1,334           490         1,691           32,907         64,377           64,377         2,823           41,790         19,764           \$         13,210           \$         897,760           2,183,905         1,213,029           \$         905,008           2,195,314         19,541	Corporation           \$         31,470         \$           4,349         -           9,543         -           9,543         -           4,019         -           5,821         -           1,334         -           4,019         -           1,334         490           1,691         -           32,907         -           64,377         -           2,823         -           41,790         -           19,764         -           5         13,210         5           5         13,210         5           2,183,905         1,213,029         -           5         905,008         5           5         905,014         -	Total Corporation         Consumer Banking           \$ 31,470         \$ 15,825           4,349         3,645           5,660         3,080           9,543         205           4,019         1           5,821            1,334         754           490            1,334         754           490            1,334         7,795           64,377         23,620           2,823         1,955           41,790         13,324           19,764         8,341           6,554         3,088           \$ 13,210         \$ 5,253           \$ 2,183,905         662,126           1,213,029         593,501           \$ 905,008         \$ 251,125           2,195,314         687,241	Total Corporation         Consumer Banking           \$ 31,470         \$ 15,825         \$           4,349         3,645         \$           5,660         3,080         \$           9,543         205         \$           4,019         1         \$           5,660         3,080         \$           9,543         205         \$           4,019         1         \$           5,821          \$           1,334         754         \$           490          \$           1,691         110         \$           32,907         7,795         \$           64,377         23,620         \$           2,823         1,955         \$           41,790         13,324         \$           19,764         8,341         \$           6,554         3,088         \$           \$         13,210         \$         \$           \$         5,253         \$           \$         2,183,905         662,126           1,213,029         593,501         \$           \$         905,008         \$         251,125 <td>Total Corporation         Consumer Banking         GWIM           \$ 31,470         \$ 15,825         \$ 4,310           \$ 31,470         \$ 15,825         \$ 4,310           4,349         3,645         111           5,660         3,080         55           9,543         205         7,718           4,019         1         180           5,821          123           1,334         754         2           490          -           1,691         110         774           32,907         7,795         8,963           64,377         23,620         13,273           2,823         1,955         46           41,790         13,324         9,816           19,764         8,341         3,411           6,554         3,088         1,270           \$ 13,210         \$ 5,253         \$ 2,141           \$ 13,200         \$ 5,253         \$ 2,141           \$ 13,200         \$ 662,126         291,382           \$ 1,213,029         \$ 593,501         256,356           \$ 905,008         \$ 251,125         \$ 144,980           2,195,314         687,241&lt;</td> <td>Total Corporation         Consumer Banking         GWIM         Glo           \$ 31,470         \$ 15,825         \$ 4,310         \$           4,349         3,645         111         \$           4,349         3,645         111         \$           9,543         205         7,718         \$           4,019         1         180         \$           5,821          123         \$           4,019         1         180         \$           4,019         -         123         \$           4,019         -         -         \$           4,019         -         -         \$           1,334         754         2         \$           490          -         \$           32,907         7,795         \$         \$           64,377         23,620         13,273         \$           2,823         1,955         46         \$           19,764         \$         3,088         1,270           \$         \$         \$         \$         \$           \$         \$         \$         \$         \$           \$</td> <td>Total Corporation         Consumer Banking         GWIM         Global Banking           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440           4,349         3,645         111         386           5,660         3,080         55         2,284           9,543         205         7,718         50           4,019         1         180         2,230           5,821          123         79           1,334         754         2            490          -         -           490          -         -           1,691         110         774         1,427           32,907         7,795         8,963         6,456           64,377         23,620         13,273         13,896           2,823         1,955         46         870           19,764         8,341         3,411         6,576           6,554         3,088         1,270         2,435           \$ 13,210         \$ 5,253         \$ 2,141         \$ 4,141           5         59,050         \$ 243,191         \$ 141,169         \$ 332,474           2,183,9</td> <td>Total Corporation         Consumer Banking         GWIM         Global Banking         Gk           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440         \$           4,349         3,645         111         386         \$           9,543         205         7,718         50         \$           4,019         1         180         2,230         \$           5,821          123         79         \$           1,334         754         2          \$           490            \$           1,691         110         774         1,427         \$           32,907         7,795         8,963         6,456         \$           64,377         23,620         13,273         13,896         \$           2,823         1,955         46         870         \$           41,790         13,324         9,816         6,450         \$           19,764         8,341         3,411         6,576         \$           \$         13,210         \$         5,253         \$         2,141         \$         \$           \$         89</td> <td>Total Corporation         Consumer Banking         GWIM         Global Banking         Global Markets           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440         \$ 3,391           4,349         3,645         111         386         62           5,660         3,080         55         2,284         231           9,543         205         7,718         50         1,583           4,019         1         180         2,230         1,742           5,821          123         79         5,401           1,334         754         2          1           490          -         -         -           1,691         110         774         1,427         207           32,907         7,795         8,963         6,456         9,227           64,377         23,620         13,273         13,896         12,618           2,823         1,955         46         870         23           41,790         13,324         9,816         6,455         7,690           19,764         8,341         3,411         6,576         4,905           2,183,905</td> <td>Total Corporation         Consumer Banking         GWIM         Global Banking         Global Markets           \$         31,470         \$         15,825         \$         4,310         \$         7,440         \$         3,391         \$           4,349         3,645         111         386         62        </td>	Total Corporation         Consumer Banking         GWIM           \$ 31,470         \$ 15,825         \$ 4,310           \$ 31,470         \$ 15,825         \$ 4,310           4,349         3,645         111           5,660         3,080         55           9,543         205         7,718           4,019         1         180           5,821          123           1,334         754         2           490          -           1,691         110         774           32,907         7,795         8,963           64,377         23,620         13,273           2,823         1,955         46           41,790         13,324         9,816           19,764         8,341         3,411           6,554         3,088         1,270           \$ 13,210         \$ 5,253         \$ 2,141           \$ 13,200         \$ 5,253         \$ 2,141           \$ 13,200         \$ 662,126         291,382           \$ 1,213,029         \$ 593,501         256,356           \$ 905,008         \$ 251,125         \$ 144,980           2,195,314         687,241<	Total Corporation         Consumer Banking         GWIM         Glo           \$ 31,470         \$ 15,825         \$ 4,310         \$           4,349         3,645         111         \$           4,349         3,645         111         \$           9,543         205         7,718         \$           4,019         1         180         \$           5,821          123         \$           4,019         1         180         \$           4,019         -         123         \$           4,019         -         -         \$           4,019         -         -         \$           1,334         754         2         \$           490          -         \$           32,907         7,795         \$         \$           64,377         23,620         13,273         \$           2,823         1,955         46         \$           19,764         \$         3,088         1,270           \$         \$         \$         \$         \$           \$         \$         \$         \$         \$           \$	Total Corporation         Consumer Banking         GWIM         Global Banking           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440           4,349         3,645         111         386           5,660         3,080         55         2,284           9,543         205         7,718         50           4,019         1         180         2,230           5,821          123         79           1,334         754         2            490          -         -           490          -         -           1,691         110         774         1,427           32,907         7,795         8,963         6,456           64,377         23,620         13,273         13,896           2,823         1,955         46         870           19,764         8,341         3,411         6,576           6,554         3,088         1,270         2,435           \$ 13,210         \$ 5,253         \$ 2,141         \$ 4,141           5         59,050         \$ 243,191         \$ 141,169         \$ 332,474           2,183,9	Total Corporation         Consumer Banking         GWIM         Global Banking         Gk           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440         \$           4,349         3,645         111         386         \$           9,543         205         7,718         50         \$           4,019         1         180         2,230         \$           5,821          123         79         \$           1,334         754         2          \$           490            \$           1,691         110         774         1,427         \$           32,907         7,795         8,963         6,456         \$           64,377         23,620         13,273         13,896         \$           2,823         1,955         46         870         \$           41,790         13,324         9,816         6,450         \$           19,764         8,341         3,411         6,576         \$           \$         13,210         \$         5,253         \$         2,141         \$         \$           \$         89	Total Corporation         Consumer Banking         GWIM         Global Banking         Global Markets           \$ 31,470         \$ 15,825         \$ 4,310         \$ 7,440         \$ 3,391           4,349         3,645         111         386         62           5,660         3,080         55         2,284         231           9,543         205         7,718         50         1,583           4,019         1         180         2,230         1,742           5,821          123         79         5,401           1,334         754         2          1           490          -         -         -           1,691         110         774         1,427         207           32,907         7,795         8,963         6,456         9,227           64,377         23,620         13,273         13,896         12,618           2,823         1,955         46         870         23           41,790         13,324         9,816         6,455         7,690           19,764         8,341         3,411         6,576         4,905           2,183,905	Total Corporation         Consumer Banking         GWIM         Global Banking         Global Markets           \$         31,470         \$         15,825         \$         4,310         \$         7,440         \$         3,391         \$           4,349         3,645         111         386         62

(1) 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.

## **Consumer Banking Segment Results**

(Dollars in millions)		Nine Months Ended September 30				Third		Second	First Quarter		Fourth Quarter		Third		
	<u></u> N	Nine Months Er				Quarter		Quarter					Quarter		
Net interest income (FTE basis)	\$	17,953	\$	2016	s	2017 6,211	\$	2017 5,961	\$	2017 5,781	\$	2016 5,465	\$	2016 5,289	
Noninterest income:	ي.	17,755	Ψ	15,625	3	0,211	Ψ	5,501	Ψ	5,761	Ψ	5,405	Ψ	5,269	
Card income		3,716		3,645		1,244		1,248		1,224		1,290		1,218	
Service charges		3,194		3,080		1,083		1,061		1,050		1,062		1,072	
Mortgage banking income		401		754		1,005		1,001		119		207		297	
All other income		303		316		94		99		110		87		92	
Total noninterest income		7,614		7,795		2,563		2,548		2,503		2,646		2,679	
Total revenue, net of interest expense (FTE basis)		25,567		23,620		8,774		8,509	_	8,284		8,111		7,968	
Total revenue, net of interest expense (FTE basis)		25,507		23,620		8,//4		8,509		8,284		8,111		7,908	
Provision for credit losses		2,639		1,955		967		834		838		760		698	
Noninterest expense		13,280		13,324		4,459		4,411		4,410		4,330		4,371	
Income before income taxes (FTE basis)		9,648		8,341		3,348		3,264		3,036		3,021		2,899	
Income tax expense (FTE basis)		3,638		3,088		1,261		1,233		1,144		1,101		1,086	
Net income	\$	6,010	\$	5,253	\$	2,087	\$	2,031	\$	1,892	\$	1,920	\$	1,813	
Net interest yield (FTE basis)		3.52 %		3.39%		3.56 %		3.48%		3.50%		3.35%		3.30%	
Return on average allocated capital(1)		22		21		22		22		21		22		21	
Efficiency ratio (FTE basis)		51.94		56.41		50.83		51.84		53.24		53.38		54.86	
Balance Sheet															
Average															
Total loans and leases	\$	262,804	\$	243,191	\$	268,810	\$	261,537	\$	257,945	\$	253,602	\$	248,683	
Total earning assets (2)		682,436		623,834		692,122		686,064		668,865		648,299		636,832	
Total assets (2)		721,245		662,126		731,077		724,753		707,647		686,985		674,630	
Total deposits		649,204		593,501		658,974		652,787		635,594		617,967		605,705	
Allocated capital (1)		37,000		34,000		37,000		37,000		37,000		34,000		34,000	
Period end															
Total loans and leases	\$	272,360	\$	251,125	\$	272,360	\$	265,938	\$	258,421	\$	258,991	\$	251,125	
Total earning assets (2)		703,277		648,972		703,277		696,350		694,883		662,698		648,972	
Total assets (2)		742,513		687,241		742,513		735,176		734,087		702,333		687,241	
Total deposits		669,647		618,027		669,647		662,678		661,607		632,786		618,027	

(1) 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.

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

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

# **Consumer Banking Year-to-Date Results**

(Dollars in millions)

		Nine Months Ended September 30, 2017						
	Те	otal Consumer Banking	Deposits	Consumer Lending				
Net interest income (FTE basis)	<u>s</u>	17,953	\$ 9,804	\$ 8,149				
Noninterest income:								
Card income		3,716	6	3,710				
Service charges		3,194	3,193	1				
Mortgage banking income		401	_	401				
All other income		303	294	9				
Total noninterest income		7,614	3,493	4,121				
Total revenue, net of interest expense (FTE basis)		25,567	13,297	12,270				
Provision for credit losses		2,639	148	2,491				
Noninterest expense		13,280	7,702	5,578				
Income before income taxes (FTE basis)		9,648	5,447	4,201				
Income tax expense (FTE basis)		3,638	2,054	1,584				
Net income	<u>\$</u>	6,010	\$ 3,393	\$ 2,617				
Net interest yield (FTE basis)		3.52 %	2.02 %	4.21 %				
Return on average allocated capital (1)		22	38	14				
Efficiency ratio (FTE basis)		51.94	57.93	45.46				
Balance Sheet								
Average								
Total loans and leases	\$	262,804	\$ 5,025	\$ 257,779				
Total earning assets (2)		682,436	647,887	258,659				
Total assets (2)		721,245	675,159	270,196				
Total deposits		649,204	642,783	6,421				
Allocated capital (1)		37,000	12,000	25,000				
Period end								
Total loans and leases	S	272,360	\$ 5,060	\$ 267,300				
Total earning assets (2)		703,277	667,733	268,354				
Total assets (2)		742,513	695,403	279,920				
Total deposits		669,647	662,781	6,866				

		otal Consumer Banking	Deposits	Consumer Lending
Net interest income (FTE basis)	s	15,825	\$ 7,940	\$ 7,885
Noninterest income:				
Card income		3,645	7	3,638
Service charges		3,080	3,079	1
Mortgage banking income		754	—	754
All other income		316	312	4
Total noninterest income	-	7,795	3,398	4,397
Total revenue, net of interest expense (FTE basis)		23,620	11,338	 12,282
Provision for credit losses		1,955	132	1,823
Noninterest expense		13,324	7,227	 6,097
Income before income taxes (FTE basis)		8,341	3,979	4,362
Income tax expense (FTE basis)		3,088	1,473	 1,615
Net income	<u>\$</u>	5,253	\$ 2,506	\$ 2,747
Net interest yield (FTE basis)		3.39%	1.79%	4.39%
Return on average allocated capital (1)		21	28	17
Efficiency ratio (FTE basis)		56.41	63.74	49.64
Balance Sheet				
Average				
Total loans and leases	s	243,191	\$ 4,787	\$ 238,404
Total earning assets (2)		623,834	591,913	239,870

Nine Months Ended September 30, 2016

	i		
Total assets (2)	662,126	618,466	251,609
Total deposits	593,501	586,334	7,167
Allocated capital (1)	34,000	12,000	22,000
Period end			
Total loans and leases	\$ 251,125	\$ 4,810	\$ 246,315
Total earning assets (2)	648,972	616,853	248,233
Total assets (2)	687,241	643,025	260,330
Total deposits	618,027	610,752	7,275

For footnotes see page21.

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

# Consumer Banking Quarterly Results (Dollars in millions)

	To	tal Consumer Banking		Deposits		Consumer Lending
Net interest income (FTE basis)	\$	6,211	s	3,439	s	2,772
Noninterest income:						
Card income		1,244		3		1,241
Service charges		1,083		1,082		1
Mortgage banking income		142		-		142
All other income		94		96		(2)
Total noninterest income		2,563		1,181		1,382
Total revenue, net of interest expense (FTE basis)		8,774		4,620		4,154
Provision for credit losses		967		47		920
Noninterest expense		4,459		2,615		1,844
Income before income taxes (FTE basis)		3,348		1,958		1,390
Income tax expense (FTE basis)		1,261		738		523
Net income	\$	2,087	\$	1,220	\$	867
Net interest yield (FTE basis)		3.56 %		2.08 %		4.16%
Return on average allocated capital (1)		22		40		14
Efficiency ratio (FTE basis)		50.83		56.61		44.40
Balance Sheet						
Average						
Total loans and leases	\$	268,810	s	5,079	\$	263,731
Total earning assets (2)		692,122		657,036		264,665
Total assets (2)		731,077		684,642		276,014
Total deposits		658,974		652,286		6,688
Allocated capital (1)		37,000		12,000		25,000
Period end						
Total loans and leases	\$	272,360	\$	5,060	\$	267,300
Total earning assets (2)		703,277		667,733		268,354
Total assets (2)		742,513		695,403		279,920
Total deposits		669,647		662,781		6,866

	Second Quarter 2017							
	Total Consu	mer Banking		Deposits		Consumer Lending		
Net interest income (FTE basis)	\$	5,961	\$	3,302	\$	2,659		
Noninterest income:								
Card income		1,248		1		1,247		
Service charges		1,061		1,061		_		
Mortgage banking income		140		_		140		
All other income		99		96		3		
Total noninterest income		2,548		1,158		1,390		
Total revenue, net of interest expense (FTE basis)		8,509		4,460		4,049		
Provision for credit losses		834		45		789		
Noninterest expense		4,411		2,561		1,850		
Income before income taxes (FTE basis)		3,264		1,854		1,410		
Income tax expense (FTE basis)		1,233		700		533		
Net income	\$	2,031	\$	1,154	\$	877		
Net interest yield (FTE basis)		3.48%		2.03%		4.15%		
Return on average allocated capital (1)		22		39		14		
Efficiency ratio (FTE basis)		51.84		57.39		45.72		
Balance Sheet								
Average								
Total loans and leases	\$	261,537	\$	5,016	s	256,521		
Total earning assets (2)		686,064		651,677		257,130		

Total assets (2)		724,753	678,816		268,680
Total deposits		652,787	646,474		6,313
Allocated capital (1)		37,000	12,000		25,000
Period end					
Total loans and leases	s	265,938	\$ 5,039	s	260,899
Total earning assets (2)		696,350	661,576		261,696
Total assets (2)		735,176	688,800		273,298
Total deposits		662,678	656,374		6,304

For footnotes see page21.

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

Current period information is preli	ninary and based on company data available at the time of the prese	ntation. 20

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

(Dollars in millions)

		Third Quarter 2016							
	Tota	l Consumer Banking	Deposits		Consumer Lending				
Net interest income (FTE basis)	5	5,289	\$ 2,629	\$	2,660				
Noninterest income:									
Card income		1,218	2		1,216				
Service charges		1,072	1,072		-				
Mortgage banking income		297	_		297				
All other income (loss)		92	98		(6)				
Total noninterest income		2,679	1,172		1,507				
Total revenue, net of interest expense (FTE basis)		7,968	3,801		4,167				
Provision for credit losses		698	43		655				
Noninterest expense		4,371	2,397		1,974				
Income before income taxes (FTE basis)		2,899	1,361		1,538				
Income tax expense (FTE basis)		1,086	510		576				
Net income	<u>s</u>	1,813	\$ 851	\$	962				
Net interest yield (FTE basis)		3.30%	1.73 %		4.31%				
Return on average allocated capital (1)		21	28		17				
Efficiency ratio (FTE basis)		54.86	63.03		47.40				
Balance Sheet									
Average									
Total loans and leases	\$	248,683	\$ 4,837	\$	243,846				
Total earning assets (2)		636,832	604,223		245,540				
Total assets (2)		674,630	630,394		257,167				
Total deposits		605,705	598,117		7,588				
Allocated capital (1)		34,000	12,000		22,000				
Period end									
Total loans and leases	\$	251,125	\$ 4,810	\$	246,315				
Total earning assets (2)		648,972	616,853		248,233				
Total assets (2)		687,241	643,025		260,330				
Total deposits		618,027	610,752		7,275				

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.
 For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets fro*dul 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*.

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

Current period information is preliminary and based on company data available at the time of the presentation. 2	21
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## **Consumer Banking Key Indicators**

(Dollars in millions)													
		ie Months En	ded S	eptember 30		Third		Second	First		Fourth		Third
		2017		2016		Quarter 2017		Quarter 2017		Quarter 2017	Quarter 2016		Quarter 2016
Average deposit balances									_		 		
Checking	\$	323,490	\$	291,599	s	329,048	\$	325,503	\$	315,772	\$ 306,598	\$	299,147
Savings		52,021		47,658		52,687		52,809		50,544	48,549		48,273
MMS		229,773		207,033		234,288		230,363		224,563	217,394		212,096
CDs and IRAs		41,055		44,413		40,067		41,196		41,923	42,592		43,420
Non-U.S. and other		2,865		2,798		2,884		2,916		2,792	2,834		2,769
Total average deposit balances	\$	649,204	\$	593,501	\$	658,974	\$	652,787	\$	635,594	\$ 617,967	\$	605,705
Deposit spreads (excludes noninterest costs)													
Checking		1.99 %		1.96%		2.01 %		2.03 %		1.94 %	1.92%		1.94 %
Savings		2.29		2.26		2.35		2.30		2.21	2.21		2.24
MMS		1.54		1.24		1.66		1.71		1.24	1.22		1.23
CDs and IRAs		1.39		0.92		1.48		1.41		1.29	1.17		1.03
Non-U.S. and other		1.31		0.78		1.45		1.31		1.16	1.00		0.87
Total deposit spreads		1.82		1.65		1.88		1.89		1.67	1.64		1.64
Client brokerage assets	\$	167,274	\$	137,985	\$	167,274	\$	159,131	\$	153,786	\$ 144,696	\$	137,985
Digital banking active users (units in thousands) <sup>(1)</sup>		34,472		32,814		34,472		33,971		33,702	32,942		32,814
Mobile banking active users (units in thousands)		23,572		21,305		23,572		22,898		22,217	21,648		21,305
Financial centers		4,511		4,629		4,511		4,542		4,559	4,579		4,629
ATMs		15,973		15,959		15,973		15,972		15,939	15,928		15,959
Total U.S. credit card <sup>(2)</sup>													
Loans													
Average credit card outstandings	\$	90,238	\$	87,362	\$	91,602	\$	89,464	\$	89,628	\$ 89,521	\$	88,210
Ending credit card outstandings		92,602		88,789		92,602		90,776		88,552	92,278		88,789
Credit quality													
Net charge-offs	\$	1,858	\$	1,703	\$		\$	640	\$	606	\$ 566	\$	543
		2.75 %		2.60%		2.65 %		2.87%		2.74%	2.52%		2.45%
30+ delinquency	\$	1,657	\$	1,459	\$		\$	1,550	\$	1,580	\$ 1,595	\$	1,459
00.1 della success	\$	1.79 % 810	\$	1.64 % 702		1.79%	¢	1.71% 772	e	1.78 % 801	1.73 % 782	\$	1.64%
90+ delinquency	3	0.87%	\$	0.79%	\$	810 0.87 %	\$	0.85%	\$	0.90%	\$ 0.85%	3	702 0.79 %
Other Total U.S. credit card indicators <sup>(2)</sup>		0.87 78		0.7970		0.87 /0		0.85 /6		0.90 /6	0.85 /6		0.7976
Gross interest yield		9.62 %		9.27%		9.76%		9.54%		9.55%	9.35%		9.30%
Risk adjusted margin		8.64		8.99		8.63		8.40		8.89	9.20		9.11
New accounts (in thousands)		3,801		3,845		1,315		1,302		1,184	1,134		1,324
Purchase volumes	s	179,230	\$	165,412	s		\$	61,665	\$	55,321	\$ 61,020	\$	57,591
Debit card data													
Purchase volumes	s	220,729	\$	212,316	s	74,769	\$	75,349	\$	70,611	\$ 73,296	\$	71,049
For footnotes see page?3													

For footnotes see page23.

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

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

(Dollars in millions)							
		Nine Months Ended September 30		Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2017	2016	Quarter 2017	2017	2017	2016	2016
Loan production <sup>(3)</sup> :							
Total <sup>(4)</sup> :							
First mortgage	\$ 37,876	\$ 45,802	\$ 13,183	\$ 13,251	\$ 11,442	\$ 18,351	\$ 16,865
Home equity	12,871	11,649	4,133	4,685	4,053	3,565	3,541
Consumer Banking:							
First mortgage	\$ 25,679	\$ 32,207	\$ 9,044	\$ 9,006	\$ 7,629	\$ 12,303	\$ 11,588
Home equity	11,604	10,535	3,722	4,215	3,667	3,140	3,139
Mortgage servicing rights at fair value rollforward:							
Balance, beginning of period	\$ 2,278	\$ 2,680	\$ 1,996	\$ 2,129	\$ 2,278	\$ 2,012	\$ 1,789
Net additions	44	127	(5)	14	35	(36)	45
Amortization of expected cash flows <sup>(5)</sup>	(429)	(493)	(140)	(142)	(147)	(156)	(157)
Other changes in mortgage servicing rights fair value <sup>(6)</sup>	(4)	(302)	38	(5)	(37)	458	335
Balance, end of period <sup>(7)</sup>	\$ 1,889	\$ 2,012	\$ 1,889	\$ 1,996	\$ 2,129	\$ 2,278	\$ 2,012
Capitalized mortgage servicing rights (% of loans serviced for investors)	71 bps	60 bps	71 bps	70 bps	72 bps	74 bps	60 bps
Mortgage loans serviced for investors (in billions)	\$ 267	\$ 336	\$ 267	\$ 284	\$ 296	\$ 307	\$ 336
Mortgage banking income							
Consumer Banking mortgage banking income							
Total production income	\$ 185	\$ 532	\$ 64	\$ 67	\$ 54	\$ 131	\$ 212
Net servicing income							
Servicing fees	450	542	143	150	157	166	179
Other net servicing income	(234)	(320)	(65)	(77)	(92)	(90)	(94)
Total net servicing income	216	222	78	73	65	76	85
Total Consumer Banking mortgage banking income	401	754	142	140	119	207	297
Other mortgage banking income (predominately inAll Other) (8)							
Net servicing income (loss)	95	635	48	62	(15)	288	390
Other (includes representations and warranties provision)	(164)	(55)	(210)	28	18	24	(98)
Total other mortgage banking income (predominately inAll Other)	(69)	580	(162)	90	3	312	292
Total consolidated mortgage banking income	\$ 332	\$ 1,334	\$ (20)	\$ 230	\$ 122	\$ 519	\$ 589

(1) Digital users represents mobile and/or online users across consumer businesses; historical information has been restated primarily due to the sale of the Corporation's non-U.S. consumer credit card business to a third party during the second quarter of 2017.
 (2) In addition to the U.S. credit card portfolio in*Consumer Banking*, the remaining U.S. credit card portfolio is in

GRUM.
 (a) 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.
 (4) In addition to loan production in *Consumer Banking*, there is also first mortgage and home equity loan production in

*GWIM.* <sup>(5)</sup> Represents the net change in fair value of the MSR asset due to the recognition of modeled cash

flows. -(6) These amounts reflect the changes in modeled MSR fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow

<sup>(7)</sup> Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in*Global* 

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

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

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

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

(Dollars in millions)														
	Nine Months Ended September 30		_		_				<b>P</b> 10					
		2017		2016	Th	ird Quarter 2017	Se	cond Quarter 2017	First Q	Quarter 2017	Fou	urth Quarter 2016	Thi	rd Quarter 2016
Net interest income (FTE basis)	\$	4,653	\$	4,310	\$	1,496	\$	1,597	\$	1,560	\$	1,449	\$	1,394
Noninterest income:														
Investment and brokerage services		8,073		7,718		2,728		2,697		2,648		2,598		2,585
All other income		1,181		1,245		396		401		384		330		400
Total noninterest income		9,254		8,963	_	3,124		3,098		3,032		2,928		2,985
Total revenue, net of interest expense (FTE basis)		13,907		13,273		4,620		4,695		4,592		4,377		4,379
Provision for credit losses		50		46		16		11		23		22		7
Noninterest expense		10,091		9,816		3,370		3,392		3,329		3,359		3,255
Income before income taxes (FTE basis)		3,766	_	3,411		1,234		1,292		1,240		996		1,117
Income tax expense (FTE basis)		1,420		1,270		465		488		467		362		419
Net income	\$	2,346	\$	2,141	\$	769	\$	804	\$	773	\$	634	\$	698
Net interest yield (FTE basis)		2.32 %		2.09%		2.29 %		2.41 %		2.28%		2.09%		2.03 %
Return on average allocated capital <sup>(1)</sup>		22		22		22		23		22		19		21
Efficiency ratio (FTE basis)		72.56		73.96		72.95		72.24		72.51		76.74		74.32
Balance Sheet														
Average														
Total loans and leases	\$	151,205	\$	141,169	\$	154,333	\$	150,812	\$	148,405	\$	146,180	\$	143,207
Total earning assets (2)		267,732		275,674		259,564		265,845		277,989		276,172		273,567
Total assets (2)		283,324		291,382		275,570		281,167		293,432		291,761		288,820
Total deposits		247,389		256,356		239,647		245,329		257,386		256,629		253,812
Allocated capital (1)		14,000		13,000		14,000		14,000		14,000		13,000		13,000
Period end														
Total loans and leases	\$	155,871	\$	144,980	\$	155,871	\$	153,468	\$	149,110	\$	148,179	\$	144,980
Total earning assets (2)		259,548		274,288		259,548		258,744		275,214		283,151		274,288
Total assets (2)		276,187		289,794		276,187		274,746		291,177		298,931		289,794
Total deposits		237,771		252,962		237,771		237,131		254,595		262,530		252,962

(i) 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' equiv.

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

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

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

(Dollars in millions, except as noted)

Revenue by Business Merrill Lynch Global Wealth Management U.S. Trust Other <sup>(1)</sup> Total revenue, net of interest expense (FTE basis)	\$ Septer 2017		2016	T	hird Quarter	Se	cond Quarter			F	ourth Quarter	T	nird Quarter
Merrill Lynch Global Wealth Management U.S. Trust Other <sup>(1)</sup>	\$	2017		2017		2017		First Quarter 2017				2016	
U.S. Trust Other <sup>(1)</sup>	\$												
Other <sup>(1)</sup>	11,452	\$	10,886	\$	3,796	\$	3,874	\$	3,782	\$	3,600	\$	3,617
	2,450		2,300		822		819		809		775		761
Total revenue, net of interest expense (FTE basis)	5		87		2		2		1		2		1
	\$ 13,907	\$	13,273	\$	4,620	\$	4,695	\$	4,592	\$	4,377	\$	4,379
<u>Client Balances by Business, at period end</u>													
Merrill Lynch Global Wealth Management	\$ 2,245,499	\$	2,089,683	\$	2,245,499	\$	2,196,238	\$	2,167,536	\$	2,102,175	\$	2,089,683
U.S. Trust	 430,684		400,538		430,684		421,180		417,841		406,392		400,538
Total client balances	\$ 2,676,183	\$	2,490,221	\$	2,676,183	\$	2,617,418	\$	2,585,377	\$	2,508,567	\$	2,490,221
<u>Client Balances by Type, at period end</u>													
Assets under management <sup>(2)</sup>	\$ 1,036,048	\$	871,026	\$	1,036,048	\$	990,709	\$	946,778	\$	886,148	\$	871,026
Brokerage assets	1,112,178		1,095,635		1,112,178		1,104,775		1,106,109		1,085,826		1,095,635
Assets in custody	131,680		122,804		131,680		128,538		126,086		123,066		122,804
Deposits	237,771		252,962		237,771		237,131		254,595		262,530		252,962
Loans and leases (3)	 158,506		147,794		158,506		156,265		151,809		150,997		147,794
Total client balances	\$ 2,676,183	\$	2,490,221	\$	2,676,183	\$	2,617,418	\$	2,585,377	\$	2,508,567	\$	2,490,221
Assets Under Management Rollforward													
Assets under management, beginning balance	\$ 886,148	\$	900,863	\$	990,709	\$	946,778	\$	886,148	\$	871,026	\$	832,394
Net client flows (4)	77,479		11,648		20,749		27,516		29,214		18,934		10,182
Market valuation/other <sup>(1)</sup>	 72,421		(41,485)		24,590		16,415		31,416		(3,812)		28,450
Total assets under management, ending balance	\$ 1,036,048	\$	871,026	\$	1,036,048	\$	990,709	\$	946,778	\$	886,148	\$	871,026
Associates, at period end <sup>(5, 6)</sup>													
Number of financial advisors	17,221		16,834		17,221		17,017		16,678		16,820		16,834
Total wealth advisors, including financial advisors	19,108		18,714		19,108		18,881		18,538		18,678		18,714
Total primary sales professionals, including financial advisors and wealth advisors	20,115		19,594		20,115		19,863		19,536		19,629		19,594
<u>Merrill Lynch Global Wealth Management Metric<sup>(6)</sup></u>													
Financial advisor productivity <sup>(7)</sup> (in thousands)	\$ 1,009	\$	978	\$	994	\$	1,040	\$	993	\$	960	\$	979
U.S. Trust Metric, at period end <sup>(6)</sup>													
Primary sales professionals	1,696		1,684		1,696		1,665		1,662		1,677		1,684

(1) Includes the results of BofA Global Capital Management, the cash management division of Bank of America, and certain administrative items. Also reflects the sale to a third party of approximately \$80 billion of BofA Global Capital Management's AUM during the three months ended June 30, 2016.
 (2) Defined as managed assets under advisory and/or discretion of *GWM*.
 (3) Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
 (4) For the nine months ended September 30, 2016 net client flows includes \$8.0 billion of net outflows related to BofA Global Capital Management's AUM that were sold in the second quarter of 2016

2016

2016. (5) Includes financial advisors in the *Consumer Banking* segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, (5) Includes financial advisors in the *Consumer Banking* segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, (5) Includes financial advisors in the *Consumer Banking* segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, (5) Includes financial advisors in the *Consumer Banking* segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, (5) Includes financial advisors in the *Consumer Banking* segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, (5) September 30, 2016, (5) September 30, 2016, (5) September 30, 2017, (5) S

respectively. (6) Associate computation is based on

(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 average number of financial advisors (excluding financial advisors in the *Consumer Banking* segment).

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

## **Global Banking Segment Results**

(Dollars in millions)												
	 Nine Mon Septen		ты	ird Quarter	Se	cond Quarter			E	ourth Quarter	Th	rd Quarter
	 2017	 2016		2017	30	2017	First	Quarter 2017	1	2016	III	2016
Net interest income (FTE basis)	\$ 8,229	\$ 7,440	\$	2,743	\$	2,711	\$	2,775	\$	2,502	\$	2,470
Noninterest income:												
Service charges	2,351	2,284		777		809		765		810		780
Investment banking fees	2,661	2,230		807		929		925		654		796
All other income	 1,739	 1,942		659		590		490		583		700
Total noninterest income	6,751	 6,456		2,243		2,328		2,180		2,047		2,276
Total revenue, net of interest expense (FTE basis)	14,980	13,896		4,986		5,039		4,955		4,549		4,746
Provision for credit losses	80	870		48		15		17		13		118
Noninterest expense	 6,435	 6,450		2,118		2,154		2,163		2,036		2,152
Income before income taxes (FTE basis)	8,465	6,576		2,820		2,870		2,775		2,500		2,476
Income tax expense (FTE basis)	 3,192	2,435		1,062		1,084		1,046		912		925
Net income	\$ 5,273	\$ 4,141	\$	1,758	\$	1,786	\$	1,729	\$	1,588	\$	1,551
Net interest yield (FTE basis)	3.02 %	2.88%		2.99 %		2.99%		3.08%		2.81%		2.83%
Return on average allocated capital <sup>(1)</sup>	18	15		17		18		18		17		17
Efficiency ratio (FTE basis)	42.97	46.42		42.52		42.72		43.66		44.76		45.34
Balance Sheet												
Average												
Total loans and leases	\$ 344,683	\$ 332,474	\$	346,093	\$	345,063	\$	342,857	\$	337,828	\$	334,363
Total earning assets (2)	364,385	345,406		363,560		363,844		365,775		353,693		347,462
Total assets (2)	414,867	394,425		414,755		413,950		415,908		403,625		395,479
Total deposits	307,163	301,175		315,692		300,483		305,197		315,359		307,288
Allocated capital (1)	40,000	37,000		40,000		40,000		40,000		37,000		37,000
Period end												
Total loans and leases	\$ 349,838	\$ 334,120	\$	349,838	\$	344,457	\$	344,452	\$	339,271	\$	334,120
Total earning assets (2)	371,159	349,993		371,159		360,108		366,567		356,241		349,993
Total assets (2)	423,185	397,869		423,185		410,580		416,763		408,330		397,869
Total deposits	319,545	302,413		319,545		303,205		297,163		307,630		302,413

(1) 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' equiv.

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

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

## **Global Banking Key Indicators**

Dollars in millions)		Nine Mon Septen					c				F		71	. 10
		2017		2016	Th	ird Quarter 2017	Sec	cond Quarter 2017	First	Quarter 2017	Fc	ourth Quarter 2016	Th	ird Quarter 2016
Investment Banking fees (1)														
Advisory <sup>(2)</sup>	\$	1,177	\$	913	s	322	\$	465	\$	390	\$	243	\$	295
Debt issuance		1,170		1,060		397		361		412		347		405
Equity issuance		314		257		88		103		123		64		96
Total Investment Banking fees <sup>(3)</sup>	\$	2,661	\$	2,230	<u>s</u>	807	\$	929	\$	925	\$	654	\$	796
Business Lending														
Corporate	\$	3,322	\$	3,269	\$	1,127	\$	1,093	\$	1,102	\$	1,016	\$	1,113
Commercial		3,186		3,129		1,090		1,052		1,044		1,011		1,069
Business Banking		301		280		101		99		101		96		91
Total Business Lending revenue	\$	6,809	\$	6,678	\$	2,318	\$	2,244	\$	2,247	\$	2,123	\$	2,273
Global Transaction Services														
Corporate	\$	2,470	\$	2,171	\$	840	\$	833	\$	797	\$	826	\$	738
Commercial		2,217		2,036		758		752		707		682		671
Business Banking		625		549		217		211		197		190		182
Total Global Transaction Services revenue	\$	5,312	\$	4,756	\$	1,815	\$	1,796	\$	1,701	\$	1,698	\$	1,591
Average deposit balances														
Interest-bearing	\$	80,937	\$	69,335	\$	94,232	\$	77,490	\$	70,831	\$	73,141	\$	72,476
Noninterest-bearing		226,226		231,840		221,460		222,993		234,366		242,218		234,812
Total average deposits	\$	307,163	\$	301,175	\$	315,692	\$	300,483	\$	305,197	\$	315,359	\$	307,288
Loan spread		1.59 %		1.64%		1.56 %		1.56%		1.65%		1.57%		1.63
Provision for credit losses	\$	80	\$	870	\$	48	\$	15	\$	17	\$	13	\$	118
Credit quality <sup>(4, 5)</sup>														
Reservable utilized criticized exposure	\$	13,273	\$	15,460	\$	13,273	\$	14,074	\$	14,567	\$	14,841	\$	15,460
		3.55 %		4.31%		3.55 %		3.80 %		3.95%		4.08%		4.31
Nonperforming loans, leases and foreclosed properties	\$	1,123	\$	1,800	s	1,123	\$	1,345	\$	1,527	\$	1,528	\$	1,800
		0.32 %		0.54%		0.32 %		0.39%		0.44%		0.45%		0.54
Average loans and leases by product														
U.S. commercial	\$	199,010	\$	188,984	\$	197,841	\$	200,577	\$	198,620	\$	194,692	\$	190,032
Commercial real estate		49,064		48,913		49,247		49,122		48,818		48,741		48,714
Commercial lease financing		22,853		22,066		22,778		22,634		23,152		22,505		22,231
Non-U.S. commercial		73,753		72,505		76,226		72,729		72,261		71,888		73,384
Other Total average loans and leases	\$	3 344,683	\$	6 332,474	5	1 346,093	\$	1 345,063	\$	6 342,857	\$	2 337,828	\$	2 334,363
Fotal Corporation Investment Banking fees Advisory (2)	\$	1,262	\$	1,007	\$	374	\$	483	\$	405	\$	262	\$	328
Debt issuance	3		φ			374 962	φ	483 901	φ	926	φ	810	φ	528 908
Equity issuance		2,789 736		2,466 681		962 193		231		312		183		261
		4,787		4,154				1,615		1,643		1,255		1,497
														1,49/
Total investment banking fees including self-led deals Self-led deals		(194)		(135)		1,529 (52)		(83)		(59)		(33)		(39)

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

<sup>(2)</sup> Advisory includes fees on debt and equity advisory and mergers and

(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>(3)</sup> 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 agreements.
 <sup>(4)</sup> 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.
 <sup>(5)</sup> Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

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

# **Investment Banking Product Rankings**

		Nine Months Ended Sep	tember 30, 2017	
	Globa	d	U.S.	
	Product Ranking	Market Share	Product Ranking	Market Share
Net investment banking revenue	3	6.3%	3	8.7%
Announced mergers and acquisitions	5	14.8	5	17.0
Equity capital markets	5	5.5	4	10.4
Debt capital markets	2	6.7	2	10.6
High-yield corporate debt	4	6.8	2	9.3
Leveraged loans	2	8.7	1	10.5
Mortgage-backed securities	2	11.8	2	12.5
Asset-backed securities	2	12.8	2	15.5
Convertible debt	4	6.5	1	14.4
Common stock underwriting	5	5.4	4	9.5
Investment-grade corporate debt	1	6.5	1	12.0
Syndicated loans	1	9.6	1	12.9

Source: Dealogic data as of October 2, 2017. Figures above include self-led transactions.
 Rankings based on deal volumes except for net investment banking revenue rankings which reflect fees.
 Debt capital markets excludes loans but includes

Deol capital markets excludes tools out includes agencies.
Mergers and acquisitions fees included in investment banking revenue 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:

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

U.S. top 3 rankings in:	
High-yield corporate debt	Convertible debt
Leveraged loans	Investment-grade corporate debt
Mortgage-backed securities	Syndicated loans
Asset-backed securities	Debt capital markets

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

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

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

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

## **Global Markets Segment Results**

		Nine Moi Septei	nths En nber 3											
		2017		2016	Thi	rd Quarter 2017	Sec	cond Quarter 2017	First	Quarter 2017	Fou	urth Quarter 2016	Th	ird Quarter 2016
Net interest income (FTE basis)	\$	2,812	\$	3,391	\$	899	\$	864	\$	1,049	\$	1,167	\$	1,119
Noninterest income:														
Investment and brokerage services		1,548		1,583		496		521		531		518		490
Investment banking fees		1,879		1,742		623		590		666		554		645
Trading account profits		5,634		5,401		1,714		1,743		2,177		1,149		1,934
All other income		682		501		168		229		285		85		170
Total noninterest income		9,743		9,227		3,001		3,083		3,659		2,306		3,239
Total revenue, net of interest expense (FTE basis) <sup>(1)</sup>		12,555		12,618		3,900		3,947		4,708		3,473		4,358
Provision for credit losses		2		23		(6)		25		(17)		8		19
Noninterest expense		8,117		7,690		2,710		2,650		2,757		2,482		2,656
Income before income taxes (FTE basis)		4,436		4,905		1,196		1,272		1,968		983		1,683
Income tax expense (FTE basis)		1,553		1,746		440		442		671		325		609
Net income	\$	2,883	\$	3,159	\$	756	\$	830	\$	1,297	\$	658	\$	1,074
Return on average allocated capital <sup>(2)</sup>		11 %		11%		9%		10%		15%		7%		12%
Efficiency ratio (FTE basis)		64.64		60.94		69.48		67.12		58.56		71.45		60.94
Balance Sheet														
Average														
Total trading-related assets <sup>(3)</sup>	\$	439,142	\$	411,469	s	442,283	\$	452,563	\$	422,359	\$	417,184	\$	415,417
Total loans and leases		70,692		69,315		72,347		69,638		70,064		70,615		69,043
Total earning assets (3)		444,478		421,221		446,754		456,589		429,906		430,601		422,636
Total assets		631,686		582,006		642,430		645,228		607,010		595,276		584,069
Total deposits		32,397		34,409		32,125		31,919		33,158		33,775		32,840
Allocated capital (2)		35,000		37,000		35,000		35,000		35,000		37,000		37,000
Period end														
Total trading-related assets <sup>(3)</sup>	\$	426,371	\$	417,517	\$	426,371	\$	436,193	\$	418,259	\$	380,562	\$	417,517
Total loans and leases	¢.	76,225	ş	72,144	J	76,225	¢	73,973	φ	71,053	Ģ	72,743	φ	72,144
Total earning assets (3)		441,656		435,112		441,656		448,613		425,582		397,023		435,112
Total assets		629,270		595,165		629,270		633,193		604,015		566,060		595,165
Total deposits		33,382		31,692		33,382		33,363		33,629		34,927		31,692
		55,562		51,072		55,562		55,505		55,027		54,727		51,052
Trading-related assets (average)														
Trading account securities	\$	214,190	\$	183,928	\$	216,988	\$	221,569	\$	203,866	\$	188,729	\$	185,785
Reverse repurchases		99,998		89,218		101,556		101,551		96,835		91,198		89,435
Securities borrowed		83,770		86,159		81,950		88,041		81,312		90,643		87,872
Derivative assets		41,184		52,164		41,789		41,402		40,346		46,614		52,325
Total trading-related assets <sup>(3)</sup>	\$	439,142	\$	411,469	\$	442,283	\$	452,563	\$	422,359	\$	417,184	\$	415,417

Substantially all of *Global Markets* total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue information, see page 30.
 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 define or calculate the define or calculate the defined or calculate the defined

 (3) retain on average and acceleration is carculated as net money, adjusted to cost of full differently.
 (3) Trading-related assets include derivative assets, which are considered non-earning assets.

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

## **Global Markets Key Indicators**

(Dollars in millions)														
	Nine Months Ended September 30			Third Quarter		Second Occartor				F	10	771 -		
		2017		2016		2017	Second Quarter 2017		First Quarter 2017		Fourth Quarter 2016		Thi	rd Quarter 2016
Sales and trading revenue <sup>(1)</sup>														
Fixed income, currency and commodities	\$	7,068	\$	7,507	\$	2,152	\$	2,106	\$	2,810	\$	1,866	\$	2,646
Equities		3,170		3,072		977		1,104		1,089		945		954
Total sales and trading revenue	\$	10,238	\$	10,579	\$	3,129	\$	3,210	\$	3,899	\$	2,811	\$	3,600
Sales and trading revenue, excluding debit valuation adjustment <sup>(2)</sup>														
Fixed income, currency and commodities	\$	7,350	\$	7,647	\$	2,166	\$	2,254	\$	2,930	\$	1,964	\$	2,767
Equities		3,198		3,069		984		1,115		1,099		948		960
Total sales and trading revenue, excluding debit valuation adjustment	\$	10,548	\$	10,716	\$	3,150	\$	3,369	\$	4,029	\$	2,912	\$	3,727
Sales and trading revenue breakdown														
Net interest income	\$	2,455	\$	3,094	\$	777	\$	749	\$	929	\$	1,061	\$	1,024
Commissions		1,525		1,561		487		514		524		510		485
Trading		5,631		5,400		1,712		1,743		2,176		1,147		1,934
Other		627		524		153		204		270		93		157
Total sales and trading revenue	\$	10,238	\$	10,579	\$	3,129	\$	3,210	\$	3,899	\$	2,811	\$	3,600

Includes *Global Banking* sales and trading revenue of 175 million and \$336 million for thenine months ended September 30, 2017 and 2016 \$61 million, \$56 million and \$58 million for the third, second and first quarters of 2017, respectively.
 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.

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

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

### All Other Results (1)

(Dollars in millions)														
	<u> </u>	ine Months En 2017	ded Se	2016	Thi	ird Quarter 2017	Sec	ond Quarter 2017	First	Quarter 2017	Fo	urth Quarter 2016	Th	ird Quarter 2016
Net interest income (FTE basis)	\$	232	\$	504	\$	52	\$	90	\$	90	\$	(57)	\$	157
Noninterest income:														
Card income		71		145		_		29		42		45		46
Mortgage banking income (loss)		(72)		577		(163)		89		2		311		292
Gains on sales of debt securities		278		490		125		101		52		(1)		51
All other income (loss)		72		(746)		(215)		567		(280)		(584)		(134)
Total noninterest income		349		466		(253)		786		(184)		(229)		255
Total revenue, net of interest expense (FTE basis)		581		970		(201)		876		(94)		(286)		412
Provision for credit losses		(376)		(71)		(191)		(159)		(26)		(29)		8
Noninterest expense		3,790		4,510		482		1,119		2,189		954		1,047
Loss before income taxes (FTE basis)		(2,833)		(3,469)		(492)		(84)		(2,257)		(1,211)		(643)
Income tax expense (benefit) (FTE basis)		(2,033)		(1,985)		(709)		98		(1,422)		(1,107)		(462)
Net income (loss)	\$	(800)	\$	(1,484)	\$	217	\$	(182)	\$	(835)	\$	(104)	\$	(181)
Balance Sheet														
Average														
Total loans and leases	\$	86,294	\$	111,611	\$	76,546	\$	87,667	\$	94,873	\$	100,171	\$	105,298
Total assets (2)		206,171		253,966		207,040		204,055		207,423		230,392		246,492
Total deposits		25,629		27,588		25,273		26,320		25,297		27,218		27,541
Period end														
Total loans and leases <sup>(3)</sup>	\$	72,823	\$	102,639	\$	72,823	\$	78,830	\$	92,711	\$	96,713	\$	102,639
Total assets (4)		212,741		225,245		212,741		200,834		201,659		212,048		225,245
Total deposits		24,072		27,801		24,072		26,603		25,147		23,061		27,801

All Other consists of ALM activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and the related economic hedge results and ineffectiveness, other 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.
 Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity **65**17.9 billion and \$497.8 billion of the hird, second, and first quarters o2017, and 2016 \$510.1 billion, \$552.0 billion on af \$0.0 billion for the third, second, and first quarters o2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third parter.
 Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity **65**15.0 billion, \$551.7 billion, \$551.8 billion and \$508.5 billion at September 30, 2017, June 30, 2017, March 31, 2017. December 31, 2016 and September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2

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

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

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

(Dollars in millions)					
	ember 30 2017	June 20	e 30 017	Sej	ptember 30 2016
Consumer					
Residential mortgage <sup>(1)</sup>	\$ 199,446	\$	197,446	\$	187,968
Home equity	59,752		61,942		68,997
U.S. credit card	92,602		90,776		88,789
Non-U.S. credit card <sup>(2)</sup>	_		_		9,258
Direct/Indirect consumer <sup>(3)</sup>	93,391		93,493		93,294
Other consumer <sup>(4)</sup>	2,424		2,658		2,389
Total consumer loans excluding loans accounted for under the fair value option	447,615		446,315		450,695
Consumer loans accounted for under the fair value option <sup>(5)</sup>	 978		1,035		1,768
Total consumer	 448,593		447,350		452,463

Commercial

U.S. commercial <sup>(6)</sup>	296,280	291,235	280,096
Commercial real estate <sup>(7)</sup>	59,628	59,177	57,303
Commercial lease financing	21,413	21,828	21,309
Non-U.S. commercial	95,896	90,786	87,497
Total commercial loans excluding loans accounted for under the fair value option	473,217	463,026	446,205
Commercial loans accounted for under the fair value option <sup>(5)</sup>	5,307	6,290	6,340
Total commercial	478,524	469,316	452,545
Total loans and leases	\$ 927,117	\$ 916,666	\$ 905,008

(1) Includes pay option loans of \$1.5 billion, \$1.6 billion and \$1.9 billion at September 30, 2017, June 30, 2017 and September 30, 2016, respectively. The Corporation no longer originates pay option

loans. (2) During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third

(3) Includes auto and specialty lending loans of\$50.0 billion, \$49.1 billion, and \$47.8 billion, usecured consumer lending loans of\$484 million, \$509 million and \$630 million, U.S. securities-based lending loans of\$39.3 billion, \$39.8 billion and \$40.1 billion, non-U.S. consumer loans of\$52.9 billion and \$3.1 billion, student loans of\$0, \$463 million and \$514 million and other consumer loans of\$682 million, \$657 million and \$1.1 billion and \$1.1 billion and \$2.017, June 30, 2017 and

billion, non-US, consumer loans of\$2.9 billion, \$2.9 billion, \$2.9 billion, \$2.9 billion, \$2.9 billion, student loans of\$0, \$405 million and \$1.7 billion and \$1.4 billion and \$3.40 million at September 30, 2017, June 30, 2017 and September 30, 2016 respectively.
(6) Includes U.S. small business commercial loans, including card-related products, o\$13.6 billion and \$13.1 billion and \$1.1 billion at September 30, 2017, June 30, 2016 respectively.

(7) Includes U.S. commercial real estate loans of \$5.5 billion, \$55.6 billion and \$53.9 billion and non-U.S. commercial real estate loans of \$4.2 billion, \$3.6 billion and \$3.4 billion at September 30, 2017, June 30, 2017 and September 30, 2016

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

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

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

(Dollars in millions)												
						Third Quar	rter 20	17				
	Co	Total rporation	Consumer Banking		GWIM		Global Banking		Global Markets			All Other
Consumer												
Residential mortgage	\$	199,240	\$	68,167	\$	69,518	\$	_	\$	_	\$	61,555
Home equity		61,225		41,585		4,395		_		364		14,881
U.S. credit card		91,602		88,614		2,988		_		_		_
Direct/Indirect consumer		93,510		50,067		42,989		_		_		454
Other consumer		2,762		2,349		5		1		_		407
Total consumer		448,339		250,782		119,895		1		364		77,297
Commercial												
U.S. commercial		293,203		18,007		30,999		197,841		46,112		244
Commercial real estate		59,044		20		3,412		49,247		6,328		37
Commercial lease financing		21,818		_		3		22,778		106		(1,069)
Non-U.S. commercial		95,725		1		24		76,226		19,437		37
Total commercial		469,790		18,028		34,438		346,092		71,983		(751)
Total loans and leases	\$	918,129	\$	268,810	\$	154,333	\$	346,093	\$	72,347	\$	76,546

	Second Quarter 2017										
	Total Corporation		Consumer Banking		GWIM		Global Banking	Global Markets			All Other
Consumer											
Residential mortgage	\$ 195,935	\$	62,983	\$	67,628	\$	_	\$	_	\$	65,324
Home equity	63,332		42,675		4,563		1		351		15,742
U.S. credit card	89,464		86,519		2,945		_		_		_
Non-U.S. credit card <sup>(1)</sup>	6,494		_		—		_		_		6,494
Direct/Indirect consumer	93,146		49,319		43,352		_		_		475
Other consumer	2,629		2,190		6	_	_		_		433
Total consumer	451,000		243,686		118,494		1		351		88,468
Commercial											
U.S. commercial	291,162		17,831		29,125		200,577		43,353		276
Commercial real estate	58,198		20		3,168		49,122		5,831		57
Commercial lease financing	21,649		_		3		22,634		164		(1,152)
Non-U.S. commercial	92,708				22		72,729		19,939		18
Total commercial	463,717		17,851		32,318		345,062		69,287		(801)
Total loans and leases	\$ 914,717	\$	261,537	\$	150,812	\$	345,063	\$	69,638	\$	87,667

	Third Quarter 2016										
	Total Corporation		onsumer Banking			Global Banking		Global Markets			All Other
Consumer											
Residential mortgage	\$ 188,234	\$	49,919	\$	61,032	\$	_	\$	_	\$	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		_		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

(1) During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.

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

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

(Dollars in millions)

		Commercial Utilized					Total Commercial Committed						
	Se	eptember 30 2017		June 30 2017	Sep	2016 2016	Se	ptember 30 2017		June 30 2017	Sep	tember 30 2016	
Diversified financials	\$	81,120	\$	80,979	\$	76,639	\$	128,879	\$	126,267	s	122,795	
Real estate <sup>(5)</sup>		64,030		63,480		61,522		85,351		85,115		84,057	
Retailing		43,061		42,841		40,633		68,665		74,396		63,782	
Capital goods		35,919		34,373		34,364		67,385		66,302		63,478	
Healthcare equipment and services		38,201		36,749		37,553		57,425		56,365		65,780	
Government and public education		46,537		46,057		45,244		56,494		54,695		54,600	
Materials		24,463		22,964		23,135		47,546		45,851		44,508	
Banking		38,578		38,117		39,533		43,637		42,675		46,644	
Food, beverage and tobacco		23,471		22,211		19,771		42,650		42,421		39,181	
Consumer services		27,446		27,061		26,778		42,410		42,383		41,982	
Energy		16,251		17,044		19,741		36,629		36,878		38,746	
Commercial services and supplies		22,137		21,336		23,830		35,448		34,137		38,202	
Transportation		21,781		20,917		20,428		30,124		28,886		27,760	
Utilities		12,078		12,176		12,408		27,281		27,273		28,154	
Media		13,400		13,195		13,171		25,998		24,911		25,587	
Individuals and trusts		18,860		17,619		16,775		24,728		22,971		22,341	
Pharmaceuticals and biotechnology		7,568		5,670		6,037		20,231		18,936		25,162	
Software and services		9,256		9,164		8,193		18,440		18,361		18,344	
Technology hardware and equipment		7,972		7,846		8,564		17,519		18,092		19,965	
Insurance, including monolines		6,731		6,049		6,041		13,021		11,938		12,250	
Telecommunication services		5,870		6,237		5,952		12,935		14,535		11,372	
Automobiles and components		5,710		5,391		5,252		12,687		11,546		12,897	
Consumer durables and apparel		6,403		6,400		5,804		12,224		12,161		10,965	
Food and staples retailing		5,006		4,771		4,899		9,367		9,265		8,848	
Religious and social organizations		4,196		4,259		4,662		6,133		6,071		6,429	
Other		10,376		10,458		5,886		16,285		15,461		13,093	
Total commercial credit exposure by industry	\$	596,421	\$	583,364	\$	572,815	\$	959,492	\$	947,892	\$	946,922	
Net credit default protection purchased on total commitments <sup>(6)</sup>							\$	(2,098)	\$	(1,875)	\$	(4,586)	

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 \$35.6 billion, \$34.6 billion and \$46.5 billion at September 30, 2017, June 30, 2017 and September 30, 2017, June 30, 2017, June 30, 2017 and September 30, 2016, respectively.
 (a) Includes U.S. small business commercial exposure

exposure. (4) Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial

 (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 (6) Represents net notional credit protection purchased.

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

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

(Dollars in millions)

	Funded Loans an Loan Equivalents		Unfunded Loan Commitments	t Counterparty Exposure	Securities/ Other westments (2)	intry Exposure at September 30 2017	lges and Credit ult Protection (3)	F	Net Country Exposure at rember 30 2017 (4)	use (Decrease) m June 30 2017
United Kingdom	\$ 28,51	8 <b>\$</b>	14,359	\$ 5,020	\$ 2,619	\$ 50,516	\$ (4,814)	\$	45,702	\$ 7,132
Germany	12,37	4	9,093	1,720	3,603	26,790	(3,607)		23,183	(50)
Canada	7,94	2	7,725	2,012	2,460	20,139	(647)		19,492	512
Japan	11,23	4	549	1,720	4,823	18,326	(1,690)		16,636	2,993
China	11,85	2	711	509	1,345	14,417	(234)		14,183	2,145
Brazil	7,66	5	379	382	3,476	11,902	(315)		11,587	(847)
France	5,04	7	5,711	2,141	4,245	17,144	(5,654)		11,490	(635)
India	6,79	2	265	385	3,573	11,015	(953)		10,062	578
Australia	5,09	6	2,810	415	1,994	10,315	(515)		9,800	(633)
Netherlands	5,13	7	3,488	763	1,428	10,816	(2,015)		8,801	(628)
Hong Kong	6,84	5	200	580	704	8,329	(43)		8,286	(311)
South Korea	4,98	4	610	757	2,048	8,399	(418)		7,981	(34)
Mexico	3,90	1	1,616	228	1,650	7,395	(548)		6,847	1,073
Singapore	2,99	6	315	790	2,128	6,229	(65)		6,164	(375)
Switzerland	3,41	4	3,093	300	107	6,914	(1,613)		5,301	(188)
Italy	2,48	3	1,479	587	566	5,115	(1,114)		4,001	1,170
Belgium	2,27	4	777	114	1,051	4,216	(313)		3,903	1,511
Turkey	2,74	1	60	37	272	3,110	(1)		3,109	540
Spain	1,74	D	1,156	299	1,023	4,218	(1,172)		3,046	273
United Arab Emirates	2,18	6	111	284	78	2,659	(91)		2,568	296
Total top 20 non-U.S. countries exposure	\$ 135,22	1 \$	54,507	\$ 19,043	\$ 39,193	\$ 247,964	\$ (25,822)	\$	222,142	\$ 14,522

(1) 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) 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

(a) Expresents country exposures are netted on a single-name basis to, but not exlow, 200 by sinder exposures and net event extraint swaps parenased, consisting of single-name and net indexed and tranched credit default swaps.
 (b) 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.
 (b) Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

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

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

## Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)

	Sep	otember 30 2017		June 30 2017	Ν	farch 31 2017	De	ecember 31 2016	Sep	ptember 30 2016
Residential mortgage	\$	2,518	\$	2,579	\$	2,729	\$	3,056	\$	3,341
Home equity		2,691		2,681		2,796		2,918		2,982
Direct/Indirect consumer		43		19		19		28		26
Other consumer		_		3	_	2	_	2		1
Total consumer		5,252	_	5,282		5,546		6,004		6,350
U.S. commercial		863		1,039		1,246		1,256		1,439
Commercial real estate		130		123		74		72		60
Commercial lease financing		26		28		37		36		35
Non-U.S. commercial		244	_	269		311		279		400
		1,263		1,459		1,668		1,643		1,934
U.S. small business commercial		55	_	61		60		60		65
Total commercial		1,318		1,520		1,728		1,703		1,999
Total nonperforming loans and leases		6,570		6,802		7,274		7,707		8,349
Foreclosed properties <sup>(1)</sup>		299		325	_	363	_	377		388
Total nonperforming loans, leases and foreclosed properties <sup>(2, 3, 4)</sup>	\$	6,869	\$	7,127	\$	7,637	\$	8,084	\$	8,737
Fully-insured home loans past due 30 days or more and still accruing	\$	4,721	\$	4,970	\$	5,531	\$	6,397	s	6,844
Consumer credit card past due 30 days or more and still accruing <sup>6</sup>	5	1,657	Ş	1,550	φ	1,717	Ψ	1,725	φ	1,584
Other loans past due 30 days or more and still accruing		3,885		3,428		4,170		4,894		3,093
Total loans past due 30 days or more and still accruing <sup>(3, 6, 7)</sup>	\$	10,263	\$	9,948	\$	11,418	\$	13,016	\$	11,521
Fully-insured home loans past due 90 days or more and still accruing	\$	3,372	\$	3,699	\$	4,226	\$	4,793	\$	5,117
Consumer credit card past due 90 days or more and still accruing®)		810		772		872		848		767
Other loans past due 90 days or more and still accruing		220		199		270		246		166
Total loans past due 90 days or more and still accruing <sup>(3, 6, 7)</sup>	\$	4,402	\$	4,670	\$	5,368	\$	5,887	\$	6,050
Nonperforming loans, leases and foreclosed properties/Total assets(9)		0.30%		0.32%		0.34%		0.37%		0.40%
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties(9)		0.75		0.78		0.84		0.89		0.97
Nonperforming loans and leases/Total loans and leases <sup>(9)</sup>		0.71		0.75		0.80		0.85		0.93
Commercial utilized reservable criticized exposure <sup>(10)</sup>	\$	14,824	\$	15,640	\$	16,068	\$	16,320	\$	16,938
Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure <sup>(10)</sup>		2.91 %		3.13%		3.27%		2.25.0/		3.52%
Commercial unized reservable enticized exposure Commercial unized reservable exposure		2.71 /0		5.15 /6		3.2770		3.35%		5.527

(1) Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally loans insured by the Federal Housing Administration (FHA), that entered foreclosure \$864 million, \$1.0 billion, \$1.1 billion, \$1.2 billion at \$2,000, 10,000, 1

billion and \$1.5 billion at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2010 and september 30, 2017, respectively.
 (2) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the FHA 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.
 (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 a secure by the factor of the factor

the loan.

(4) Balances do not include the following:	Sep	tember 30 2017	June 30 2017	March 31 2017	1	December 31 2016	s	eptember 30 2016
Nonperforming loans held-for-sale	\$	325	\$ 267	\$ 426	\$	264	\$	274
Nonperforming loans accounted for under the fair value option		62	79	95		132		293
Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010		24	22	28		27		27

 (b) Includes 137 million and \$130 million of non-U.S. consumer credit card business to a third party.
 (c) Balances do not include loans held-for-sale past due 30 days or more and \$111 accruing of \$42 million, \$25 million, \$25 million, \$261 million and \$18 million september 30, 2017, March 31, 2017, March 31, 2017, December 31, 2016 and September 30, 2017, March 31, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, there were \$40 million, \$31 30 days or more and still accruing interest. (7) These balances are excluded from total nonperforming loans, leases and foreclosed

properties.
(8) Includes \$71 million and \$66 million of non-U.S. credit card loans aMarch 31, 2017 and December 31, 2016, which were included in assets of business held for sale on the Consolidated Balance

Sheet. (9) Total assets and total loans and leases do not include loans accounted for under the fair value option 66.3 billion, \$7.5 billion, \$7.5 billion at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and

September 30, 2016, respectively. (10) Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

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

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

(Dollars in millions)	Thi	Third Quarter See				Fourth Quarter			
	. <u> </u>	2017	2017	First	Quarter 2017	2016			2016
Nonperforming Consumer Loans and Leases:									
Balance, beginning of period	\$	5,282	\$ 5,546	\$	6,004	\$6,	350	\$	6,705
Additions to nonperforming loans and leases:									
New nonperforming loans and leases		999	682		818	1	911		831
Reductions to nonperforming loans and leases:									
Paydowns and payoffs		(117)	(170)		(230)	(	190)		(220)
Sales		(162)	(119)		(142)	(	273)		(237)
Returns to performing status <sup>(2)</sup>		(347)	(368)		(386)	(	408)		(383)
Charge-offs <sup>(3)</sup>		(346)	(259)		(240)	(	269)		(279)
Transfers to foreclosed properties		(57)	(53)		(57)		(62)		(67)
Transfers (to) from loans held-for-sale		_	23		(221)		(55)		_
Total net reductions to nonperforming loans and leases		(30)	(264)		(458)	(	346)		(355)
Total nonperforming consumer loans and leases, end of period		5,252	5,282		5,546	6,	004		6,350
Foreclosed properties		259	285		328		363		372
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$	5,511	\$ 5,567	\$	5,874	\$ 6,	367	\$	6,722
Nonperforming Commercial Loans and Leases <sup>(4)</sup> :									
Balance, beginning of period	\$	1,520	\$ 1,728	\$	1,703	\$1,	999	\$	1,659
Additions to nonperforming loans and leases:									
New nonperforming loans and leases		384	281		458		254		890
Advances		28	7		14		4		2
Reductions to nonperforming loans and leases:									
Paydowns		(270)	(266)		(267)	(	226)		(267)
Sales		(61)	(33)		(22)	(	152)		(73)
Return to performing status <sup>(5)</sup>		(100)	(86)		(54)		(90)		(101)
Charge-offs		(145)	(85)		(82)		(84)		(102)
Transfers to foreclosed properties		_	(5)		(22)		(2)		_
Transfers to loans held-for-sale		(38)	(21)		_		_		(9)
Total net additions (reductions) to nonperforming loans and leases		(202)	(208)		25	(	296)		340
Total nonperforming commercial loans and leases, end of period		1,318	1,520		1,728	1,	703		1,999
					35				16
Foreclosed properties		40	40		35		14		10

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

(a) For anothing technical non-holder forming totals, teases and infectosed properties, see robustes atompertorming robust, teases and infectosed properties activity and is in the prace 36.
 (b) Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.
 (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.

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

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

(Dollars in millions)

(Donars in millions)		Thi Quai 201	ter	 Sec Qua 20	rter	_	Firs Quar 201	ter		Fou Qua 20	rter	 Thi Qua 20	rter
Net Charge-offs	A	mount	Percent	Amount	Percent		Amount	Percent	А	mount	Percent	Amount	Percent
Residential mortgage (3)	\$	(82)	(0.16)%	\$ (19)	(0.04)%	\$	\$ 17	0.04 %	\$	2	—%	\$ 4	0.01 %
Home equity		83	0.54	50	0.32		64	0.40		70	0.41	97	0.55
U.S. credit card		612	2.65	640	2.87		606	2.74		566	2.52	543	2.45
Non-U.S. credit card <sup>(4)</sup>		_	_	31	1.89		44	1.91		41	1.80	43	1.83
Direct/Indirect consumer		67	0.28	32	0.14		48	0.21		43	0.19	34	0.14
Other consumer		51	7.23	17	2.64		48	7.61		53	8.57	57	9.74
Total consumer		731	0.65	 751	0.67		827	0.74		775	0.68	 778	0.69
U.S. commercial <sup>(5)</sup>		80	0.11	52	0.08		44	0.06		29	0.04	62	0.10
Commercial real estate		2	0.02	5	0.03		(4)	(0.03)		_	—	(23)	(0.16)
Commercial lease financing		(1)	(0.02)	1	0.01		—	—		2	0.05	6	0.11
Non-U.S. commercial		33	0.14	46	0.21		15	0.07		23	0.10	10	0.04
		114	0.10	104	0.09		55	0.05		54	0.05	55	0.05
U.S. small business commercial		55	1.61	53	1.60		52	1.61		51	1.55	55	1.67
Total commercial		169	0.14	157	0.14		107	0.10		105	0.09	110	0.10
Total net charge-offs	\$	900	0.39	\$ 908	0.40	\$	\$ 934	0.42	\$	880	0.39	\$ 888	0.40
By Business Segment and All Other													
Consumer Banking	\$	800	1.18 %	\$ 791	1.21 %	\$	5 772	1.21 %	\$	732	1.15%	\$ 710	1.14 %
Global Wealth & Investment Management		11	0.03	8	0.02		21	0.06		17	0.05	12	0.03
Global Banking		106	0.12	98	0.11		51	0.06		50	0.06	57	0.07
Global Markets		23	0.13	1	0.01		_	_		_	_	4	0.02
All Other <sup>(4)</sup>		(40)	(0.21)	10	0.05		90	0.39		81	0.33	105	0.41

s

0.40

934

0.42

s

880

0.39

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, 0.41, 0.42, 0.39 and 0.40 for the three months endedSeptember 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
 (a) Excludes write-offs of purchased credit-impaired loans of 573 million, \$55 million, \$55 million, \$70 million and \$83 million for the three months endedSeptember 30, 2017, June 30, 2017, December 31, 2016 and September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
 (b) Excludes write-offs of purchased credit-impaired loans, otral annualized net charge-offs and purchased credit-impaired loans and leases outstanding were 0.42, 0.43, 0.43, 0.42 and 0.43 for the three months endedSeptember 30, 2017, June 30, 2017, June 30, 2017, June 30, 2017, June 30, 204, 0.43, 0.43, 0.42 and 0.43 for the three months endedSeptember 30, 2017, June 30, 2016, respectively.
 (b) Includes loan sales recoveries of \$88 million, \$31 million, \$9 million and \$7 million for the three months endedSeptember 30, 2017, June 30, 2017, June 30, 2017, June 30, 2016, respectively.
 (b) Includes loan sales recoveries of \$88 million, \$31 million and \$7 million for the three months endedSeptember 30, 2017, June 30, 2017, June 30, 2016, and September 30, 2016, respectively.

908

(3) Includes loan sales recoveries of \$88 million, \$51 mi

Total net charge-offs

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

900

0.39

s

\$

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

38

0.40

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

(Dollars in millions)					
			Nine Months Ende	-	
	·	2017		2016	
Net Charge-offs		Amount	Percent	Amount	Percent
Residential mortgage <sup>(3)</sup>	\$	(84)	(0.06)%	\$ 129	0.09 %
Home equity		197	0.42	335	0.61
U.S. credit card		1,858	2.75	1,703	2.60
Non-U.S. credit card <sup>(4)</sup>		75	1.91	134	1.84
Direct/Indirect consumer		147	0.21	91	0.13
Other consumer		116	5.83	152	9.09
Total consumer		2,309	0.69	2,544	0.76
U.S. commercial <sup>(5)</sup>		176	0.09	155	0.08
Commercial real estate		3	0.01	(31)	(0.07)
Commercial lease financing		_	_	19	0.12
Non-U.S. commercial		94	0.14	97	0.14
		273	0.08	240	0.08
U.S. small business commercial		160	1.60	157	1.62
Total commercial		433	0.13	397	0.12
Total net charge-offs	\$	2,742	0.40	\$ 2,941	0.44

#### By Business Segment and All Other

Consumer Banking	\$ 2,363	1.20 % \$	2,164	1.19 %
Global Wealth & Investment Management	40	0.04	31	0.03
Global Banking	255	0.10	241	0.10
Global Markets	24	0.05	9	0.02
All Other <sup>(4)</sup>	 60	0.09	496	0.60
Total net charge-offs	\$ 2,742	0.40 \$	2,941	0.44

(1) Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan off of each loan and lease category. Excluding the purchased excluding vorte 0.41 and 0.45 for thenine months ended September 30, 2017 and 2016
(2) Excludes write-offs of purchased credit-impaired loans of 161 million and \$270 million for thenine months ended September 30, 2017 and 2016 Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired vorti-offs as a percentage of total average loans and leases outstanding were 0.43 and 0.48 for thenine months ended September 30, 2017 and 2016
(3) Includes loan sales charge-offs (recoveries) of (\$102) million and \$35 million for thenine months ended September 30, 2017 and 2016.
(4) Represents net charge-offs of non-U.S. credit card loans recorded in*All Other*, which were included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
(5) Excludes U.S. small business commercial loans.

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

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

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

(Dollars in millions)

		September 30,	2017	June 30, 2017			September 30, 2016			
Allowance for loan and lease losses	Amount	Percent of Total	Percent of Loans and Leases Outstanding <sup>(1, 2)</sup>	Amount	Percent of Total	Percent of Loans and Leases Outstanding <sup>(1, 2)</sup>	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)	
Residential mortgage	\$ 813	7.60 %	0.41 %	\$ 901	8.28%	0.46%	\$ 1,088	9.31%	0.58%	
Home equity	1,219	11.40	2.04	1,408	12.95	2.27	1,901	16.26	2.75	
U.S. credit card	3,263	30.52	3.52	3,063	28.17	3.37	2,857	24.44	3.22	
Non-U.S.credit card(3)	_	_	_	_	_	—	258	2.21	2.79	
Direct/Indirect consumer	255	2.38	0.27	273	2.51	0.29	227	1.94	0.24	
Other consumer	32	0.30	1.32	50	0.46	1.84	48	0.39	2.01	
Total consumer	5,582	52.20	1.25	5,695	52.37	1.28	6,379	54.55	1.42	
U.S. commercial <sup>(4)</sup>	3,199	29.92	1.08	3,250	29.89	1.12	3,427	29.31	1.22	
Commercial real estate	956	8.94	1.60	949	8.73	1.60	915	7.83	1.60	
Commercial lease financing	144	1.35	0.67	151	1.38	0.69	141	1.21	0.66	
Non-U.S.commercial	812	7.59	0.85	830	7.63	0.91	830	7.10	0.95	
Total commercial <sup>(5)</sup>	5,111	47.80	1.08	5,180	47.63	1.12	5,313	45.45	1.19	
Allowance for loan and lease losses	10,693	100.00%	1.16	10,875	100.00%	1.20	11,692	100.00%	1.30	
Reserve for unfunded lending commitments	762			757			767			
Allowance for credit losses	\$ 11,455			\$ 11,632			\$ 12,459			

#### Asset Quality Indicators

1.16%	1.20%	1.30%
1.14	1.17	1.27
163	160	140
158	154	135
3.00	2.99	3.31
2.91	2.88	3.18
2.77	2.82	3.03
	1.14 163 158 3.00 2.91	1.14     1.17       163     160       158     154       3.00     2.99       2.91     2.88

(1) 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 \$615 million, \$666 million and \$14 billion and home equity loans of \$333 million, \$349 million and \$340 million and \$340 million at September 30, 2017, June 30, 2017 and September 30, 2017 mespectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of \$2.8 billion, \$320 million and \$2.6 billion and hon-U.S. commercial loans \$2.5 billion, \$3.31 billion and \$3.31 billion and \$3.7 billion and \$2.017, June 30, 2017 and September 30, 2016, respectively.

respectively.
<sup>(3)</sup> During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third

(4) Includes allowance for loan and lease losses for U.S. small business commercial loans **6A**22 million, \$417 million and \$444 million at September 30, 2017, June 30, 2017 and September 30, 2016,

respectively. (5) Includes allowance for loan and lease losses for impaired commercial loans of 232 million, \$242 million and \$258 million at September 30, 2017, June 30, 2017 and September 30, 2016,

(6) Excludes valuation allowance on purchased credit-impaired loans of \$315 million, \$375 million and \$453 million at September 30, 2017, June 30, 2017 and September 30, 2016,

(a) Excludes valuation andware on parchased rectifiningated total subject infinition, 3575 infinition and 9455 infinition and 94555 infinition and 9455 infinition and 94555 infinition and 9455 infinition and 9455 infinition and 94555

respectively.

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

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

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

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. 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 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. The tangible common equity ratio represents adjusted differed tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity in the tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity measures the Corporation's environes the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity measures the Corporation's environes the Corporation's 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 shareholder

See the tables below and on page42 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for thnine months ended September 30, 2017 and 2016 and the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2018 The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

	Nii	Nine Months Ended September 30			Third Quarter		Second Quarter		First Quarter			Fourth Quarter		
		2017		2016		2017		2017		2017		2016		Quarter 2016
Reconciliation of net interest income to net interest income on a fully taxable-equivalent b	asis													
Net interest income	\$	33,205	\$	30,804	\$	11,161	\$	10,986	\$	11,058	\$	10,292	\$	10,201
Fully taxable-equivalent adjustment		674		666		240		237		197		234		228
Net interest income on a fully taxable-equivalent basis	<u>s</u>	33,879	\$	31,470	\$	11,401	\$	11,223	\$	11,255	\$	10,526	\$	10,429
Reconciliation of total revenue, net of interest expense to total revenue, net of interest exp	ense on a fully taxa	ble-equivaler	<u>t bas</u> is	5										
Total revenue, net of interest expense	s	66,916	\$	63,711	\$	21,839	\$	22,829	\$	22,248	\$	19,990	\$	21,635
Fully taxable-equivalent adjustment		674		666		240		237	_	197		234		228
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	67,590	\$	64,377	\$	22,079	\$	23,066	\$	22,445	\$	20,224	\$	21,863
Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent l	basis													
Income tax expense	\$	7,096	\$	5,888	\$	2,279	\$	3,108	\$	1,709	\$	1,359	\$	2,349
Fully taxable-equivalent adjustment		674		666		240		237		197		234		228
Income tax expense on a fully taxable-equivalent basis	\$	7,770	\$	6,554	\$	2,519	\$	3,345	\$	1,906	\$	1,593	\$	2,577
Reconciliation of average common shareholders' equity to average tangible common shar	eholders' equity													
Common shareholders' equity	s	246,195	\$	240,440	\$	249,624	\$	246,003	\$	242,883	\$	245,139	\$	243,679
Goodwill		(69,398)		(69,752)		(68,969)		(69,489)		(69,744)		(69,745)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,737)		(3,480)		(2,549)		(2,743)		(2,923)		(3,091)		(3,276
Related deferred tax liabilities		1,503		1,666		1,465		1,506		1,539		1,580		1,628
Tangible common shareholders' equity	\$	175,563	\$	168,874	\$	179,571	\$	175,277	\$	171,755	\$	173,883	\$	172,287
Reconciliation of average shareholders' equity to average tangible shareholders' equity														
Shareholders' equity	s	271,012	\$	264,907	\$	273,648	\$	271,223	\$	268,103	\$	270,360	\$	268,899
Goodwill		(69,398)		(69,752)		(68,969)		(69,489)		(69,744)		(69,745)		(69,744
Intangible assets (excluding mortgage servicing rights)		(2,737)		(3,480)		(2,549)		(2,743)		(2,923)		(3,091)		(3,276
Related deferred tax liabilities		1,503		1,666		1,465		1,506		1,539		1,580		1,628
Tangible shareholders' equity	\$	200.380	\$	193,341	s	203,595	s	200.497	s	196,975	s	199,104	s	197,507

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

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

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

## Bank of America Corporation and Subsidiaries

## **Reconciliations to GAAP Financial Measures**

(Dollars in millions)					i									
	Ni	ine Months En	ded S	eptember 30	Third		Second			First		Fourth		Third Quarter
	2017		2016		Quarter 2017		Quarter 2017		Quarter 2017			Quarter 2016		
Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity														
Common shareholders' equity	\$	250,136	\$	244,863	\$	250,136	\$	245,767	\$	242,933	\$	241,620	\$	244,863
Goodwill		(68,968)		(69,744)		(68,968)		(68,969)		(69,744)		(69,744)		(69,744)
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(2,827)		(2,989)		(3,168)
Related deferred tax liabilities		1,435		1,588		1,435		1,471		1,513		1,545		1,588
Tangible common shareholders' equity	\$	180,144	\$	173,539	\$	180,144	\$	175,659	\$	171,875	\$	170,432	\$	173,539
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity														
Shareholders' equity	s	272,459	\$	270,083	s	272,459	\$	270,987	\$	268,153	s	266,840	s	270,083
Goodwill	-	(68,968)		(69,744)		(68,968)		(68,969)		(69,744)		(69,744)		(69,744)
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(2,827)		(2,989)		(3,168)
Related deferred tax liabilities		1,435		1,588		1,435		1,471		1,513		1,545		1,588
Tangible shareholders' equity	\$	202,467	\$	198,759	\$	202,467	\$	200,879	\$	197,095	\$	195,652	\$	198,759
Reconciliation of period-end assets to period-end tangible assets														
Assets	\$	2,283,896	\$	2,195,314	\$	2,283,896	\$	2,254,529	\$	2,247,701	\$	2,187,702	\$	2,195,314
Goodwill		(68,968)		(69,744)		(68,968)		(68,969)		(69,744)		(69,744)		(69,744)
Intangible assets (excluding mortgage servicing rights)		(2,459)		(3,168)		(2,459)		(2,610)		(2,827)		(2,989)		(3,168)
Related deferred tax liabilities		1,435		1,588		1,435		1,471		1,513		1,545		1,588
Tangible assets	\$	2,213,904	\$	2,123,990	\$	2,213,904	\$	2,184,421	\$	2,176,643	\$	2,116,514	\$	2,123,990
	-		-		-		-		-		-		-	

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

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