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

#### FORM 8-K

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

> Date of Report (Date of earliest event reported): April 15, 2020

## **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))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	BAC	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of Floating Rate Non- Cumulative Preferred Stock, Series E	BAC PrE	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.200% Non- Cumulative Preferred Stock, Series CC	BAC PrC	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.000% Non- Cumulative Preferred Stock, Series EE	BAC PrA	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.000% Non- Cumulative Preferred Stock, Series GG	BAC PrB	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 5.875% Non- Cumulative Preferred Stock, Series HH	BAC PrK	New York Stock Exchange
7.25% Non-Cumulative Perpetual Convertible Preferred Stock, Series L	BAC PrL	New York Stock Exchange
Depositary Shares, each representing a 1/1,200th interest in a share of	BML PrG	New York Stock Exchange
Bank of America Corporation Floating Rate Non-Cumulative		
Preferred Stock, Series 1		
Depositary Shares, each representing a 1/1,200th interest in a share of	BML PrH	New York Stock Exchange
Bank of America Corporation Floating Rate Non-Cumulative		
Preferred Stock, Series 2		
Depositary Shares, each representing a 1/1,200th interest in a share of	BML PrJ	New York Stock Exchange
Bank of America Corporation Floating Rate Non-Cumulative		
Preferred Stock, Series 4		
Depositary Shares, each representing a 1/1,200th interest in a share of	BML PrL	New York Stock Exchange
Bank of America Corporation Floating Rate Non-Cumulative		
Preferred Stock, Series 5		
Floating Rate Preferred Hybrid Income Term Securities of BAC Capital Trust XIII (and the guarantee related thereto)	BAC/PF	New York Stock Exchange
5.63% Fixed to Floating Rate Preferred Hybrid Income Term Securities of BAC Capital Trust XIV (and the guarantee related thereto)	BAC/PG	New York Stock Exchange
Income Capital Obligation Notes initially due December 15, 2066 of Bank of America Corporation	MER PrK	New York Stock Exchange
Senior Medium-Term Notes, Series A, Step Up Callable Notes, due	BAC/31B	New York Stock Exchange
November 28, 2031 of BofA Finance LLC (and the guarantee of the		
Registrant with respect thereto)		
Depositary Shares, each representing a 1/1,000th interest in a share of 5.375% Non- Cumulative Preferred Stock, Series KK	BAC PrM	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 5.000% Non- Cumulative Preferred Stock, Series LL	BAC PrN	New York Stock Exchange

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).

Emerging growth company  $\Box$ 

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 April 15, 2020, Bank of America Corporation (the "Corporation") announced financial results for thefirst quarter ended March 31, 2020, reporting first quarter net income of \$4.0 billion, or \$0.40 per diluted share. A copy of the press release announcing the Corporation's results for thefirst quarter ended March 31, 2020 (the "Press Release") is attached hereto as Exhibit 99.1 and is incorporated by reference in this Item 2.02. The Press Release is available on the Corporation's website.

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

#### ITEM 7.01. REGULATION FD DISCLOSURE.

On April 15, 2020, the Corporation will hold an investor conference call and webcast to discuss financial results for thefirst quarter ended March 31, 2020, 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 first quarter ended March 31, 2020 (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
104	Cover Page Interactive Data File (embedded in the cover page formatted in Inline XBRL)

#### 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: April 15, 2020

Bank of America Reports Quarterly Earnings of \$4.0 Billion, EPS of \$0.40

Provision for Credit Losses of \$4.8 Billion Includes a \$3.6 Billion Reserve Build<sup>1</sup>

Ends Quarter with \$265 Billion in Shareholders' Equity and Nearly \$700 Billion in Global Liquidity Sources

#### Q1-20 Financial Highlights<sup>2</sup>

- Net income of \$4.0 billion, or \$0.40 per diluted share, includes higher provision expense for COVID-19 related reserve build
  - Pretax income declined 48% to \$4.5 billion
  - Pretax, pre-provision income down 5% to \$9.3 billion<sup>1</sup>
- Provision for credit losses increased to \$4.8 billion, driven by a \$3.6 billion reserve build<sup>1</sup>
- Revenue, net of interest expense, decreased 1% to \$22.8 billion
  - Net interest income (NII)<sup>(B)</sup> declined 2% to \$12.1 billion, driven by lower interest rates, partially offset by loan and deposit growth
  - Noninterest income rose slightly to \$10.6 billion
- Noninterest expense increased 2% to \$13.5 billion, reflecting investments in the franchise; efficiency ratio of 59%
- Average loan and lease balances in the business segments rose \$57 billion, or 6%, YoY to \$954 billion
  - Ending loan balances rose \$68 billion, or 7%, since Q4-19 to \$1.0 trillion
- Average deposit balances rose \$79.5 billion, or 6%, YoY to \$1.4 trillion
  - Ending deposit balances rose \$149 billion, or 10%, since Q4-19 to \$1.6 trillion
- Common equity tier 1 (CET1) ratio declined slightly but remained strong at 10.8%<sup>(F)</sup>

#### From Chairman and CEO Brian Moynihan:

"Our results reflect the strength of our balance sheet, the diversity of our earnings, and the resilience of our teammates to serve clients around the world. Despite increasing our loan loss reserves, we earned \$4 billion this quarter, maintained a significant buffer against our most stringent capital requirement, and ended the quarter with more liquidity than when we began.

"We remain a source of strength - our customers trusted us with \$149 billion in additional deposits since year-end, which enabled us to provide liquidity to people, small business owners and corporate clients. We received nearly a million requests for assistance and we announced a \$100 million commitment to provide critical support to local communities. We are taking extraordinary steps to support our employees, clients and communities during this humanitarian crisis."

#### Q1-20 Business Segment Highlights<sup>2,3</sup>

#### Consumer Banking

- Net income of \$1.8 billion
- Loans up 8% to \$317 billion; deposits up 6% to \$737 billion
- Consumer investment assets up 1% to \$212 billion, driven by flows of \$22 billion since Q1-19, largely offset by market performance
- Extended \$2.4 billion in credit to small business clients, up 11%
- Client Support Actions:
  - Received 279,000 small business loan applications through April 8 under the Paycheck Protection Program, totaling \$43 billion
  - Nearly 1 million payment deferrals through April 8

#### **Global Wealth and Investment Management**

- Net income of \$866 million
- Client balances of \$2.7 trillion, reflecting market declines partially offset by higher loan/deposit balances; AUM flows of \$26 billion since Q1-19
- Merrill added more than 7,500 net new households and Private Bank added more than 600 net new relationships
- Client Support Actions:
  - Double-digit increase in wealth management client outreach
  - Merrill shifting ~700 advisors to support client CARES Act inquiries; Private Bank aligning advisor trainees and wealth management analysts to support CARES Act application processing

#### **Global Banking**

- Net income of \$136 million
- Firmwide investment banking fees (excl. self-led) up 10% to \$1.4 billion; No. 3 ranking in investment banking fees<sup>(C)</sup>
- Loans up 4% to \$386 billion; deposits up 10% to \$382 billion
- Client Support Actions:
  - Extended \$67 billion in net funding to commercial and corporate clients since year-end 2019 across all business segments
  - Raised \$224 billion in capital on behalf of clients
  - Over 13,000 hours of training completed by employees to ensure readiness to support clients impacted by COVID-19

#### **Global Markets**

- Net income of \$1.7 billion
- Sales and trading revenue of \$4.6 billion, including net debit valuation adjustments (DVA) gains of \$300 million
- Excluding net DVA, sales and trading revenue increased 22% to \$4.3  $\ensuremath{\mathsf{billion}}^{(\mathrm{D})}$ 
  - FICC increased 13% to \$2.7 billion<sup>(D)</sup>
  - Equities increased 39% to \$1.7 billion<sup>(D)</sup>
- Client Support Action:
  - Seamlessly supported clients by providing liquidity and a strong and resilient trading platform during period of record-breaking market activity

<sup>2</sup> Financial Highlights and Business Segment Highlights compare to the year-ago quarter unless noted. Loan and deposit balances are shown on an average basis unless noted.

<sup>3</sup> The Corporation reports the results of operations of its four business segments and All Other on a fully taxable-equivalent (FTE) basis.

See page 10 for endnotes.

<sup>&</sup>lt;sup>1</sup> Reserve build and pretax, pre-provision income (PTPI) represent non-GAAP financial measures. For more information, see endnotes A and H on page 10.



Three months anded

#### Bank of America Financial Highlights

	Three months ended			
(\$ in billions, except per share data)	3/31/2020	12/31/2019	3/31/2019	
Total revenue	\$22.8	\$22.3	\$23.0	
Provision for credit losses	4.8	0.9	1.0	
Noninterest expense	13.5	13.2	13.2	
Pretax income	4.5	8.2	8.8	
Income tax expense	0.5	1.2	1.5	
Net Income	4.0	7.0	7.3	
Diluted earnings per share	\$0.40	\$0.74	\$0.70	

#### From Chief Financial Officer Paul Donofrio:

"Ten years ago, we set out to transform our business and operate under the principles of responsible growth so we would be a source of strength in the next crisis. Our results this quarter reflect our progress: our strong earnings power allowed us to increase loan loss reserves while generating \$4.0 billion in net income for shareholders. During the quarter, we suspended our buyback program to provide additional support to the economy. We also continued to invest in our people and our systems so we could deliver for consumers, small business owners and large corporate clients. We remain well-positioned to support our clients and deliver for all our stakeholders."

#### Supporting Employees and Clients Through COVID-19

#### Employees

- Committed to no COVID-19-related layoffs in 2020
- Hired 2,000 new employees in March and shifted 3,000 current employees to Consumer and Small Business
- Special compensation incentives for teammates serving clients in U.S. financial centers, call centers and operation centers
- Specific actions to protect and to support employees working in our offices
- Expanded employee benefits (e.g., no-cost coronavirus testing, no-fee Teledoc, backup childcare, transportation reimbursement)
- Moved to \$20 minimum hourly rate of pay this quarter in the U.S. as previously announced

#### Institutional Investors

 Seamlessly supported clients by providing liquidity and a strong and resilient trading platform during period of record-breaking market activity with Global Markets balance sheet temporarily increasing by \$130 billion in early March versus year-end

#### **Communities and Other**

- Provided \$100 million commitment to local communities to purchase medical supplies, food and other priorities
- Announced commitment of \$250 million in capital and \$10 million in philanthropic grants to Community Development Financial Institutions (CDFIs)

#### **Individual and Family Clients**

- Clients can request refunds including overdraft fees, non-sufficient funds fees, and monthly maintenance fees
- Clients can request to defer credit card payments; refunds on late fees
- Clients can request to defer auto loan payments, with payments added to the end of the loan
   Clients can request to defer mortgage and home equity payments, with payments added to the end of the loan
- Paused foreclosure sales, evictions and repossessions
- No negative credit bureau reporting for previously upto-date clients

#### Small Businesses and Commercial Clients

- Small business clients can request to defer small business loan and credit card payments, and refunds on late fees
- Providing support to small business owners through the Paycheck Protection Program (received 279,000 applications totaling \$43 billion through April 8)
- Extended net funding of \$67 billion to commercial clients across all business segments
- Helping clients manage operations through digital channels
- Connecting Global Commercial Banking/Business Banking client company associates with payment deferral programs available to bank customers
- Global Research producing insight and guidance for clients
- Raised \$224 billion in capital for clients across debt and equity markets

#### Consumer Banking<sup>1,2</sup>

- Net income of \$1.8 billion, down \$1.4 billion, or 45%, as solid client activity was more than offset by an increase in loan loss reserves and the impact of lower interest rates
  - Pretax income declined \$1.9 billion, or 45%, to \$2.4 billion
  - Pretax, pre-provision income declined \$631 million, or 12%, to \$4.6 billion<sup>(H)</sup>
- Revenue of \$9.1 billion decreased 5%, driven by lower noninterest income and lower NII
- Provision for credit losses increased to \$2.3 billion, driven by a reserve build, primarily related to COVID-19 impact<sup>(A)</sup>
  - Net charge-off ratio improved to 1.22%, compared to 1.28%
- Noninterest expense increased 3%, driven by the cost of increased client activity and investments for business growth, largely offset by improved productivity and lower support costs
  - Continued investment in financial center and ATM builds/renovations, sales professionals, digital capabilities, and minimum wage increases

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

- Average deposits grew \$40 billion, or 6%; average loans grew \$25 billion, or 8%, driven by growth in residential mortgages
- Consumer investment assets grew \$1 billion, or 1%, to \$212 billion, driven by client flows largely offset by market performance
- Combined credit/debit card spend increased 4%
- 9 new financial centers opened and 109 renovated in 01-20
- 6.3 million Consumer customers enrolled in Preferred Rewards, with 99% retention rate

#### Digital Usage Continued to Grow<sup>1</sup>

- 39.1 million active digital banking users, up 6%
- 29.8 million active mobile banking users, up 10%
- Digital sales were 33% of all Consumer Banking sales
- 1.6 billion mobile logins in Q1-20
- 10.4 million active Zelle® users, now including small businesses; sent and received 102 million transfers worth \$27 billion in Q1-20, up 73%
- Over 586,000 digital appointments

#### Financial Results<sup>1</sup>

	Three months ended			
r	(\$ in millions)	3/31/2020	12/31/2019	3/31/2019
	Total revenue <sup>2</sup>	\$9,129	\$9,514	\$9,632
1	Provision for credit losses	2,258	934	974
	Noninterest expense	4,495	4,468	4,367
ģ	Pretax income	2,376	4,112	4,291
r	Income tax expense	582	1,007	1,051
2	Net income	\$1,794	\$3,105	\$3,240

#### Business Highlights<sup>1,3,(G)</sup>

	Three months ended		
(\$ in billions)	3/31/2020	12/31/2019	3/31/2019
Average deposits	\$736.7	\$719.7	\$697.0
Average loans and leases	316.9	311.0	292.3
Consumer investment assets (EOP)	212.2	240.1	210.9
Active mobile banking users (MM)	29.8	29.2	27.1
Number of financial centers	4,297	4,300	4,353
Efficiency ratio	49%	47%	45%
Return on average allocated capital	19	33	36
Total Consumer Credit Card <sup>3</sup>			
Average credit card outstanding balances	\$94.5	\$95.0	\$95.0
Total credit/debit spend	153.0	167.2	147.8
Risk-adjusted margin	7.9%	8.7%	8.0%

Comparisons are to the year-ago quarter unless noted.

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

<sup>3</sup> The consumer credit card portfolio includes Consumer Banking and GWIM.

- No. 1 Consumer Deposit Market Share (Estimated retail consumer deposits based on June 30, 2019 FDIC deposit data)
- No. 1 Small Business Lender (FDIC, Q4-19)
- No. 1 Online Banking and Mobile Banking Functionality (Dynatrace Q4-19 Online Banker Scorecard and Q1-20 Mobile Banker Scorecard; Javelin 2019 Online and Mobile Banking Scorecards)
- No. 1 Home Equity Originator (Inside Mortgage Finance, Home Equity new HELOC commitments, Q4-19)
- No. 1 in Prime Auto Credit Distribution of New Originations Among Peers (Experian Autocount; Franchised Dealers; Largest percentage of 680+ Vantage 3.0 originations among key competitors as of January 2020)
- No. 1 Digital Checking Account Sales Functionality (Forrester, January 2020)
- Named North America's Best Digital Bank (Euromoney, July 2019)
- Best Mortgage Lender for First-Time Home Buyers (Nerdwallet, 2020)
- 5 Star Ranking Overall Named a Top Online Stock Broker for 2020 (Nerdwallet, 2020)

#### Global Wealth and Investment Management 1,2

- Net income of \$866 million, down \$177 million, or 17%, as solid client activity was more than offset by higher provision expense driven by a reserve build, primarily related to COVID-19 impact<sup>(A)</sup>
  - Pretax income declined \$234 million, or 17%, to \$1.1 billion; pretax margin of 23%
  - Pretax, pre-provision income declined \$50 million, or 4%, to \$1.3 billion<sup>(H)</sup>
- Revenue of \$4.9 billion increased 2%, reflecting higher asset management and brokerage fees, partially offset by the impact of lower interest rates
  - Asset management fees increased 10%, driven by the impact of higher market valuations and positive Business Highlights<sup>1,(G)</sup> AUM flows
  - Brokerage revenue increased 10% on higher transactional activity
- Noninterest expense increased 5%, primarily due to revenue-related incentives and investments for business growth

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

- Total client balances declined 6% to \$2.7 trillion, driven by lower end-of-period market valuations
  - AUM flows of \$7.0 billion since Q4-19 and \$26 billion since Q1-19
  - Average deposits increased \$1.6 billion, or 1%, to \$263 billion
  - Average loans and leases grew \$14.2 billion, or 9%, to \$179 billion, driven by residential mortgages and custom lending
- Strong wealth management client growth
  - Merrill added more than 7,500 net new households
    - Referrals to/from Merrill up 52% YoY
  - Private Bank added more than 600 net new relationships
    - Referrals to/from Private Bank up 16% YoY

#### Digital Usage Continued to Grow<sup>1</sup>

- Merrill Lynch
  - 77% of clients actively using an online or mobile platform across Merrill and Bank of America
  - 40% growth in client usage of MyMerrill mobile app and 18% increase in ML online platform users
- Private Bank
  - 78% of clients actively using an online or mobile platform across Private Bank and Bank of America
  - 32% growth in mobile active users and 11% growth in online platform users

#### Financial Results<sup>1</sup>

	Three months ended		
(\$ in millions)	3/31/2020	12/31/2019	3/31/2019
Total revenue <sup>2</sup>	\$4,936	\$4,913	\$4,820
Provision for credit losses	189	19	5
Noninterest expense	3,600	3,523	3,434
Pretax income	1,147	1,371	1,381
Income tax expense	281	336	338
Net income	\$866	\$1,035	\$1,043

(\$ in billions)	3/31/2020	12/31/2019	3/31/2019
Average deposits	\$263.4	\$255.9	\$261.8
Average loans and leases	178.6	174.4	164.4
Total client balances (EOP)	2,658.6	3,047.8	2,837.0
AUM flows	7.0	8.1	5.9
Pretax margin	23%	28%	29%
Return on average allocated capital	23	28	29

Three months ended

Comparisons are to the year-ago quarter unless noted.

Revenue, net of interest expense

- · No. 1 U.S. wealth management market position across client assets, deposits and loans (U.S.-based full-service wirehouse peers based on 4Q19 earnings releases)
- No. 1 in Personal trust assets under management (Industry Q4-19 FDIC call reports)
- No. 1 in Barron's Top 1,200 ranked Financial Advisors (2020)
- No. 1 in Forbes' Top Next Generation Advisors (2019) and Best-in-State Wealth Advisors (2020)
- No. 1 in Financial Times Top 401K Retirement Plan Advisers (2019)
- No. 1 in Barron's Top 100 Women Advisors (2019)
- No. 1 in Forbes' Top Women Advisors (2019)

#### Global Banking<sup>1,2</sup>

- Net income decreased \$1.9 billion to \$136 million, driven by higher provision expense for a reserve build primarily related to COVID-19 impact<sup>(A)</sup>
  - Pretax income declined \$2.6 billion, or 93%, to \$186 million
  - Pretax, pre-provision income declined \$610 million, or 21%, to \$2.3 billion<sup>(H)</sup>
- Revenue of \$4.6 billion decreased 11%, as markdowns in capital markets and the Fair Value Option loan portfolio, as well as spread compression, were partly mitigated by loan and deposit balance growth and higher investment banking fees
- Provision for credit losses increased \$2.0 billion to \$2.1 billion, driven by a reserve build primarily related to COVID-19 impact<sup>(A)</sup>
- Noninterest expense increased 2%, primarily due to investment in the platform partly offset by lower revenue-related compensation costs

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

- Average deposits increased \$33 billion, or 10%, to \$382 billion, driven by increased client coverage; ending deposits increased \$94 billion since Q4-19, reflecting client flight to safety and placement of credit draws in the latter part of the quarter
- Average loans and leases grew \$16 billion, or 4%, to \$386 billion, driven by broad-based growth across corporate and commercial clients; ending loans and leases increased \$58 billion since Q4-19, due to increased draw activity as clients secured liquidity
- Total Corporation investment banking fees of \$1.4 billion (excl. self-led) increased 10%, driven by higher debt and equity underwriting fees

#### Digital Usage Continued to Grow<sup>1</sup>

- ~500K CashPro<sup>®</sup> Online users (digital banking platform) across our commercial, corporate and business banking businesses
- CashPro Mobile Active Users increased 67% and logins increased 107% (rolling 12 months, YoY)
- CashPro Mobile Payment Approvals value of \$175 billion, increasing 67% (rolling 12 months, YoY)
- Number of checks deposited via CashPro Mobile up 121%, and dollar volume increased 145% (rolling 12 months, YoY)
- 11 million incoming receivables were digitally matched in last 12 months using Intelligent Receivables, which uses AI to match payments and accounts receivables
- Commercial Prepaid Card App active users increased by 192%, with 160% increase in cards added to app YoY, the highest since launch

#### Financial Results<sup>1</sup>

	Thr	ee months end	ded
(\$ in millions)	3/31/2020	12/31/2019	3/31/2019
Total revenue <sup>2,3</sup>	\$4,600	\$5,141	\$5,155
Provision for credit losses	2,093	58	111
Noninterest expense	2,321	2,320	2,266
Pretax income	186	2,763	2,778
Income tax expense	50	746	750
Net income	\$136	\$2,017	\$2,028
	Total revenue <sup>2,3</sup> Provision for credit losses Noninterest expense Pretax income Income tax expense	(\$ in millions)3/31/2020Total revenue2.3\$4,600Provision for credit losses2,093Noninterest expense2,321Pretax income186Income tax expense50	Total revenue <sup>2,3</sup> \$4,600         \$5,141           Provision for credit losses         2,093         58           Noninterest expense         2,321         2,320           Pretax income         186         2,763           Income tax expense         50         746

#### Business Highlights<sup>1,2,(G)</sup>

	Thr	Three months ended	
(\$ in billions)	3/31/2020	12/31/2019	3/31/2019
Average deposits	\$382.4	\$378.5	\$349.0
Average loans and leases	386.5	377.4	370.1
Total Corp. IB fees (excl. self-led) $^2$	1.4	1.5	1.3
Global Banking IB fees <sup>2</sup>	0.8	0.8	0.7
Business Lending revenue	2.0	2.1	2.2
Global Transaction Services revenue	2.0	2.1	2.2
Efficiency ratio	50%	45%	44%
Return on average allocated capital	1	20	20

Comparisons are to the year-ago quarter unless noted.

Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities, and sales and trading activities.

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

- Intelligent Receivables won Best Use of AI in Treasury Management (Global Finance, 2020)
- North America's Best Bank for Small to Medium-sized Enterprises (Euromoney, 2019)
- Best Overall Brand Middle Market Banking (Greenwich, 2019)
- Best Bank for Payments and Collections, Globally and in North America (Global Finance, 2020)
- North America's Best Bank for Financing (Euromoney, 2019)
- 2019 Quality, Share and Excellence Awards for U.S. Large Corporate Banking and Cash Management (*Greenwich*, 2019)
- Best Investment Bank for Debt in Western Europe (Global Finance, 2019)
- Relationships with 77% of the Global Fortune 500 and 95% of the U.S. Fortune 1000 (2019)

#### Global Markets<sup>1,2</sup>

- Net income of \$1.7 billion increased \$670 million. driven by higher sales and trading revenue as the firm continued to support clients
  - Pretax income increased \$856 million, or 59%, to \$2.3 billion
  - Pretax, pre-provision income increased \$986 million, or 69%, to \$2,4 billion<sup>(H)</sup>
- Revenue of \$5.2 billion increased 25%, driven by higher sales and trading: excluding net DVA, revenue increased 15%<sup>4</sup>
- Provision for credit losses increased \$130 million to \$107 million, driven by an increase in loan loss reserves primarily related to COVID-19 impact<sup>(A)</sup>
- Noninterest expense increased \$58 million, or 2%, to \$2.8 billion, driven by higher revenue-related expenses
- Average VaR of \$48 million<sup>5</sup>

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

- Reported sales and trading revenue increased 34% to \$4.6 billion
- Excluding net DVA, sales and trading revenue increased 22% to \$4.3 billion<sup>(D)</sup>
  - FICC revenue of \$2.7 billion increased 13%, driven by increased client activity and improved marketmaking conditions across all macro products (in particular Rates), more than offsetting weaker performances in the credit-sensitive businesses
  - Equities revenue of \$1.7 billion increased 39%, driven by increased client activity and a strong trading performance in the more volatile market environment

#### Additional Highlights

 680+ research analysts covering 3,100+ companies, 1.230+ corporate bond issues across 55+ economies and 24 industries

#### Financial Results<sup>1</sup>

	Thr	ee months end	ded
(\$ in millions)	3/31/2020	12/31/2019	3/31/2019
Total revenue <sup>2,3</sup>	\$5,225	\$3,425	\$4,181
Net DVA <sup>4</sup>	300	(86)	(90)
Total revenue (excl. net DVA) <sup>2,3,4</sup>	\$4,925	\$3,511	\$4,271
Provision for credit losses	107	9	(23)
Noninterest expense	2,813	2,613	2,755
Pretax income	2,305	803	1,449
Income tax expense	599	229	413
Net income	\$1,706	\$574	\$1,036
Net income (excl. net DVA) <sup>4</sup>	\$1,478	\$639	\$1,104

#### Business Highlights<sup>1,2,(G)</sup>

	Thr	ee months end	ded
(\$ in billions)	3/31/2020	12/31/2019	3/31/2019
Average total assets	\$713.0	\$680.1	\$664.1
Average trading-related assets	503.0	489.3	474.3
Average loans and leases	71.7	73.0	70.1
Sales and trading revenue <sup>2</sup>	4.6	2.8	3.5
Sales and trading revenue (excl. net DVA) <sup>2,D</sup>	4.3	2.9	3.6
Global Markets IB fees <sup>2</sup>	0.6	0.6	0.5
Efficiency ratio	54%	76%	66%
Return on average allocated capital	19	7	12

Comparisons are to the year-ago quarter unless noted. Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities, and sales and trading activities.

Revenue, net of interest expense.

<sup>4</sup> Revenue and net income, excluding net DVA, are non-GAAP financial measures. See endnote D on page 10 for more information.

<sup>5</sup> VaR model uses a historical simulation approach based on three years of historical data and an expected shortfall methodology equivalent to a 99% confidence level. Average VaR was \$48MM, \$35MM and \$37MM for Q1-20, Q4-19 and Q1-19, respectively.

- Derivatives House of the Year (GlobalCapital, 2019; Risk 2020 Awards; IFR Awards, 2019)
- Most Innovative Bank for Equity Derivatives (The Banker, 2019)
- No. 1 Quality Leader in U.S. Fixed Income Overall Trading Quality and No. 1 U.S. Fixed Income Overall Service Quality (Greenwich, 2019)
- Quality Leader in Global Foreign Exchange Sales and Corporate FX Sales (Greenwich, 2019)
- · Share Leader in U.S. Fixed Income Market Share (Greenwich, 2019)
- No. 1 Municipal Bonds Underwriter (Refinitiv, 2019)
- No. 1 Global Research Firm (Institutional Investor, 2019)
- No. 1 Global Fixed Income Research Team (Institutional Investor, 2019)



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

- Net loss increased to \$492 million from a loss of \$36 million, driven by certain valuation adjustments and, to a lesser extent, increased provision expense related to COVID-19 on the noncore mortgage portfolio<sup>(A)</sup>
- Total Corporation effective tax rate of 11.5% reflected:
  - \$108 million benefit related to stock-based compensation
  - The greater impact of tax credits related to tax advantaged investments on lower pretax income

#### Financial Results<sup>1</sup>

(\$ in millions)	Thi	Three months ended	
	3/31/2020	12/31/2019	3/31/2019
Total revenue <sup>2</sup>	\$(979)	\$(499)	\$(631)
Provision for credit losses	114	(79)	(54)
Noninterest expense	246	315	402
Pretax loss	(1,339)	(735)	(979)
Income tax expense (benefit)	(847)	(998)	(943)
Net income (loss)	\$(492)	\$263	\$(36)
1			

Comparisons are to the year-ago quarter unless noted.

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

Note: All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, liquidating businesses and certain expenses not otherwise allocated to a business segment. ALM activities encompass certain residential mortgages, debt securities, and interest rate and foreign currency risk management activities. Substantially all of the results of ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as a portfolio of equity, real estate and other alternative investments.

#### **Credit Quality**

#### Charge-offs

- Total net charge-offs increased \$163 million, or 17%, from Q4-19 to \$1.1 billion, driven by higher commercial charge-offs
- Net charge-off ratio increased 7 basis points from Q4-19 to 0.46%

#### Provision for credit losses

 Provision expense increased \$3.8 billion from Q4-19 to \$4.8 billion, driven by a reserve build of \$3.6 billion primarily due to a deteriorating economic outlook related to COVID-19<sup>(A)</sup>

#### Allowance for loan and lease losses

- Allowance for loan and lease losses increased \$6.4 billion, or 67%, from 12/31/19 to \$15.8 billion, representing 1.51% of total loans and leases
  - January 1, 2020 CECL adoption<sup>4</sup> impact of \$3.3 billion includes \$2.9 billion increase in allowance for loan and lease losses and \$310 million increase in the reserve for unfunded lending commitments
  - 1Q20 included a reserve build of \$3.6 billion, due primarily to deteriorating economic outlook related to COVID-19
- Nonperforming loans (NPLs) increased \$504 million from Q4-19, primarily driven by \$353 million increase in commercial loans
- Commercial reservable criticized utilized exposure of \$17.4 billion increased \$5.9 billion, or 75 bps, from Q4-19
  - Increase was broad based across industries

See page 10 for endnotes.

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

	Three months ended						
(\$ in millions)	3/31/2020	12/31/2019	3/31/2019				
Provision for credit losses	\$4,761	\$941	\$1,013				
Net charge-offs	1,122	959	991				
Net charge-off ratio <sup>2</sup>	0.46%	0.39%	0.43%				
At period-end							
Nonperforming loans and leases	\$4,056	\$3,552	\$4,850				
Nonperforming loan and leases ratio	0.39%	0.36%	0.52%				
Allowance for loan and lease losses	\$15,766	\$9,416	\$9,577				
Allowance for loan and lease losses ratio <sup>3</sup>	1.51%	0.97%	1.02%				

Comparisons are to the year-ago quarter unless noted.

 <sup>1</sup> Comparisons are to the year-ago quarter unless noted.
 <sup>2</sup> Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.
 <sup>3</sup> Allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses divided by loans and lease soutstanding at the end of the period.
 <sup>4</sup> The Company's adoption of the new CECL accounting standard effective January 1, 2020 measures the allowance based on management's best estimate of lifetime expected credit losses inherent in the Company's lending activities. Prior periods presented reflect measurement of the allowance based on management's estimate of probable incurred credit losses losses.

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



### Balance Sheet, Liquidity and Capital Highlights (\$ in billions except per share data, end of period, unless otherwise noted)<sup>(G)</sup>

	Three months ended				
	3/31/2020	12/31/2019	3/31/2019		
Ending Balance Sheet					
Total assets	\$2,620.0	\$2,434.1	\$2,377.2		
Total loans and leases	1,050.8	983.4	945.6		
Total loans and leases in business segments (excluding All Other)	1,014.7	946.3	900.0		
Total deposits	1,583.3	1,434.8	1,379.3		
Average Balance Sheet					
Average total assets	\$2,494.9	\$2,450.0	\$2,361.0		
Average loans and leases	990.3	974.0	944.0		
Average deposits	1,439.3	1,410.4	1,359.9		
Funding and Liquidity					
Long-term debt	\$256.7	\$240.9	\$233.9		
Global Liquidity Sources, average <sup>(E)</sup>	565	576	546		
Global Liquidity Sources, end of period <sup>(E)</sup>	699	579	556		
Equity					
Common shareholders' equity	\$241.5	\$241.4	\$244.7		
Common equity ratio	9.2%	9.9%	10.3%		
Tangible common shareholders' equity <sup>1</sup>	\$171.7	\$171.5	\$174.8		
Tangible common equity ratio <sup>1</sup>	6.7%	7.3%	7.6%		
Per Share Data					
Common shares outstanding (in billions)	8.68	8.84	9.57		
Book value per common share	\$27.84	\$27.32	\$25.57		
Tangible book value per common share <sup>1</sup>	19.79	19.41	18.26		
Regulatory Capital <sup>(F)</sup>					
CET1 capital	\$168.1	\$166.8	\$169.2		
Standardized approach					
Risk-weighted assets	\$1,564	\$1,493	\$1,455		
CET1 ratio	10.8%	11.2%	11.6%		
Advanced approaches					
Risk-weighted assets	\$1,515	\$1,447	\$1,423		
CET1 ratio	11.1%	11.5%	11.9%		
Supplementary leverage					
Supplementary leverage ratio (SLR)	6.4%	6.4%	6.8%		
	E NERONAN I				

<sup>1</sup> Represents a non-GAAP financial measure. For reconciliation, see page 17 of this press release.

#### Endnotes



- A Reserve Build (or Release) is a non-GAAP financial measure, calculated by subtracting net charge-offs for the period from the provision for credit losses recognized in that period. For GAAP purposes, the period-end allowance, or reserve, for credit losses reflects the beginning of the period allowance adjusted for net charge-offs recorded in that period plus the provision for credit losses recognized in that period. The Company believes that disclosing reserve build is a useful measure that enables investors and others to assess the effect of the provision for credit losses on the allowance for credit losses in the period. For the three months ended March 31, 2020, reserve build of \$3.6 billion is calculated as provision for credit losses of \$4.8 billion less net charge-offs of \$1.1 billion.
- B We also measure 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. We believe 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 \$12.3 billion, \$12.3 billion and \$12.5 billion for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019, respectively. The FTE adjustment was \$144 million, \$145 million and \$153 million for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019, respectively.
- C Source: Dealogic as of April 1, 2020

(Dollars in millions)

- D 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 gains (losses) were \$300 million, \$(86) million and \$(90) million for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019, respectively. FICC net DVA gains (losses) were \$274 million, \$(81) million and \$(79) million for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019, respectively. Equities net DVA gains (losses) were \$26 million, \$(5) million and \$(11) million for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019, respectively.
- E 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. They do 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.
- F Regulatory capital ratios at March 31, 2020 are preliminary. The Corporation 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 for Common equity tier 1 (CET1) is the Standardized approach for all reporting dates presented.
- G We present certain key financial and nonfinancial performance indicators (KPIs) that management uses when assessing consolidated and/or segment results. We believe this information is useful because it provides management and investors with information about underlying operational performance and trends. KPIs are presented in Balance Sheet, Liquidity and Capital Highlights and on the Segment pages for each segment.
- H Pretax, pre-provision income (PTPI) at the consolidated level is a non-GAAP financial measure calculated by adjusting consolidated pretax income to add back provision for credit losses. Similarly, PTPI at the segment level is a non-GAAP financial measure calculated by adjusting pretax income of such segment to add back provision for credit losses for such segment. Management believes that PTPI (both at the consolidated and segment level) is a useful financial measure as it enables an assessment of the Company's ability to generate earnings to cover credit losses through a credit cycle and provides an additional basis for comparing the Company's results of operations between periods by isolating the impact of provision for credit losses, which can vary significantly between periods. For Reconciliations to GAAP financial measures, see page 17 for Total company and below for segments.

First Quarter 2020										
Consumer Banking		GWIM		Global Banking		Global Markets		All Other		
\$	2,376	\$	1,147	\$	186	\$	2,305	\$	(1,339)	
	2,258		189		2,093		107		114	
\$	4,634	\$	1,336	\$	2,279	\$	2,412	\$	(1,225)	
Fourth Quarter 2019										
			GWIM					A	ll Other	
\$	4,112	\$	1,371	\$	2,763	\$	803	\$	(735)	
0	934	12	19	32	58		9	32	(79)	
\$	5,046	\$	1,390	\$	2,821	\$	812	\$	(814)	
First Quarter 2019										
	Consumer Banking GWIM									
\$	4,291	\$	1,381	\$	2,778	\$	1,449	\$	(979)	
	974		5		111		(23)		(54)	
\$	5,265	\$	1,386	\$	2,889	\$	1,426	\$	(1,033)	
	Bi \$ \$ Co B \$ \$ \$	Banking           \$ 2,376           2,258           \$ 4,634           Consumer Banking           \$ 4,112           934           \$ 5,046           Consumer Banking           \$ 4,291           974	Banking       Consumer         \$       4,634       \$         \$       4,634       \$         Consumer       8       \$         \$       4,112       \$         934       \$       \$         \$       5,046       \$         Consumer       8       \$         \$       934       \$         \$       5,046       \$         \$       4,291       \$         \$       4,291       \$         \$       974       \$	Consumer Banking         GWIM           \$ 2,376         \$ 1,147           2,258         189           \$ 4,634         \$ 1,336           \$ 4,634         \$ 1,336           Consumer Banking         GWIM           \$ 4,112         \$ 1,371           934         19           \$ 5,046         \$ 1,390           Fri         Consumer Banking           GWIM         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390           \$ 5,046         \$ 1,390	Consumer Banking         GWIM         B           \$         2,376         \$         1,147         \$           2,258         189         \$         1,336         \$           \$         4,634         \$         1,336         \$           \$         4,634         \$         1,336         \$           Fourth 0         \$         5         1,336         \$           Consumer Banking         GWIM         B         B           \$         4,112         \$         1,371         \$           934         19         \$         \$         \$           \$         5,046         \$         1,390         \$           Consumer Banking         GWIM         B         \$           \$         5,046         \$         1,390         \$           Consumer Banking         GWIM         B         \$           \$         4,291         \$         1,381         \$	Consumer Banking         GWIM         Global Banking           \$ 2,376         \$ 1,147         \$ 186           2,258         189         2,093           \$ 4,634         \$ 1,336         \$ 2,279           \$ 4,634         \$ 1,336         \$ 2,279           Fourth Quarter 20         Global Banking         Global Banking           \$ 4,634         \$ 1,336         \$ 2,279           Consumer Banking         GWIM         Global Banking           \$ 4,112         \$ 1,371         \$ 2,763           934         19         58           \$ 5,046         \$ 1,390         \$ 2,821           First Quarter 20           Consumer Banking         GWIM         Global Banking           \$ 4,291         \$ 1,381         \$ 2,778           974         5         111	Banking         GWIM         Banking         M           \$ 2,376         \$ 1,147         \$ 186         \$           2,258         189         2,093         \$           \$ 4,634         \$ 1,336         \$ 2,279         \$           \$ 4,634         \$ 1,336         \$ 2,279         \$           Fourth Quarter 2019         \$         \$         \$           Consumer Banking         GWIM         Global Banking         M           \$ 4,112         \$ 1,371         \$ 2,763         \$           934         19         58         \$           934         19         58         \$           934         19         58         \$           Consumer Banking         GWIM         \$ 2,821         \$           934         19         58         \$           \$ 5,046         \$ 1,390         \$ 2,821         \$           First Quarter 2019         \$         \$         \$           Consumer Banking         \$         \$         \$         \$           \$ 4,291         \$ 1,381         \$ 2,778         \$           974         5         111         \$	$\begin{tabular}{ c c c c c c c } \hline Consumer Banking & GWIM & Banking & Global Banking & Markets \\ \hline $ 2,376 $ 1,147 $ 186 $ 2,305 \\ \hline $ 2,258 $ 189 $ 2,093 $ 107 \\ \hline $ 2,258 $ 189 $ 2,093 $ 107 \\ \hline $ 4,634 $ 1,336 $ 2,279 $ $ 2,412 \\ \hline $ 2,259 $ $ 2,412 \\ \hline $ 2,279 $ $ 2,412 \\ \hline $ 2,412 $ 1,336 $ $ 2,279 $ $ 3,412 \\ \hline $ Consumer Banking $ GWIM $ Banking $ Global Markets \\ \hline $ 4,112 $ 1,371 $ $ 2,763 $ $ 803 \\ \hline $ 934 $ 19 $ 58 $ 9 \\ \hline $ 4,112 $ 1,390 $ $ $ 2,821 $ $ 812 \\ \hline $ First Quarter 2019 \\ \hline $ Consumer Banking $ GWIM $ Banking $ Global Markets \\ \hline $ 4,291 $ $ 1,381 $ $ 2,778 $ $ 1,449 \\ \hline $ 974 $ 5 $ 111 $ (23) \\ \hline \end{tabular}$	Consumer Banking         GWIM         Global Banking         Global Markets         All Markets         All           \$         2,376         \$         1,147         \$         186         \$         2,305         \$           2,258         189         2,093         107 $                                                  <$	$<<<<<<<<<<$



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

Investor Call Information Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss firstquarter 2020 financial results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http://investor.bankofamerica.com.

For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international). The conference ID is 79795. Please dial in 10 minutes prior to the start of the call. Investors can access replays of the conference call by visiting the Investor Relations website or by calling 1.800.934.4850 (U.S.) or 1.402.220.1178 (international) from April 15 through April 24.

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

#### **Reporters May Contact:**

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#### Bank of America

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#### 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 2019 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential judgments, claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory and government actions, including as a result of our participation in and execution of government programs related to the COVID-19 pandemic; the possibility that the Company's future liabilities may be in excess of its recorded liability and estimated range of possible loss for litigation, regulatory, and representations and warranties exposures; the possibility that the Company could face increased servicing, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, monolines, private-label and other investors, or other parties involved in securitizations; 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: the risks related to the discontinuation of the London InterBank Offered Rate and other reference rates, including increased expenses and litigation and the effectiveness of hedging strategies; 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, inflation, currency exchange rates, economic conditions, trade policies and tensions, including tariffs, and potential geopolitical instability; the impact of the interest rate environment on the Company's business, financial condition and results of operations; 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 Company's ability to achieve its expense targets and expectations regarding net interest income, provision for credit losses, net charge-offs, effective tax rate, loan growth or other projections; adverse changes to the Company's credit ratings from the major credit rating agencies; an inability to access capital markets or maintain deposits or borrowing costs; estimates of the fair value and other accounting values, subject to impairment assessments, of certain of the Company's assets and liabilities; the estimated or actual impact of changes in accounting standards or assumptions in applying those standards; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the impact of adverse changes to total loss-absorbing capacity requirements and/or global systemically important bank surcharges; the potential impact of actions of the Board of Governors of the Federal Reserve System on the Company's capital plans; the effect of regulations, other guidance or additional information on the impact from the Tax Cuts and Jobs Act; 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 assessments, the Volcker Rule, fiduciary standards, derivatives regulations and the Coronavirus Relief and Economic Security Act and any similar or related rules and regulations; a failure or disruption 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 or campaigns; the impact on the Company's business, financial condition and results of operations from the United Kingdom's exit from the European Union; the impact of any future federal government shutdown and uncertainty regarding the federal government's debt limit; the impact of natural disasters, the emergence of widespread health emergencies or pandemics, including the magnitude and duration of the COVID-19 pandemic and its impact on the global economy and financial market conditions and our business, results of operations and financial condition, military conflict, terrorism or other geopolitical events; and other matters.

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

"Bank of America" and "BofA Securities" are the marketing names used by the Global Banking and Global Markets divisions of Bank of America Corporation. Lending, other commercial banking activities, and trading in certain financial instruments are performed globally by banking affiliates of Bank of America Corporation, including Bank of America, N.A., Member FDIC. Trading in securities and financial instruments, and strategic advisory, and other investment banking activities, are performed globally by investment banking affiliates of Bank of America Corporation ("Investment Banking Affiliates"), including, in the United States, BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp., both of which are registered broker-dealers and Members of SIPC, and, in other jurisdictions, by locally registered entities. BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the CFTC and are members of the NFA. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured • May Lose Value • Are Not Bank Guaranteed. Bank of America Corporation's broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the broker-dealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered, or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

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#### www.bankofamerica.com

# Bank of America Corporation and Subsidiaries Selected Financial Data

(In millions, except per share data)

Summary Income Statement		First Quarter 2020		Fourth Quarter 2019		First Quarter 2019
Net interest income	\$	12,130	\$	12.140	s	12,375
Noninterest income		10,637		10,209		10,629
Total revenue, net of interest expense		22,767		22,349	-	23,004
Provision for credit losses		4,761		941		1,013
Noninterest expense		13,475		13,239		13,224
Income before income taxes		4,531	e –	8,169		8,767
Income tax expense		521		1,175		1,456
Net income	\$	4,010	\$	6,994	\$	7,311
Preferred stock dividends		469		246		442
Net income applicable to common shareholders	\$	3,541	\$	6,748	\$	6,869
	-		Ě		÷	
Average common shares issued and outstanding		8,815.6		9,017.1		9,725.9
Average diluted common shares issued and outstanding		8,862.7		9,079.5		9,787.3
Average undred common snares issued and outstanding		0,002.7		5,075.5		5,707.5
Summary Average Balance Sheet						
Total debt securities	\$		\$	464,884	\$	441,680
Total loans and leases		990,283		973,986		944,020
Total earning assets		2,120,029		2,086,481		2,011,318
Total assets		2,494,928		2,450,005		2,360,992
Total deposits		1,439,336		1,410,439		1,359,864
Common shareholders' equity		241,078		243,439		243,891
Total shareholders' equity		264,534		266,900		266,217
Performance Ratios						
Return on average assets		0.65%		1.13%		1.26%
Return on average common shareholders' equity		5.91		11.00		11.42
Return on average tangible common shareholders' equity (1)		8.32		15.43		16.01
Recuiri on average tengrole common anarchovera equity		0.52		13.45		10.01
Per Common Share Information			12			
Earnings	\$	0.40	\$	0.75	\$	0.71
Diluted earnings		0.40		0.74		0.70
Dividends paid		0.18		0.18		0.15
Book value		27.84		27.32		25.57
Tangible book value (1)		19.79		19.41		18.26
		March 31	D	ecember 31		March 31
Summary Period-End Balance Sheet		2020		2019		2019
Total debt securities	\$	475,852	\$	472,197	\$	440,674
Total loans and leases		1,050,785		983,426		945,615
Total earning assets		2,265,254		2,094,296		2,011,503
Total assets		2,619,954		2,434,079		2,377,164
Total deposits		1,583,325		1,434,803		1,379,337
Common shareholders' equity		241,491		241,409		244,684
Total shareholders' equity		264,918		264,810		267,010
		8,675.5		8,836.1		9,568.4
Common shares issued and outstanding				Fourth		First
Common shares issued and outstanding		El				Quarter
Common shares issued and outstanding		First		Ullarter		
Common shares issued and outstanding Credit Quality		First Quarter 2020		Quarter 2019		2019
Credit Quality Total net charge-offs	\$	Quarter 2020 1,122	\$	2019 959	\$	2019 991
Credit Quality Total net charge-offs	\$	Quarter 2020	\$	2019	\$	991
Credit Quality Total net charge-offs	\$	Quarter 2020 1,122	s s	2019 959	\$ \$	991 0.43%
Credit Quality Total net charge-offs Net charge-offs as a percentage of average loans and leases outstanding <sup>(2)</sup>	\$	Quarter 2020 1,122 0.46%	\$	2019 959 0.39%	\$	991 0.43%
Credit Quality Total net charge-offs Net charge-offs as a percentage of average loans and leases outstanding <sup>(2)</sup> Provision for credit losses	\$	Quarter 2020 1,122 0.46% 4,761 March 31 2020	\$ De	2019 959 0.39% 941 ecember 31 2019	\$	991 0.43% 1,013 March 31 2019
Credit Quality Total net charge-offs Net charge-offs as a percentage of average loans and leases outstanding <sup>(2)</sup> Provision for credit losses Total nonperforming loans, leases and foreclosed properties <sup>(3)</sup>	\$	Quarter 2020 1,122 0.46% 4,761 March 31 2020 4,331	\$	2019 959 0.39% 941 ecember 31 2019 3,837	\$	991 0.43% 1,013 March 31 2019 5,145
Credit Quality Total net charge-offs Net charge-offs as a percentage of average loans and leases outstanding <sup>(2)</sup>	\$	Quarter 2020 1,122 0.46% 4,761 March 31 2020	\$ De	2019 959 0.39% 941 ecember 31 2019	\$ \$	991 0.43% 1,013 March 31 2019

For footnotes, see page 14.

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

(Dollars in millions)

Capital Management	,	March 31 2020	De	cember 31 2019	1	March 31 2019
Regulatory capital metrics <sup>(4)</sup> :			_		_	
Common equity tier 1 capital	\$	168,115	\$	166,760	\$	169,243
Common equity tier 1 capital ratio - Standardized approach		10.8%		11.2%		11.6%
Common equity tier 1 capital ratio - Advanced approaches		11.1		11.5		11.9
Tier 1 leverage ratio		7.9		7.9		8.4
Tangible equity ratio (5)		7.7		8.2		8.5
Tangible common equity ratio (5)		6.7		7.3		7.6

(1) Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on page 17.

(2) Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.

Balances do not include todas accounted for under due tage sprawe charge soft todas are anneared to the equatory presentation. Balances do not include bast 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, and nonperforming loans held for sale or accounted for under the fair value option.

agreements (truly insured nome loans), and in general, outer consume and commercial loans not secure of yrear estate, and tangenterming, owner teels to sale or accounted to since the function of the loan take of a secure of yrear estate, and tangenterming, owner teels to sale or accounted to since the standardized and Advanced approach that yields the lower ratio is used to assess capital adequacy, which for Common equity tier 1 (CET1) is the Standardized approach for all periods presented. Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end

<sup>(5)</sup> Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible 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 Reconciliations to GAAP Financial Measures on page 17.

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

(Dollars in millions)

		First Quarter 2020								
		Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Total revenue, net of interest expense	5	9,129	\$	4,936	\$	4,600	\$	5,225	\$	(979
Provision for credit losses		2,258		189		2,093		107		114
Noninterest expense		4,495		3,600		2,321		2,813		246
Net income (loss)		1,794		866		136		1,706		(492)
Return on average allocated capital (1)		19%		23%		1%		19%		
Balance Sheet										
Average										
Total loans and leases	\$	316,946	\$	178,639	\$	386,483	\$	71,660	\$	36,555
Total deposits		736,669		263,411		382,373		33,323		23,560
Allocated capital (1)		38,500		15,000		42,500		36,000		
Quarter end										
Total loans and leases	s	317,535	Ś	181,492	\$	437,122	Ś	78,591	ŝ	36.045
Total deposits		762,387		282,395		477,108		38,536		22,899
				F	ourt	h Quarter 201	9			<ul> <li>\$ (979) 114</li> <li>246 (492)</li> <li>n/m</li> <li>\$ 36,555</li> <li>23,560 n/m</li> <li>\$ 36,045</li> <li>22,899</li> <li>All Other</li> <li>\$ (499) (79) 315</li> <li>263 n/m</li> <li>\$ 38,201</li> <li>23,483 n/m</li> <li>\$ 37,156</li> <li>23,089</li> <li>All Other</li> <li>\$ (631)</li> <li>(54)</li> <li></li></ul>
	10 <del>5</del> 79	Consumer Banking		GWIM		Global Banking		Global Markets		
Total revenue, net of interest expense	5	9,514	\$	4,913	s	5,141	s		5	
Provision for credit losses	Ŧ	934	*	19	7	58	Ŧ	9	7	
Noninterest expense		4,468		3,523		2.320		2,613		
Net income		3,105		1,035		2,017		574		
Return on average allocated capital (1)		33%		28%		20%		7%		
Balance Sheet		55 10		20 /0		20 /0		1,0		
Average										
Total loans and leases	s	311,008	s	174,374	s	377,359	s	73,044	c	38 201
Total deposits	\$	719,668	Ş	255,912	2	378,510	Ş	32,866	2	
Allocated capital (1)		37,000		14,500		41,000		35,000		
Quarter end		37,000		14,500		41,000		33,000		1/11
Total loans and leases	s	317,409	\$	176,600	Ş	379,268	\$	72,993	c	27 156
	2	730,745	Ş	263,113	Ş	383,180	Ş	34,676	Ş	
Total deposits		/30,/45		203,113		303,100		34,070		23,069
	2 <del></del>	Consumer	_		First	Quarter 2019 Global	9	Global	_	A11
	23	Banking		GWIM	_	Banking	_	Markets	_	
Total revenue, net of interest expense	\$	9,632	\$	4,820	\$	5,155	\$	4,181	\$	(631)
Provision for credit losses		974		5		111		(23)		(54
Noninterest expense		4,367		3,434		2,266		2,755		402
Net income (loss)		3,240		1,043		2,028		1,036		(36)
Return on average allocated capital (1)		36%		29%		20%		12%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	292,267	\$	164,403	\$	370,108	\$	70,080	\$	47,162
Total deposits		697,001		261,841		349,037		31,366		20,619
Allocated capital (1)		37,000		14,500		41,000		35,000		n/m
Quarter end										
Total loans and leases	\$	292,453	\$	164,483	\$	373,017	\$	70,052	\$	45,610
Total deposits		721,800		261,180		343,897		31,073		21,387

(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.

n/m = not meaningful

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

The Company reports the results of operations of its four business segments and All Other on a fully taxable-equivalent (FTE) basis.

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

(Dollars in millions)

FTE basis data <sup>(1)</sup>	First Quarter 2020	Fourth Quarter 2019	First Quarter 2019
Net interest income	\$ 12,274	\$ 12,285	\$ 12,528
Total revenue, net of interest expense	22,911	22,494	23,157
Net interest yield	2.33%	2.35%	2.51%
Efficiency ratio	58.82	58.85	57.10
Other Data	March 31 2020	December 31 2019	March 31 2019
Number of financial centers - U.S.	4,297	4,300	4,353
Number of branded ATMs - U.S.	16,855	16,788	16,378
Headcount	208,931	208,131	205,292

(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. Net interest income includes FTE adjustments of \$144 million, \$145 million and \$153 million for the first quarter of 2020 and the fourth and first quarters of 2019, respectively.

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, except per share information)

The Corporation 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 net income applicable to common shareholders as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's net income as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity measures the Corporation's net income as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity average tangible shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related tax liabilities. Tangible book value per common share epresents adjusted ending common shareholders' equity divided by ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the tables below for reconciliations of these non-GAAP financial measures to the most closely related financial measures defined by GAAP for the three months ended March 31, 2020, December 31, 2019 and March 31, 2019. 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.

	Fi Qu: 20		Fourth Quarter 2019		First Quarter 2019	
Reconciliation of income before income taxes to pretax, pre-provision income						
Income before income taxes	\$	4,531	\$	8,169	\$	8,767
Provision for credit losses	_	4,761		941	_	1,013
Pretax, pre-provision income	\$	9,292	\$	9,110	\$	9,780
Reconciliation of average shareholders' equity to average tangible shareholders' equity and average tangible common shareholders' equity						
Shareholders' equity		264,534		266,900		266,217
Goodwill		(68,951)		(68,951)		(68,951)
Intangible assets (excluding mortgage servicing rights)		(1,655)		(1,678)		(1,763)
Related deferred tax liabilities		728		730		841
Tangible shareholders' equity	\$	194,656	\$	197,001	\$	196,344
Preferred stock		(23,456)		(23,461)		(22,326)
Tangible common shareholders' equity	\$	171,200	\$	173,540	\$	174,018
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity and period-end tangible common shareholders' equity						
Shareholders' equity	\$	264,918	\$	264,810	\$	267,010
Goodwill		(68,951)		(68,951)		(68,951)
Intangible assets (excluding mortgage servicing rights)		(1,646)		(1,661)		(1,747)
Related deferred tax liabilities		790		713		773
Tangible shareholders' equity	\$	195,111	\$	194,911	s	197,085
Preferred stock		(23,427)		(23,401)		(22,326)
Tangible common shareholders' equity	\$	171,684	\$	171,510	s	174,759
Reconciliation of period-end assets to period-end tangible assets						
Assets	\$	2,619,954	\$	2,434,079	S	2,377,164
Goodwill		(68,951)		(68,951)		(68,951)
Intangible assets (excluding mortgage servicing rights)		(1,646)		(1,661)		(1,747)
Related deferred tax liabilities		790		713		773
Tangible assets	\$	2,550,147	\$	2,364,180	\$	2,307,239
Book value per share of common stock						
Common shareholders' equity	\$	241,491	\$	241,409	\$	244,684
Ending common shares issued and outstanding		8,675.5		8,836.1		9,568.4
Book value per share of common stock	\$	27.84	\$	27.32	\$	25.57
Tangible book value per share of common stock						
Tangible common shareholders' equity	\$	171,684	\$	171,510	\$	174,759
Ending common shares issued and outstanding		8,675.5		8,836.1		9,568.4
Tangible book value per share of common stock	\$	19.79	\$	19.41	s	18.26

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

# Bank of America 1Q20 Financial Results

April 15, 2020



# 1Q20 Financial Results <sup>1</sup>

Summary Income Statement (\$B, except per share data)	1Q20	1Q19	\$ Inc / (Dec)	% lnc / (Dec)
Total revenue, net of interest expense	\$22.8	\$23.0	(\$0.2)	(1) %
Provision for credit losses	4.8	1.0	3.7	N/M
Net charge-offs	1.1	1.0	0.1	13
Reserve build <sup>2</sup>	3.6	0.0	3.6	N/M
Noninterest expense	13.5	13.2	0.3	2
Pretax income	4.5	8.8	(4.2)	(48)
Pretax, pre-provision income <sup>2</sup>	9.3	9.8	(0.5)	(5)
Income tax expense	0.5	1.5	(0.9)	(64)
Net income	\$4.0	\$7.3	(\$3.3)	(45)
Diluted earnings per share	\$0.40	\$0.70	(\$0.30)	(43)
Average diluted common shares (in millions)	8,863	9,787	(925)	(9)

#### **Return Metrics and Efficiency Ratio**

Return on average assets	0.65 %	1.26 %
Return on average common shareholders' equity	5.9	11.4
Return on average tangible common shareholders' equity $^{2}$	8.3	16.0
Efficiency ratio	59	57

Note: Amounts may not total due to rounding. N/M = not meaningful.

<sup>1</sup> 1Q20 provision for credit losses, allowance for credit losses and related credit metrics in this presentation reflect the Company's adoption of the new accounting standard on current expected credit losses (CECL). For more information, see important presentation information on slide 32.



<sup>2</sup> Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures as well as return on average tangible common shareholders' equity, see slide 32.

2

# 1Q20 Highlights

(Comparisons are to 1Q19 unless otherwise noted)

- Diluted earnings per share of \$0.40, down 43%
- Net income of \$4.0B declined \$3.3B
  - Provision increased \$3.7B to \$4.8B and included \$3.6B reserve build <sup>1</sup>
  - Pretax income declined \$4.2B
  - Pretax, pre-provision income declined \$0.5B, or 5%<sup>2</sup>
- Maintained strong balance sheet
  - Common shareholders' equity ended the quarter at \$241B
  - Common Equity Tier 1 Capital ratio of 10.8% (minimum requirement of 9.5%), down 41 bps from 4Q19
  - Book value per share of \$27.84 improved 2% from year-end
  - End of period loans and leases increased \$67B from year-end, primarily through drawn funding by Commercial clients
  - End of period deposits increased \$149B from year-end, with significant increases in all lines of business
  - Global Markets balance sheet increased as much as \$130B intra-quarter as we supplied liquidity to clients but ended modestly up compared to year-end
  - Returned \$7.9B in capital to shareholders in 1Q; suspended share repurchase program in March to provide additional support to the economy
- Net interest income of \$12.1B (\$12.3B FTE <sup>3</sup>), down 2%, driven primarily by lower interest rates, partially offset by loan and deposit growth
  - Steady NII compared to 4Q19
- Noninterest expense of \$13.5B increased \$0.3B, or 2%, as investment spending was mitigated by cost saving initiatives
- Net charge-offs of \$1.1B increased \$163MM from 4Q19, driven primarily by Commercial losses



Note: FTE stands for fully taxable-equivalent basis.

<sup>1</sup> Represents a non-GAAP financial measure. For more information, see slide 2, which includes a reconciliation to GAAP, note A on slide 29, and slide 32 for important presentation information.

<sup>2</sup> Represents a non-GAAP financial measure. For a reconciliation to GAAP, see note B on slide 29. For important presentation information, see slide 32.
 <sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 32.

# Supporting Employees, Clients and Communities through COVID-19

#### Employees

- Committed to no COVID-19 related layoffs in 2020
- Hired 2,000 new employees in March and shifted 3,000 current employees to Consumer and Small Business
- Special compensation incentives for teammates serving clients in U.S. financial centers, call centers and operation centers
- Specific actions to protect and support employees working in our offices
- Expanded employee benefits (no-cost COVID-19 testing, no fee Teledoc, back-up childcare, transportation reimbursement)
- Moved to \$20 minimum hourly rate of pay this quarter in the U.S. as previously announced

#### **Small Businesses and Commercial Clients**

- Small business clients can request to defer small business loan and credit card payments, and refunds on late fees
- Providing support to small business owners through the Paycheck Protection Program (as of April 8, 2020: 279,000 apps processed, \$43B)
- Extended \$67B net funding to commercial clients through committed loan draws in 1Q20
- Helping clients manage operations through digital channels
- Connecting Global Commercial Banking and Business Banking client company employees with payment deferral programs available to bank customers
- Global Research producing insight and guidance for clients
- Raised \$224B in capital for clients across debt & equity markets in 1Q20

#### **Individual and Family Clients**

- Clients can request refunds including overdraft fees, non-sufficient funds fees and monthly maintenance fees
- Clients can request to defer credit card payments, refunds on late fees
- Clients can request to defer auto loan payments with payments added to the end of the loan
- Clients can request to defer mortgage and home equity payments with payments added to the end of the loan
- Paused foreclosure sales, evictions and repossessions
- No negative credit bureau reporting for previously up-to-date clients

#### Institutional Investors

 Seamlessly supported clients by providing liquidity as well as a strong and resilient trading platform during period of record-breaking market activity with Global Markets balance sheet temporarily increasing by \$130 billion in early March versus year-end

#### **Communities and Other**

- Pledged \$100 million to local communities to purchase medical supplies, food and other priorities
- Announced commitment of \$250 million in capital and \$10 million in philanthropic grants to Community Development Financial Institutions (CDFIs)



# Supporting Consumer Clients Through Payment Deferrals

- Starting March 16<sup>th</sup>, enacted Client Assistance Program offering assistance to 66MM Consumer and Small Business clients in response to the unprecedented challenges of COVID-19; allowing clients to defer payments
- No negative credit bureau reporting for previously up-to-date clients; paused foreclosure sales, evictions, repossessions and bankruptcy collections activities
- Nearly 1MM payment deferrals through April 8<sup>th</sup>; ~80% of requests are credit card
  - 65% requested through Digital payment deferral form

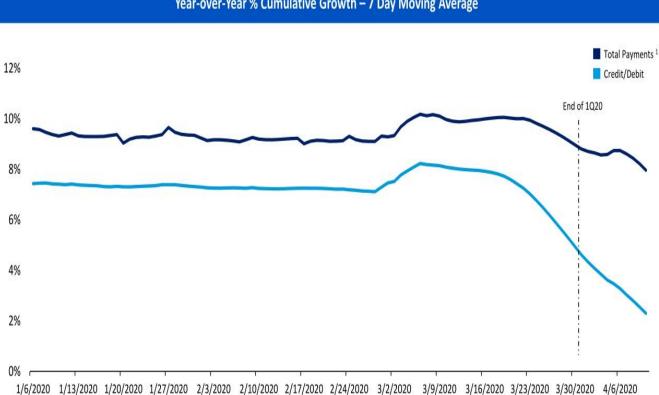
	Dependent web in	% of Balances with Payment Deferral	General program details <sup>1</sup>
Consumer and small business card	3%	5%	Deferral of 60 days for Consumer, 90 days for Small Business; interest continues to accrue and added to principal balance when deferral ends
Small business loans and lines	16%	32%	Deferral of 90 days; for loans, interest continues to accrue and deferred payment added to end of loan; for lines, interest continues to accrue and added to principal balance when deferral ends
Mortgage	5%	7%	Deferral of up to 90 days; interest continues to accrue and deferred payment added to end of loan
HELOC	3%	6%	Deferral of up to 90 days; interest continues to accrue and deferred payment added to end of loan
Consumer vehicle lending	3%	3%	Deferral of 60 days for Consumer, 90 days for Small Business; interest continues to accrue and deferred payment added to end of loan
Total	3%	7%	



Note: Data as of April 8, 2020.

<sup>1</sup> Mortgage and HELOC include loans that are held for investment (BAC owned) and those we service for others. Vehicle lending includes both consumer and small business and loans.

# **Consumer Payments and Spending Trend**



Year-over-Year % Cumulative Growth – 7 Day Moving Average

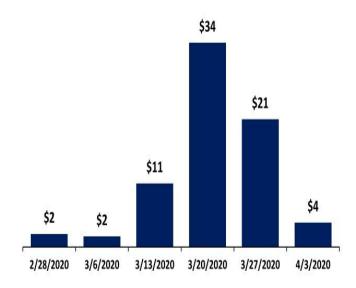
• 1Q20 total payments increased 9% over 1Q19, with softening in credit and debit spend that began mid-February and accelerated in late March as stay-at-home orders affected a majority of Americans 1,2

- Card spend for non-essentials declined, even for those not impacted by the pandemic from a cash flow or employment perspective, and purchases of essentials such as groceries increased
- Consumers and Small Businesses paying expenses with other payment types slowed consistently as the stay-at-home orders expanded •
- Combined Credit and Debit Spend increased 4% year-over-year in 1Q20 despite the sharp decline in late March<sup>2</sup> •



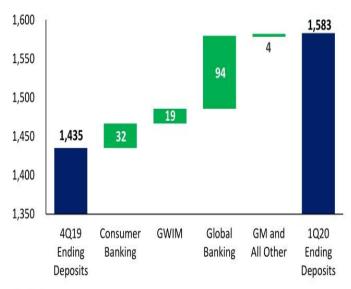
<sup>1</sup>Total payments include total credit card, debit card, ACH, wires, bill pay, person-to-person, cash and checks. <sup>2</sup> Includes consumer and small business credit card portfolios in Consumer Banking and GWIM.

### **Record Breaking Customer Loan and Deposit Activity**



### Weekly Commercial Funding Activity Trend (\$B)

#### Deposit Growth in Every Line of Business (\$B, Ending)





- Commercial loans increased \$67B from 4Q19, driven primarily by commitment funding activity
- ~90% of commercial loan growth related to revolver draws on existing lines
  - ~90% of loan increase was either investment grade or collateralized
  - Fundings were highly diversified across industries, but heavily concentrated in U.S. companies
  - Spiked in mid-March, and continued decline in fundings in April
- Total Corporation deposits increased \$149B from 4Q19, as BAC provided safety and soundness for customers and supported corporate clients
- Global Banking deposits grew \$94B, driven by client flight to safety as well as placements from draws on credit facilities for liquidity purposes
- Consumer and GWIM deposits increased \$51B, as customers moved to higher cash levels in the uncertain environment

# Balance Sheet, Liquidity and Capital

(EOP basis unless noted)

Balance Sheet (\$B)	1Q20	4Q19	1Q19
Total assets	\$2,620.0	\$2,434.1	\$2,377.2
Total loans and leases	1,050.8	983.4	945.6
Total loans and leases in business segments <sup>1</sup>	1,014.7	946.3	900.0
Total debt securities	475.9	472.2	440.7
Funding & Liquidity (\$B)			
Total deposits	\$1,583.3	\$1,434.8	\$1,379.3
Long-term debt	256.7	240.9	233.9
Global Liquidity Sources (average) <sup>2</sup>	565	576	546
Global Liquidity Sources (ending) <sup>2</sup>	699	579	556
Equity (\$B)			
Common shareholders' equity	\$241.5	\$241.4	\$244.7
Common equity ratio	9.2 %	9.9 %	10.3 %
Tangible common shareholders' equity <sup>3</sup>	\$171.7	\$171.5	\$174.8
Tangible common equity ratio <sup>3</sup>	6.7 %	7.3 %	7.6 %
Per Share Data			
Book value per common share	\$27.84	\$27.32	\$25.57
Tangible book value per common share <sup>3</sup>	19.79	19.41	18.26
Common shares outstanding (in billions)	8.68	8.84	9.57

 $^{\rm 1}\,{\rm Excludes}$  loans and leases in All Other.

<sup>2</sup> See Note D on slide 29 for definition of Global Liquidity Sources.

<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 32.



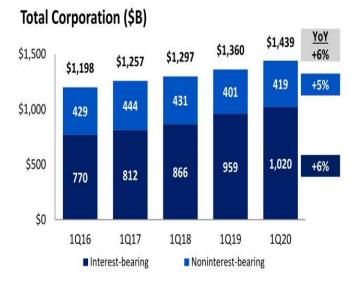
<sup>4</sup> Regulatory capital metrics at March 31, 2020 are preliminary. The Company reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that 8 yields the lower ratio is used to assess capital adequacy, which for CET1 is the Standardized approach for all reporting periods presented.

Basel 3 Capital (\$B) <sup>4</sup>	1Q20	4Q19	1Q19	)
Common equity tier 1 capital (CET1)	\$168.1	\$166.8	\$169.2	
Standardized approach				
Risk-weighted assets	\$1,564	\$1,493	\$1,455	
CET1 ratio	10.8 %	11.2	% 11.6	%
Advanced approaches				
Risk-weighted assets	\$1,515	\$1,447	\$1,423	
CET1 ratio	11.1 %	11.5	% 11.9	%
Supplementary leverage				
Supplementary leverage ratio (SLR)	6.4 %	6.4	% 6.8	%

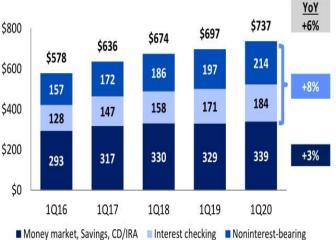
- CET1 ratio of 10.8% <sup>4</sup> declined 41 bps from 4Q19
  - CET1 capital of \$168.1B was up \$1.4B
  - Standardized RWA of \$1,564B increased \$70B
- Capital returned to shareholders
  - Repurchased \$6.4B of common shares and paid \$1.6B in common dividends in 1Q20; repurchases suspended in March
  - Common shares outstanding down 9% from 1Q19 to 8.7B
- Book value per share increased 9% from 1Q19 to \$27.84
- \$565B of average Global Liquidity Sources<sup>2</sup>
  - \$699B of ending Global Liquidity Sources<sup>2</sup>

# Average Deposits

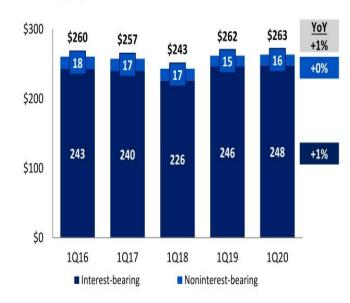
Bank of America Ranked #1 in U.S. Deposit Market Share 1



#### Consumer Banking (\$B)



#### GWIM (\$B)



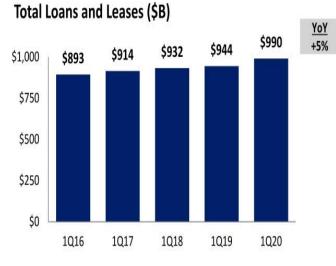
### Global Banking (\$B)



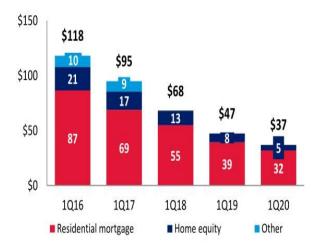
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Note: Amounts may not total due to rounding. Total Corporation also includes Global Markets and All Other. <sup>1</sup> Based on June 30, 2019 FDIC deposit data.

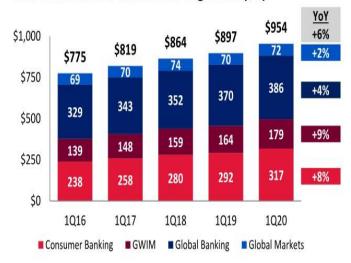
### Average Loans and Leases



Total Loans and Leases in All Other (\$B)



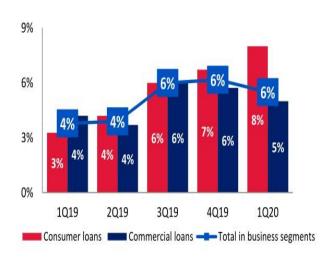
#### Loans and Leases in Business Segments (\$B)



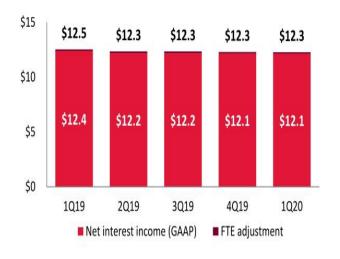


Note: Amounts may not total due to rounding.

Year-Over-Year Growth in Business Segments

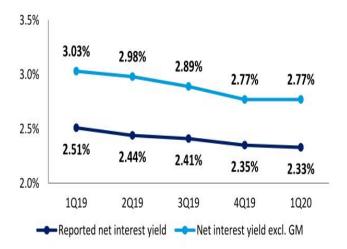


### Net Interest Income



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

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





Notes: FTE stands for fully taxable-equivalent basis. GM stands for Global Markets.

<sup>1</sup> Represent non-GAAP financial measures. Net interest yield adjusted to exclude Global Markets NII of \$1.2B, \$1.1B, \$1.0B, \$0.8B and \$1.0B and average earning assets of \$501.6B, \$481.4B, \$476.9B, \$474.1B and \$472.4B for 1Q20, 4Q19, 3Q19, 2Q19 and 1Q19, respectively. The Company believes the presentation of net interest yield excluding Global Markets 11 provides investors with transparency of NII and net interest yield in core banking activities. For important presentation information, see slide 32.

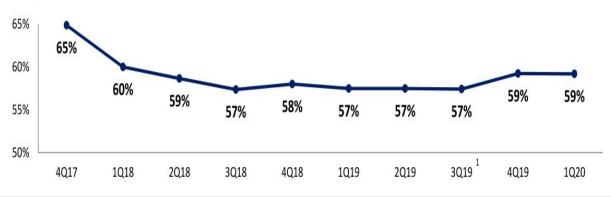
- Net interest income of \$12.1B (\$12.3B FTE<sup>1</sup>)
  - Decreased \$0.2B, or 2%, from 1Q19, driven primarily by lower interest rates, partially offset by loan and deposit growth
  - Stable from 4Q19, as lower asset yields and one less interest accrual day were partially offset by lower funding costs as well as benefits of loan and deposit growth
- Net interest yield of 2.33% decreased 18 bps from 1Q19 and decreased 2 bps from 4Q19<sup>1</sup>
  - Average rate paid on interest-bearing deposits declined 14 bps from 4Q19 to 0.47%
- Asset sensitivity position increased compared to 4Q19

# **Expense and Efficiency**



Total Noninterest Expense (\$B)





 Noninterest expense of \$13.5B increased \$0.3B from 1Q19, as investments across the franchise including in client-facing associates, employee compensation programs, technology and real estate were partially offset by efficiency savings

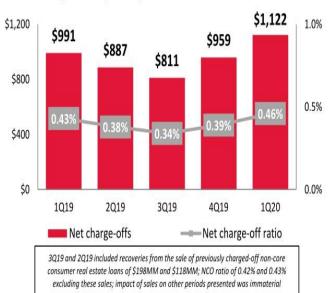
- Noninterest expense increased \$0.2B from 4Q19, driven primarily by seasonally elevated payroll tax costs of \$0.4B
- No significant COVID-19 impacts in 1Q20 noninterest expense



Note: Amounts may not total due to rounding.

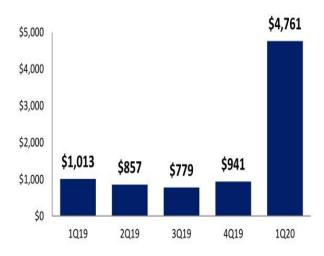
<sup>1</sup>3Q19 efficiency ratio is adjusted to exclude the 3Q19 impairment charge of \$2.1B for the notice of termination of the merchant services joint venture (JV) at the conclusion of its current term, which represents a non-GAAP financial measure. Reported 3Q19 efficiency ratio was 67%. See Note C on slide 29 for reconciliations.

### Asset Quality



#### Net Charge-offs (\$MM)<sup>1</sup>

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

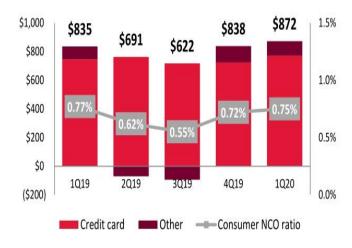




<sup>1</sup> Excludes loans measured at fair value.

- Total net charge-offs of \$1.1B increased \$163MM from 4Q19, driven by an increase in commercial losses
- Net charge-off (NCO) ratio of 46 bps increased 7 bps from 4Q19
- Provision expense of \$4.8B increased \$3.8B from 4Q19
- Allowance for loan and lease losses of \$15.8B increased \$6.4B from 12/31/19 and represented 1.51% of total loans and leases <sup>1</sup>
  - 1/1/20 CECL adoption impact of \$3.3B includes \$2.9B increase in allowance for loan and lease losses and \$0.3B increase in the reserve for unfunded lending commitments
  - 1Q20 included a reserve build of \$3.6B due primarily to deteriorating economic outlook related to COVID-19
- Nonperforming loans increased \$0.5B from 4Q19 driven by increase in commercial loans
- Commercial reservable criticized utilized exposure of \$17.4B increased \$5.9B, or 75 bps of commercial reservable utilized exposure, from 4Q19
  - Increase was broad-based across industries

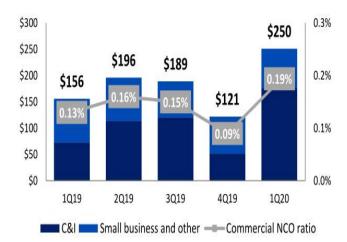
## Asset Quality – Consumer and Commercial Portfolios



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

Consumer Metrics (\$MM)	1Q20		4Q19		1Q19	
Provision	\$2,093		\$798		\$830	
Nonperforming loans and leases <sup>1</sup>	2,204		2,053		3,578	
% of loans and leases <sup>2</sup>	0.47	%	0.44	%	0.81	%
Consumer 30+ days performing past due <sup>1</sup>	\$5,437		\$5,776		\$6,030	
Fully-insured <sup>3</sup>	1,598		1,811		2,390	
Non fully-insured	3,839		3,965		3,640	
Allowance for loans and leases	9,066		4,542		4,756	
% of loans and leases <sup>2</sup>	1.95	%	0.98	%	1.08	%
# times annualized NCOs	2.59	x	1.37	х	1.40	X

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



Commercial Metrics (\$MM)	1Q20	4Q19	1Q19
Provision	\$2,668	\$143	\$183
Reservable criticized utilized exposure	17,400	11,452	11,821
Nonperforming loans and leases	1,852	1,499	1,272
% of loans and leases <sup>2</sup>	0.32 %	0.29 %	0.26 %
Allowance for loans and leases	\$6,700	\$4,874	\$4,821
% of loans and leases <sup>2</sup>	1.16 %	0.96 %	0.97 %



<sup>1</sup> Includes \$64MM 30+ days performing past due and \$150MM Nonperforming loans that were previously classified as credit impaired.
<sup>2</sup> Excludes loans measured at fair value.

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

# Allocation of Allowance by Product Type

 Allowance for Credit Losses Increased \$6.9B, or 67%, since 12/31/19, due to CECL implementation and reserve build driven by deteriorating economic outlook due to COVID-19

(\$MM)	4Q19 Probable Incurred Losses		ana an	1, 2020 doption	March 31, 2020 CECL		
Allowance for loan and lease losses	Amount	% of Loans and Leases Outstanding	Amount	% of Loans and Leases Outstanding	Amount	% of Loans and Leases Outstanding	
Residential mortgage	\$325	0.14%	\$212	0.09%	\$430	0.18%	
Home equity	221	0.55%	228	0.57%	378	0.96%	
Credit Card	3,710	3.80%	6,809	6.98%	7,583	8.25%	
Direct/Indirect/other consumer	286	0.31%	621	0.68%	675	0.75%	
Total consumer	\$4,542	0.98%	\$7 <i>,</i> 870	1.69%	\$9,066	1.95%	
U.S. Commercial <sup>1</sup>	3,015	0.94%	2,723	0.84%	4,135	1.11%	
Non-U.S. commercial	658	0.63%	668	0.64%	1,041	0.89%	
Commercial real estate	1,042	1.66%	1,036	1.65%	1,439	2.16%	
Commercial lease financing	159	0.80%	61	0.31%	85	0.45%	
Total commercial	\$4,874	0.96%	\$4,488	0.88%	\$6,700	1.16%	
Allowance for loan and lease losses	\$9,416	0.97%	\$12,358	1.27%	\$15,766	1.51%	
Reserve for unfunded lending commitments	813		1,123		1,360		
Allowance for credit losses	\$10,229		\$13,481		\$17,126		



<sup>1</sup> Includes allowance for loan and lease losses for U.S. small business commercial loans.

# **Consumer Banking**

		Inc / (Dec)					
Summary Income Statement (\$MM)	1Q20		4Q19		1Q19		
Total revenue, net of interest expense	\$9,129		(\$385)		(\$503)		
Provision for credit losses	2,258		1,324	~	1,284		
Net charge-offs	963		39		38		
Reserve build <sup>1</sup>	1,295		1,285		1,246		
Noninterest expense	4,495		27		128	74)	
Pretax income	2,376		(1,736)	ţ.	(1,915)		
Pretax, pre-provision income 1	4,634		(412)		(631)		
Income tax expense	582		(425)		(469)		
Net income	\$1,794		(\$1,311)		(\$1,446)		
Key Indicators (\$B)	1Q20		4Q19		1Q19		
Average deposits	\$736.7		\$719.7		\$697.0		
Rate paid on deposits	0.11	%	0.11	%	0.09	%	
Cost of deposits <sup>2</sup>	1.50		1.52		1.55		
Average loans and leases	\$316.9		\$311.0		\$292.3		
Net charge-off ratio	1.22	%	1.18	%	1.28	%	
Consumer investment assets <sup>3</sup>	\$212.2		\$240.1		\$210.9		
Active mobile banking users (MM)	29.8		29.2		27.1		
% Consumer sales through digital channels	33	%	32	%	30	%	
Number of financial centers	4,297		4,300		4,353		
Combined credit / debit purchase volumes <sup>4</sup>	\$153.0		\$167.2		\$147.8		
Total consumer credit card risk-adjusted margin <sup>4</sup>	7.94	%	8.68	%	8.03	%	
Return on average allocated capital	19		33		36		
Allocated capital	\$38.5		\$37.0		\$37.0		
Efficiency ratio	49	%	47	%	45	%	

- Net income of \$1.8B decreased from 1Q19, as solid client activity was partially offset by reserve build and the impact of lower interest rates
- Revenue of \$9.1B decreased \$0.5B, or 5%, from 1Q19, driven by lower noninterest income as well as lower net interest income
- Provision increased from 1Q19 due primarily to the reserve build associated with COVID-19
- Noninterest expense increased 3% from 1Q19, driven by the cost of increased client activity and investments for business growth, largely offset by improved productivity and lower support costs
  - Continued investment in financial center and ATM builds / renovations, sales professionals, digital capabilities and minimum wage increases
  - Digital usage increased for sales, service and appointments
- Average deposits of \$737B grew \$40B, or 6%, from 1Q19
  - 54% of deposits in checking accounts; 91% primary accounts<sup>5</sup>
  - Average cost of deposits of 1.50%<sup>2</sup>; rate paid of 11 bps
- Average loans and leases of \$317B increased \$25B, or 8%, from 1Q19, driven by growth in residential mortgages
- Consumer investment assets of \$212B grew \$1B, or 1%, from 1Q19, driven by client flows, partially offset by market performance
  - \$22B of client flows since 1Q19
  - 2.8MM client accounts, up 9%
- Combined credit / debit card spend increased 4% from 1Q19
- 6.3MM consumer clients enrolled in Preferred Rewards; 99% retention

<sup>1</sup> Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures, see slide 32.

<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> Consumer investment assets include client brokerage assets, deposit sweep balances and assets under management in Consumer Banking.
<sup>4</sup> Includes consumer credit card portfolios in Consumer Banking and GWIM.

<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).

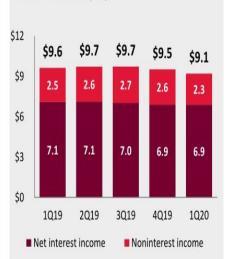


16

## **Consumer Banking Trends**

## Business Leadership<sup>1</sup>

- #1 Consumer Deposit Market Share <sup>A</sup>
- #1 Small Business Lender B
- #1 Online Banking and Mobile Banking Functionality<sup>c</sup>
- #1 Home Equity Originator <sup>D</sup>
- #1 in Prime Auto Credit distribution of new originations among peers <sup>E</sup>
- #1 Digital Checking Account Sales Functionality <sup>F</sup>
- Named North America's Best Digital Bank <sup>G</sup>
- Best Mortgage Lender for First Time Home Buyers <sup>H</sup>
- \* 5 Star Ranking Overall Named a Top Online Stock Broker  $^{\rm H}$



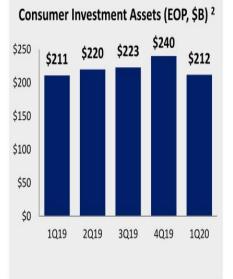
Total Revenue (\$B)

Total Expense (\$B) and Efficiency









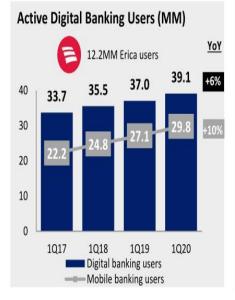


Note: Amounts may not total due to rounding.

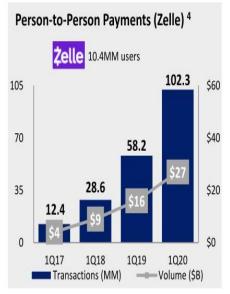
<sup>1</sup> See slide 30 for business leadership sources.

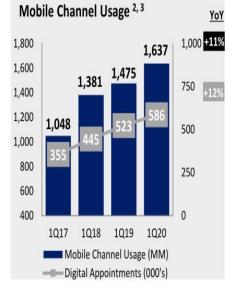
<sup>2</sup> Consumer investment assets include client brokerage assets, deposit sweep balances and assets under management in Consumer Banking.

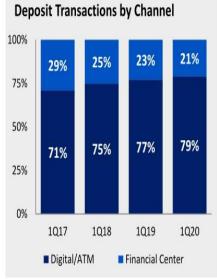
# Consumer Banking Digital Usage Trends<sup>1</sup>

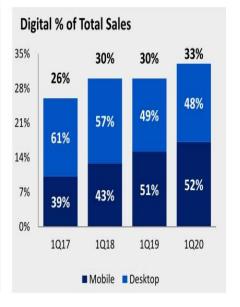












Note: Amounts may not total due to rounding.

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

<sup>2</sup> Mobile channel usage represents the total number of mobile banking sessions.

<sup>3</sup> Digital appointments represent the number of client-scheduled appointments made via online, smartphone or tablet.

<sup>4</sup> Includes Bank of America person-to-person payments sent and received through e-mail or mobile identification. Zelle users represent 90-day active users.

## **Global Wealth & Investment Management**

11- 1

		2	In	c/(	Dec)				
Summary Income Statement (\$MM)	1Q20		4Q19		1Q19				
Total revenue, net of interest expense	\$4,936		\$23		\$116				
Provision for credit losses	189		170		184				
Net charge-offs	9		(8)		(3)				
Reserve build <sup>1</sup>	180		178	187					
Noninterest expense	3,600		77		166				
Pretax income	1,147		(224)		(234)				
Pretax, pre-provision income <sup>1</sup>	1,336		(54)		(50)				
Income tax expense	281	5	(55)		(57)				
Net income	\$866		(\$169)		(\$177)				
Key Indicators (\$B)	1Q20		4Q19	4Q19					
Average deposits	\$263.4		\$255.9		\$261.8				
Average loans and leases	178.6		174.4		164.4				
Net charge-off ratio	0.02	%	0.04	%	0.03	%			
AUM flows <sup>2</sup>	\$7.0		\$8.1		\$5.9				
Pretax margin	23	%	28	%	29	%			

23

\$15.0

28

\$14.5

29

\$14.5

- Net income of \$0.9B decreased 17% from 1Q19; ROAAC of 23%
  - Pretax margin of 23%
- Revenue of \$4.9B increased 2% from 1Q19
  - Asset management fees increased 10%, driven by higher market valuations and the impact of positive AUM flows
  - Brokerage revenue up 10% on higher transactional activity
  - Net interest income declined, as the benefit of strong loan growth was more than offset by the impact from lower interest rates
- Provision increased from 1Q19 due primarily to the reserve build associated with COVID-19
- Noninterest expense increased 5% from 1Q19, primarily driven by revenue-related incentives and investments for business growth
- Client balances of \$2.7T, down 6% from 1Q19, driven by lower end-of-period market valuations
  - AUM flows of \$7B in 1Q20<sup>2</sup>
  - Average deposits of \$263B increased \$2B, or 1%, from 1Q19
  - Average loans and leases of \$179B increased \$14B, or 9%, from 1Q19, driven by residential mortgage and custom lending
- 1Q20 net new households of more than 7,500 in Merrill Lynch and more than 600 net new relationships in Private Bank
- Household mobile channel usage increased 40% in Merrill Lynch and 32% in Private Bank from 1Q19
- Wealth advisors grew 1% from 1Q19 to 19,628



Return on average allocated capital

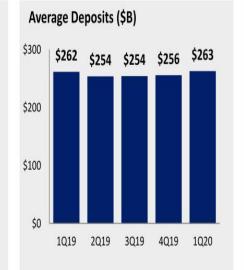
Allocated capital

<sup>1</sup>Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures, see slide 32. <sup>2</sup>Starting in 2Q19, AUM flows include managed deposits in investment accounts.

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

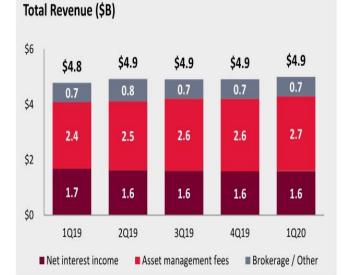
## Business Leadership<sup>1</sup>

- #1 U.S. wealth management market position across client assets, deposits and loans<sup>1</sup>
- #1 in personal trust assets under management <sup>1</sup>
- #1 in Barron's Top 1,200 ranked Financial Advisors (2020)
- #1 in Forbes' Top Next Generation Advisors (2019) and Best-in-State Wealth Advisors (2020)
- #1 in Financial Times Top 401K Retirement Plan Advisers (2019)
- #1 in Barron's Top 100 Women Advisors (2019)
- #1 in Forbes' Top Women Advisors (2019)



Average Loans and Leases (\$B)





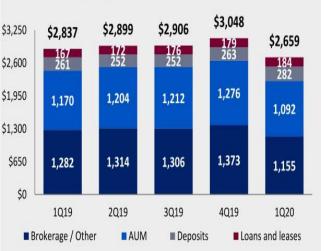
Note: Amounts may not total due to rounding.

<sup>1</sup> See slide 30 for business leadership sources.

<sup>2</sup> Loans and leases include margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

<sup>3</sup> Managed deposits in investment accounts of \$56B, \$43B, \$40B, \$44B and \$43B for 1Q20, 4Q19, 3Q19, 2Q19 and 1Q19, respectively, are included in both AUM and Deposits. Total client balances only include these balances once.

Client Balances (EOP, \$B) <sup>2, 3</sup>



# **Global Banking**

		93	In	ic/(	Dec)		
Summary Income Statement (\$MM)	1Q20		4Q19	0	1Q19		
Total revenue, net of interest expense <sup>1</sup>	\$4,600		(\$541)	0	(\$555)	)	
Provision (benefit) for credit losses	2,093		2,035		1,982		
Net charge-offs	160		120		78		
Reserve build <sup>2</sup>	1,933		1,915		1,904		
Noninterest expense	2,321		1		55	ľ	
Pretax income	186	50 N	(2,577)		(2,592)	)	
Pretax, pre-provision income <sup>2</sup>	2,279		(542)		(610)		
Income tax expense	50		(696)	Ŭ,	(700)	)	
Net income	\$136		(\$1,881)	V/	(\$1,892)	)	
Total Corporation IB fees (excl. self-led) <sup>1</sup>	\$1,388		\$1,474		\$1,264		
Selected Revenue Items (\$MM)	1Q20		4Q19		1Q19	-	
Global Banking IB fees <sup>1</sup>	761		809		709		
Business Lending revenue	2,014		2,122		2,173	73	
Global Transaction Services revenue	2,005		2,136		2,164		
Key Indicators (\$B)	1Q20		4Q19	e.	1Q19	)	
Average deposits	\$382.4		\$378.5		\$349.0		
Average loans and leases	386.5		377.4		370.1		
Net charge-off ratio	0.17	%	0.04	%	0.09	9	
Return on average allocated capital	1		20		20		
Allocated capital	\$42.5		\$41.0		\$41.0		

- Net income of \$0.1B decreased \$1.9B from 1Q19; ROAAC of 1%
- Revenue of \$4.6B decreased 11% from 1Q19, as markdowns in capital markets and the Fair Value Option loan portfolio, as well as spread compression, were partly mitigated by loan and deposit balance growth and higher investment banking fees
- Total Corporation investment banking fees of \$1.4B (excl. selfled) increased 10% from 1Q19, driven by higher debt and equity underwriting fees
  - Ranked #3 in global investment banking fees <sup>3</sup>
  - 6.7% investment banking fee market share, up 60 bps <sup>3</sup>
- Provision for credit losses increased \$2.0B due primarily to the reserve build associated with COVID-19
- Noninterest expense increased 2% from 1Q19, due primarily to continued investments in the business, partially offset by lower revenue-related incentives
- Average deposits of \$382B increased 10% from 1Q19, driven by increased client coverage
  - Ending deposits increased \$94B from 4Q19, reflecting client flight to safety and placement of credit draws in the latter part of the quarter
- Average loans and leases of \$386B increased 4% from 1Q19, driven by broad-based growth across corporate and commercial clients
  - Ending loans and leases increased \$58B from 4Q19 due to increased draw activity as clients secured liquidity



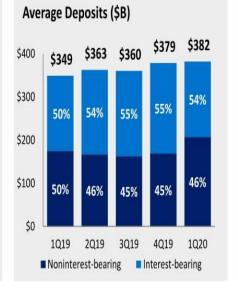
<sup>1</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.
 <sup>2</sup> Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures, see slide 32.
 <sup>3</sup> Per Dealogic as of April 1, 2020 for the quarter ended March 31, 2020; excludes self-led deals.

# **Global Banking Trends**

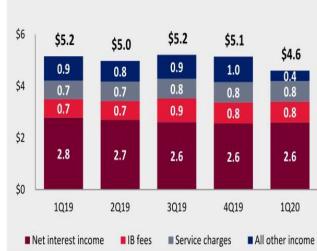
## Business Leadership<sup>1</sup>

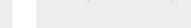
Total Revenue (\$B)<sup>2</sup>

- North America's Best Bank for Small to Medium-sized Enterprises <sup>G</sup>
- Best Overall Brand Middle Market Banking<sup>M</sup>
- North America's Best Bank for Financing <sup>G</sup>
- 2019 Quality, Share and Excellence Awards for U.S. Large Corporate Banking and Cash Management <sup>M</sup>
- Best Investment Bank for Debt in Western Europe<sup>N</sup>
- Relationships with 77% of the Global Fortune 500; 95% of the U.S. Fortune 1,000 (2019)

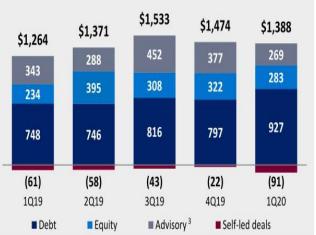








Total Corporation IB Fees (\$MM)<sup>2</sup>

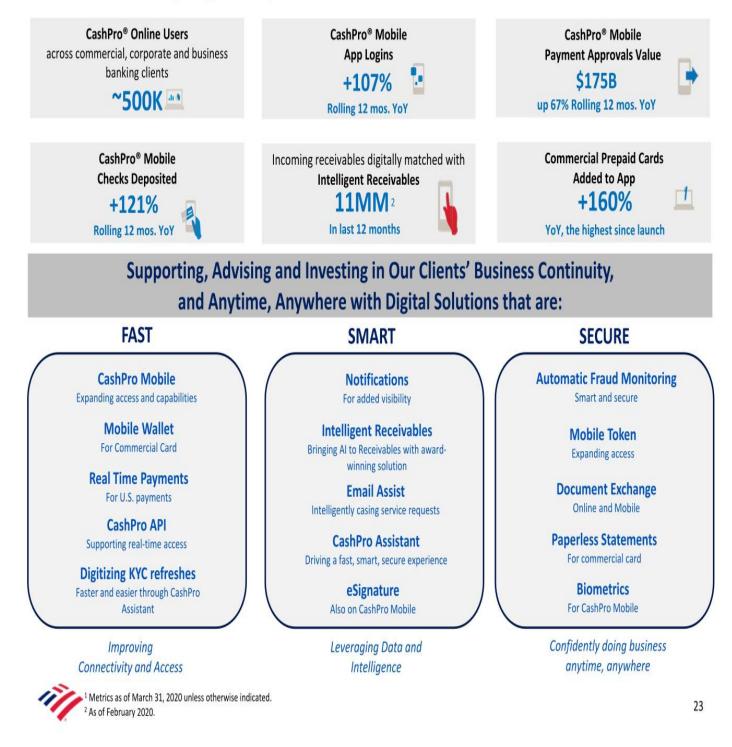




Note: Amounts may not total due to rounding. <sup>1</sup> See slide 30 for business leadership sources.

<sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities, and sales and trading activities.
<sup>3</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.

# Global Banking Digital Update <sup>1</sup>



# **Global Markets**

			Inc	/(D	ec)	
Summary Income Statement (\$MM)	1Q20		4Q19		1Q19	
Total revenue, net of interest expense <sup>1</sup>	\$5,225	)	\$1,800		\$1,044	
Net DVA	300		386		390	
Total revenue (excl. net DVA) <sup>1,2</sup>	4,925		1,414		654	
Provision for credit losses	107		98		130	
Net charge-offs	7	)	(2)		7	
Reserve build <sup>3</sup>	100		100		123	
Noninterest expense	2,813	En es	200		58	- 2
Pretax income	2,305		1,502		856	
Pretax, pre-provision income <sup>3</sup>	2,412		1,600		986	
Income tax expense	599		370		186	
Net income	\$1,706		\$1,132		\$670	
Net income (excl. net DVA) <sup>2</sup>	\$1,478		\$839		\$374	
Selected Revenue Items (\$MM) 1	1Q20		4Q19		1Q19	
Sales and trading revenue	\$4,635	8	\$2,769		\$3,463	
Sales and trading revenue (excl. net DVA) <sup>2</sup>	4,335		2,855		3,553	
FICC (excl. net DVA) <sup>2</sup>	2,671		1,835		2,360	
Equities (excl. net DVA) <sup>2</sup>	1,664		1,020		1,193	
Global Markets IB fees	602		581		537	
Key Indicators (\$B)	1Q20		4Q19		1Q19	
Average total assets	\$713.0		\$680.1		\$664.1	
Average trading-related assets	503.0		489.3		474.3	
Average 99% VaR (\$MM) <sup>4</sup>	48		35		37	
Average loans and leases	71.7		73.0		70.1	
Return on average allocated capital	19	%	7	%	12	%
Allocated capital	\$36.0		\$35.0		\$35.0	
Efficiency ratio	54	%	76	%	66	%

- Net income of \$1.7B increased 65% from 1Q19; ROAAC of 19%
  - Excluding net DVA, net income of \$1.5B increased 34%<sup>2</sup>
- Revenue of \$5.2B increased 25% from 1Q19; excluding net DVA, revenue increased 15%<sup>2</sup>
- Excluding net DVA, sales and trading revenue of \$4.3B increased 22% from 1Q19<sup>2</sup>
  - FICC revenue of \$2.7B increased 13%, driven by increased client activity and improved market making conditions across all macro products (in particular Rates), more than offsetting weaker performances in the credit-sensitive businesses
  - Equities revenue of \$1.7B increased 39%, driven by increased client activity and a strong trading performance in the more volatile market environment
- Provision increased from 1Q19 due primarily to the reserve build associated with COVID-19
- Noninterest expense increased 2% vs. 1Q19, driven by higher revenue-related expenses
- Average VaR was \$48MM in 1Q20<sup>4</sup>



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

....

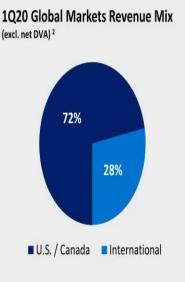
<sup>2</sup> Represents a non-GAAP financial measure. See Note E on slide 29 and slide 32 for important presentation information.

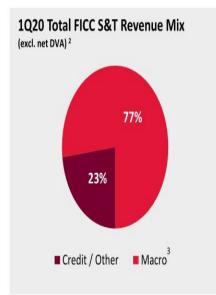
<sup>3</sup> Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures, see slide 32.
<sup>4</sup> See Note F on slide 29 for the definition of VaR.

# **Global Markets Trends and Revenue Mix**

## Business Leadership<sup>1</sup>

- Derivatives House of the Year L, Q, R
- Most Innovative Bank for Equity Derivatives K
- #1 Global Research Firm P
- #1 Global Fixed Income Research Team P
- #1 Quality Leader for U.S. FICC Overall Trading Quality and #1 for U.S. FICC Overall Service Quality <sup>M</sup>
- Quality Leader in Global Foreign Exchange Sales and Corporate FX Sales<sup>™</sup>
- Share Leader in U.S. Fixed Income Market Share  $^{\rm M}$
- #1 Municipal Bonds Underwriter <sup>0</sup>





## Total Sales and Trading Revenue (excl. net DVA) (\$B)<sup>2</sup>



## Average Trading-related Assets (\$B) and VaR (\$MM)<sup>4</sup>



Note: Amounts may not total due to rounding.

<sup>1</sup> See slide 30 for business leadership sources.

<sup>2</sup> Represents a non-GAAP financial measure. Reported sales and trading revenue was \$4.68, \$3.58 and \$4.18 for 1Q20, 1Q19 and 1Q18, respectively. Reported FICC sales and trading revenue was \$2.98, \$2.38 and \$2.68 for 1Q20, 1Q19 and 1Q18, respectively. See Note E on slide 29 and slide 32 for important presentation information.

<sup>3</sup> Macro includes currencies, interest rates and commodities products.

<sup>4</sup> See Note F on slide 29 for definition of VaR.

# All Other <sup>1</sup>

	11	Inc/(D	Dec)
Summary Income Statement (\$MM)	1Q20	4Q19	1Q19
Total revenue, net of interest expense	(\$979)	(\$480)	(\$348)
Provision (benefit) for credit losses	114	193	168
Net charge-offs	(17)	14	11
Reserve build <sup>2</sup>	131	179	157
Noninterest expense	246	(69)	(156)
Pretax income (loss)	(1,339)	(604)	(360)
Pretax, pre-provision income <sup>2</sup>	(1,225)	(411)	(192)
Income tax expense (benefit)	(847)	151	96
Net income (loss)	(\$492)	(\$755)	(\$456)

- Net loss of \$492MM in 1Q20 compared to net loss of \$36MM in 1Q19, driven by certain valuation adjustments and, to a lesser extent, increased provision expense related to COVID-19 on the non-core mortgage portfolio
- Total Corporation effective tax rate of 11.5% reflected:
  - \$0.1B benefit related to stock-based compensation
  - The greater impact of tax credits related to tax-advantaged investments on lower pretax income



<sup>1</sup>All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, liquidating businesses and certain expenses not otherwise allocated to a business segment. ALM activities encompass certain residential mortgages, debt securities, and interest rate and foreign currency risk management activities. Substantially all of the results of ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as a portfolio of equity, real estate and other alternative investments.

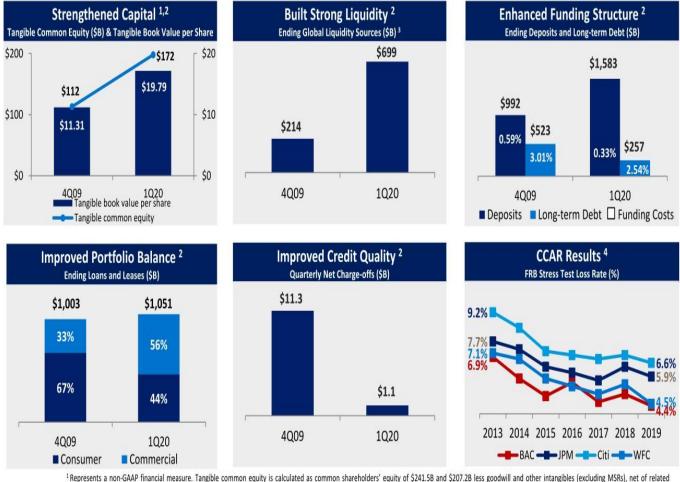
<sup>2</sup> Represent non-GAAP financial measures. For more information on reserve build, see note A on slide 29. For more information and a reconciliation to GAAP of pretax, pre-provision income, see note B on slide 29. For important presentation information about these measures, see slide 32.

# Appendix



# BAC's Transformation Over a Decade

- Transformational changes allow us to be prepared to support our clients. Responsible growth has been embedded in how we run the company for years; we are
  focused on core, relationship customers and strong client selection
- We have strengthened our capital level and more than doubled our liquidity since 12/31/09 as well as significantly enhanced the way we fund the company
- In addition, we managed the loan portfolio to a more balanced and higher quality credit profile from 67% consumer / 33% commercial in 4Q09 to 44% consumer / 56% commercial today with a ~60% reduction in unsecured consumer credit and home equity
- . Further, in the Federal Reserve's CCAR tests, we have had the lowest loss rate vs. peers in the annual exam in six of the last seven years



<sup>1</sup> Represents a non-GAAP financial measure. Tangible common equity is calculated as common shareholders' equity of \$241.5B and \$207.2B less goodwill and other intangibles (excluding MSRs), net of related deferred tax liabilities, of \$69.8B and \$94.8B at 1Q20 and 4Q09. Tangible book value per share is calculated as tangible common equity divided by common shares outstanding of 8.7B and 9.9B at 1Q20 and 4Q09. We believe metrics that use tangible equity provide additional useful information because they present measures of those assets that can generate income. Reported book value per share was \$27.84 and \$20.85 at 1Q20 and 4Q09. For important presentation information, see slide 32.

<sup>2</sup> 4Q09 reflects 12/31/09 information adjusted to include the 1/1/10 adoption of FAS 166/167 as reported in our SEC filings.
 <sup>3</sup> See note D on slide 29 for definition of Global Liquidity Sources.
 <sup>4</sup> 9-guarter loss rate from CCAR test.

## Notes

<sup>A</sup> Reserve Build (or Release) is a non-GAAP financial measure, calculated by subtracting net charge offs for the period from the provision for credit losses recognized in that period. For GAAP purposes, the period-end allowance, or reserve, for credit losses reflects the beginning of the period allowance adjusted for net chargeoffs recorded in that period plus the provision for credit losses recognized in that period. The Company believes that disclosing reserve build is a useful measure that enables investors and others to assess the effect of the provision for credit losses on the allowance for credit losses in the period.

<sup>B</sup> Pretax, pre-provision income (PTPI) at the consolidated level is a non-GAAP financial measure calculated by adjusting consolidated pretax income to add back provision for credit losses. Similarly, PTPI at the segment level is a non-GAAP financial measure calculated by adjusting pretax income of such segment to add back provision for credit losses for such segment. Management believes that PTPI (both at the consolidated and segment level) is a useful financial measure as it enables an assessment of the Company's ability to generate earnings to cover credit losses through a credit cycle as well as provides an additional basis for comparing the Company's results of operations between periods by isolating the impact of provision for credit losses, which can vary significantly between periods. See reconciliation below.

			1Q20					4Q19					1Q19			
\$ Millions	Pretax Ir	ncome	Provision for Credit Losses	Pretax, Pre- provision Income	F	Pretax Income		Provision for Credit Losses	pr	Pretax, Pre- rovision Income		Pretax Income	Provision for Credit Losses	Pretax, Pre- provision Income		
Consumer Banking	\$	2,376	\$ 2,258	\$ 4,634	\$	4,112	\$	934	\$	5,046	¢	\$ 4,291	\$ 974	\$ 5,265		
Global Wealth & Investment Management		1,147	189	1,336		1,371		19		1,390		1,381	5	1,386		
Global Banking		186	2,093	2,279		2,763		58		2,821		2,778	111	2,889		
Global Markets		2,305	107	2,412		803		9		812		1,449	(23)	1,426		
All Other		(1,339)	114	(1,225)		(735)	9	(79)		(814)		(979)	(54)	(1,033		
Total Corporation (GAAP)	\$	4,531	\$ 4,761	\$ 9,292	\$	8,169	\$	941	\$	9,110	d	\$ 8,767	\$ 1,013	\$ 9,780		

<sup>c</sup> The non-cash impairment charge related to the notice of termination of the merchant services joint venture at the conclusion of its current term reduced 3Q19 net income by \$1.7B, which included an increase in noninterest expense and a reduction in pretax income of \$2.1B and a reduction in income tax expense of \$373MM. The impairment charge negatively impacted the Company's 3Q19 efficiency ratio by 909 bps.

<sup>D</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>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 gains (losses) were \$300MM, (\$86MM), (\$90MM) and \$64MM for 1Q20, 4Q19, 1Q19 and 1Q18, respectively. Net DVA gains (losses) included in FICC revenue were \$274MM, (\$81MM), (\$79MM) and \$77MM for 1Q20, 4Q19, 1Q19 and 1Q18, respectively. Net DVA gains (losses) included in Equities revenue were \$26MM, (\$5MM), (\$11MM) and (\$13MM) for 1Q20, 4Q19, 1Q19 and 1Q18 respectively.

F 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 \$27MM, \$20MM, \$21MM and \$21MM for 1Q20, 4Q19, 1Q19 and 1Q18 respectively.



## Sources

<sup>A</sup> Estimated retail consumer deposits based on June 30, 2019 FDIC deposit data.

<sup>B</sup> FDIC, 4Q19.

<sup>c</sup> Dynatrace 4Q19 Online Banker Scorecard and 1Q20 Mobile Banker Scorecard; Javelin 2019 Online and Mobile Banking Scorecards.

<sup>D</sup> Inside Mortgage Finance, Home Equity new HELOC commitments, 4Q19.

<sup>E</sup> Experian Autocount; Franchised Dealers; Largest percentage of 680+ Vantage 3.0 originations among key competitors as of January 2020.

<sup>F</sup> Forrester, Jan 2020.

<sup>G</sup> Euromoney, July 2019.

<sup>H</sup> Nerdwallet, 2020.

<sup>1</sup>U.S.-based full-service wirehouse peers based on 4Q19 earnings releases.

<sup>J</sup>Industry 4Q19 FDIC call reports.

<sup>K</sup> The Banker, 2019.

<sup>L</sup> Global Capital, 2019.

<sup>M</sup> Greenwich, 2019.

<sup>N</sup> Global Finance, 2019.

<sup>o</sup> Refinitiv, 2019.

<sup>P</sup> Institutional Investor, 2019.

<sup>Q</sup> Risk Awards, 2020.

<sup>R</sup> IFR Awards, 2019.



# 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 2019 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential judgments, claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory and government actions, including as a result of our participation in and execution of government programs related to the COVID-19 pandemic; the possibility that the Company's future liabilities may be in excess of its recorded liability and estimated range of possible loss for litigation, regulatory, and representations and warranties exposures; the possibility that the Company could face increased servicing, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, monolines, private-label and other investors, or other parties involved in securitizations; 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; the risks related to the discontinuation of the London InterBank Offered Rate and other reference rates, including increased expenses and litigation and the effectiveness of hedging strategies; 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, inflation, currency exchange rates, economic conditions, trade policies and tensions, including tariffs, and potential geopolitical instability; the impact of the interest rate environment on the Company's business, financial condition and results of operations; 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 Company's ability to achieve its expense targets and expectations regarding net interest income, provision for credit losses, net charge-offs, effective tax rate, loan growth or other projections; adverse changes to the Company's credit ratings from the major credit rating agencies; an inability to access capital markets or maintain deposits or borrowing costs; estimates of the fair value and other accounting values, subject to impairment assessments, of certain of the Company's assets and liabilities; the estimated or actual impact of changes in accounting standards or assumptions in applying those standards; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the impact of adverse changes to total loss-absorbing capacity requirements and/or global systemically important bank surcharges; the potential impact of actions of the Board of Governors of the Federal Reserve System on the Company's capital plans; the effect of regulations, other guidance or additional information on the impact from the Tax Cuts and Jobs Act; 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 assessments, the Volcker Rule, fiduciary standards, derivatives regulations and the Coronavirus Relief and Economic Security Act and any similar or related rules and regulations; a failure or disruption in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyberattacks or campaigns; the impact on the Company's business, financial condition and results of operations from the United Kingdom's exit from the European Union; the impact of any future federal government shutdown and uncertainty regarding the federal government's debt limit; the impact of natural disasters, the emergence of widespread health emergencies or pandemics, including the magnitude and duration of the COVID-19 pandemic and its impact on the global economy and financial market conditions and our business, results of operations and financial condition, military conflict, terrorism or other geopolitical events; and other matters.

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



# **Important Presentation Information**

- The information contained herein is preliminary and based on Company data available at the time of the earnings presentation. It speaks only as of the particular
  date or dates included in the accompanying slides. Bank of America does not undertake an obligation to, and disclaims any duty to, update any of the information
  provided.
- Effective January 1, 2020, the Company adopted the new current expected credit losses (CECL) accounting standard that measures the allowance based on management's best estimate of lifetime expected credit losses inherent in the Company's lending activities. Prior periods included in this presentation reflect measurement of the allowance based on management's estimate of probable incurred credit losses.
- The Company may present certain metrics and ratios, including year-over-year comparisons of revenue, noninterest expense and pretax income, excluding certain
  items (e.g., DVA) that are 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 March 31, 2020, and other earnings-related information available through the Bank of America Investor Relations website at:
  http://investor.bankofamerica.com.
- The Corporation presents certain key financial and nonfinancial performance indicators that management uses when assessing consolidated and/or segment
  results. The Corporation believes this information is useful because it provides management with information about underlying operational performance and
  trends. KPIs are presented in 1Q20 Financial Results on slide 2 and on the Summary Income Statement for each segment.
- 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 \$144MM, \$145MM, \$148MM, \$149MM and \$153MM for 1Q20, 4Q19, 3Q19,
  2Q19 and 1Q19, respectively.
- The Company allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal risk-based capital models. The Company's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, risk-weighted assets measured under Basel 3 Standardized and Advanced approaches, business segment exposures and risk profile, and strategic plans. As a result of this process, in the first quarter of 2020, the Company adjusted the amount of capital being allocated to its business segments.







Supplemental Information First Quarter 2020

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 Corporation (the Corporation) 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 the Corporation'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 the Corporation's website (www.bankofamerica.com). The Corporation's future financial performance is subject to risks and uncertainties as described in its SEC filings.

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#### Current Expected Credit Losses Accounting Standard

Effective January 1, 2020, the Corporation adopted the new current expected credit losses (CECL) accounting standard that measures the allowance based on management's best estimate of lifetime expected credit losses inherent in the Corporation's lending activities. Prior periods presented reflect measurement of the allowance based on management's estimate of probable incurred credit losses.

#### Key Performance Indicators

The Corporation presents certain key financial and nonfinancial performance indicators that management uses when assessing consolidated and/or segment results. The Corporation believes this information is useful because it provides management with information about underlying operational performance and trends. Key performance indicators are presented in Consolidated Financial Highlights on page 2 and on the Key Indicators pages for each segment.

#### **Business Segment Operations**

The Corporation reports the results of operations of its four business segments and *All Other* on a fully taxable-equivalent (FTE) basis. Additionally, the results for the total Corporation as presented on pages 11 - 12 are reported on an FTE basis.

#### Page

#### **Consolidated Financial Highlights**

Return on average tangible common shareholders' equity(2)

Return on average tangible shareholders' equity(2)

Tangible book value per share of common stock(2)

Book value per share of common stock

Number of financial centers - U.S.

Efficiency ratio

At period end

Market capitalization

(In millions, except per share information)							
		First Quarter 2020	(	Fourth Quarter 2019	 Third Quarter 2019	 Second Quarter 2019	 First Quarter 2019
Income statement							
Net interest income	\$	12,130	\$	12,140	\$ 12,187	\$ 12,189	\$ 12,375
Noninterest income		10,637		10,209	10,620	10,895	10,629
Total revenue, net of interest expense		22,767		22,349	22,807	23,084	23,004
Provision for credit losses		4,761		941	779	857	1,013
Noninterest expense		13,475		13,239	15,169	13,268	13,224
Income before income taxes		4,531		8,169	6,859	8,959	8,767
Pretax, pre-provision income <sup>(1)</sup>		9,292		9,110	7,638	9,816	9,780
Income tax expense		521		1,175	1,082	1,611	1,456
Net income		4,010		6,994	5,777	7,348	7,311
Preferred stock dividends		469		246	505	239	442
Net income applicable to common shareholders		3,541		6,748	5,272	7,109	6,869
Diluted earnings per common share		0.40		0.74	0.56	0.74	0.70
Average diluted common shares issued and outstanding		8,862.7		9,079.5	9,353.0	9,559.6	9,787.3
Dividends paid per common share	s	0.18	\$	0.18	\$ 0.18	\$ 0.15	\$ 0.15
Performance ratios							
Return on average assets		0.65 %		1.13 %	0.95%	1.23 %	1.26 %
Return on average common shareholders' equity		5.91		11.00	8.48	11.62	11.42
Return on average shareholders' equity		6.10		10.40	8.48	11.00	11.14

Number of branded ATMs - U.S. 16,855 16,788 16,626 16,561 16,378 Headcount 208,931 208,131 208,561 208,984 205,292

8.32

8.29

59.19

27.84

19.79

184,181

4,297

\$

\$

15.43

14.09

59.24

27.32

19.41

4,300

311,209

\$

11.84

11.43

66.51

26.96

19.26

4,302

264,842

\$

16.24

14.88

57.48

26.41

18.92

4,349

270,935

16.01

15.10

57.48

25.57

18.26 263,992

4,353

Pretax, pre-provision income (PTPI) is a non-GAAP financial measure calculated by adjusting pretax income to add back provision for credit losses. Management believes that PTPI is a useful financial measure because it enables an assessment of the Company's ability to generate earnings to cover credit losses through a credit cycle.
 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 page 31.)

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**

(In millions, except per share information)					
	First Quarter 2020	Fourth Quarter 2019	Third Quarter 2019	Second Quarter 2019	First Quarter 2019
Net interest income					
Interest income	\$ 16,098	\$ 16,926	\$ 17,916	\$ 18,224	\$ 18,170
Interest expense	3,968	4,786	5,729	6,035	5,795
Net interest income	12,130	12,140	12,187	12,189	12,375
Noninterest income					
Fees and commissions	8,321	8,520	8,467	8,190	7,838
Market making and similar activities	2,807	1,767	2,118	2,381	2,768
Other income (loss)	(491)	(78)	35	324	23
Total noninterest income	10,637	10,209	10,620	10,895	10,629
Total revenue, net of interest expense	22,767	22,349	22,807	23,084	23,004
Provision for credit losses	4,761	941	779	857	1,013
Noninterest expense					
Compensation and benefits	8,341	7,977	7,779	7,972	8,249
Occupancy and equipment	1,702	1,680	1,663	1,640	1,605
Information processing and communications	1,209	1,162	1,163	1,157	1,164
Product delivery and transaction related	777	695	696	709	662
Marketing	438	524	440	528	442
Professional fees	375	442	386	409	360
Other general operating	633	759	3,042	853	742
Total noninterest expense	13,475	13,239	15,169	13,268	13,224
Income before income taxes	4,531	8,169	6,859	8,959	8,767
Income tax expense	521	1,175	1,082	1,611	1,456
Net income	\$ 4,010	\$ 6,994	\$ 5,777	\$ 7,348	\$ 7,311
Preferred stock dividends	469	246	505	239	442
Net income applicable to common shareholders	\$ 3,541	\$ 6,748	\$ 5,272	\$ 7,109	\$ 6,869
Per common share information					
Earnings	\$ 0.40	\$ 0.75	\$ 0.57	\$ 0.75	\$ 0.71
Diluted earnings	0.40	0.74	0.56	0.74	0.70
Average common shares issued and outstanding	8,815.6	9,017.1	9,303.6	9,523.2	9,725.9
Average diluted common shares issued and outstanding	8,862.7	9,079.5	9,353.0	9,559.6	9,787.3

### Consolidated Statement of Comprehensive Income

(Dollars in millions)							
	Q	First Juarter 2020	Fourth arter 2019	Qu	Third arter 2019	Second arter 2019	rst Quarter 2019
Net income	\$	4,010	\$ 6,994	\$	5,777	\$ 7,348	\$ 7,311
Other comprehensive income (loss), net-of-tax:							
Net change in debt securities		4,795	(356)		1,538	2,384	2,309
Net change in debit valuation adjustments		1,346	(691)		229	(138)	(363)
Net change in derivatives		417	(35)		118	304	229
Employee benefit plan adjustments		43	53		26	29	28
Net change in foreign currency translation adjustments		(88)	 13		(51)	 (14)	 (34)
Other comprehensive income (loss)		6,513	 (1,016)		1,860	 2,565	 2,169
Comprehensive income	\$	10,523	\$ 5,978	\$	7,637	\$ 9,913	\$ 9,480

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.

#### Net Interest Income and Noninterest Income

(Dollars in millions)	First Quarte 2020		Third Quarter 2019	Second Quarter 2019	First Quarter 2019
Net interest income					
Interest income					
Loans and leases	\$ 9,963	\$ 10,365	\$ 10,894	\$ 10,942	\$ 10,885
Debt securities	2,843	2,841	2,829	3,017	3,119
Federal funds sold and securities borrowed or purchased under agreements to resell	819	1,097	1,242	1,309	1,195
Trading account assets	1,247	1,234	1,319	1,321	1,322
Other interest income	1,226	1,389	1,632	1,635	1,649
Total interest income	16,098	16,926	17,916	18,224	18,170
Interest expense					
Deposits	1,184	1,548	1,880	1,965	1,795
Short-term borrowings	1,120	1,483	1,876	1,997	1,852
Trading account liabilities	329	282	303	319	345
Long-term debt	1,335	1,473	1,670	1,754	1,803
Total interest expense	3,968	4,786	5,729	6,035	5,795
Net interest income	\$ 12,130	\$ 12,140	\$ 12,187	\$ 12,189	\$ 12,375
Noninterest income					
Fees and commissions					
Card income					
Interchange fees <sup>(1)</sup>	\$ 792	\$ 1,007	\$ 963	\$ 968	\$ 896
Other card income	480	504	502	478	479
Total card income	1,272	1,511	1,465	1,446	1,375
Service charges					
Deposit-related fees	1,627	1,680	1,690	1,638	1,580
Lending-related fees	276	277	285	265	259
Total service charges	1,903	1,957	1,975	1,903	1,839
Investment and brokerage services					
Asset management fees	2,682	2,650	2,597	2,554	2,440
Brokerage fees	1,076	928	897	916	920
Total investment and brokerage services	3,758	3,578	3,494	3,470	3,360
Investment banking fees					
Underwriting income	848	800	740	792	666
Syndication fees	271	297	341	291	255
Financial advisory services	269	377	452	288	343
Total investment banking fees	1,388	1,474	1,533	1,371	1,264
Total fees and commissions	8,321	8,520	8,467	8,190	7,838
Market making and similar activities	2,807	1,767	2,118	2,381	2,768
Other income (loss)	(491)	(78)	35	324	23
Total noninterest income	\$ 10,637	\$ 10,209	\$ 10,620	\$ 10,895	\$ 10,629

(1) Gross interchange fees were \$2.3 billion, \$2.6 billion, \$2.6 billion, \$2.5 billion and \$2.3 billion and are presented net of \$1.5 billion, \$1.6 billion, \$1.6 billion, \$1.6 billion and \$1.4 billion of expenses for rewards and partner payments for the first quarter of 2020 and the fourth, third, second and first quarters of 2019, 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.

#### **Consolidated Balance Sheet**

(Dollars in millions)	March 31 2020	December 31 2019	March 31 2019
Assets			
Cash and due from banks	\$ 30,052	\$ 30,152	\$ 28,083
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	220,338	131,408	143,540
Cash and cash equivalents	250,390	161,560	171,623
Time deposits placed and other short-term investments	12,283	7,107	9,480
Federal funds sold and securities borrowed or purchased under agreements to resell	301,969	274,597	267,017
Trading account assets	193,323	229,826	239,062
Derivative assets	57,654	40,485	42,391
Debt securities:			
Carried at fair value	221,104	256,467	241,956
Held-to-maturity, at cost	254,748	215,730	198,718
Total debt securities	475,852	472,197	440,674
Loans and leases	1,050,785	983,426	945,615
Allowance for loan and lease losses	(15,766	(9,416)	(9,577)
Loans and leases, net of allowance	1,035,019	974,010	936,038
Premises and equipment, net	10,792	10,561	10,251
Goodwill	68,951	68,951	68,951
Loans held-for-sale	7,862	9,158	6,297
Customer and other receivables	69,238	55,937	53,496
Other assets	136,621	129,690	131,884
Total assets	\$ 2,619,954	\$ 2,434,079	\$ 2,377,164

Liabilities

Deposits in U.S. offices:

Noninterest-bearing	\$ 484,342	\$ 403,305	\$ 395,350
Interest-bearing	1,008,922	940,731	907,076
Deposits in non-U.S. offices:			
Noninterest-bearing	13,695	13,719	12,066
Interest-bearing	76,366	77,048	64,845
Total deposits	1,583,325	1,434,803	1,379,337
Federal funds purchased and securities loaned or sold under agreements to repurchase	170,043	165,109	188,451
Trading account liabilities	77,151	83,270	84,410
Derivative liabilities	54,658	38,229	36,338
Short-term borrowings	30,118	24,204	14,008
Accrued expenses and other liabilities	183,029	182,798	173,681
Long-term debt	256,712	240,856	233,929
Total liabilities	2,355,036	2,169,269	2,110,154
Shareholders' equity			
Preferred stock, \$0.01 par value; authorized -100,000,000 shares; issued and outstanding -3,887,440, 3,887,440 and 3,843,140 shares	23,427	23,401	22,326
Common stock and additional paid-in capital, \$0.01 par value; authorized -12,800,000 shares; issued and outstanding - 8,675,487,435, 8,836,148,954 and 9,568,389,268 shares	85,745	91,723	112,838
Retained earnings	155,866	156,319	141,888
Accumulated other comprehensive income (loss)	(120)	(6,633)	(10,042)
Total shareholders' equity	264,918	264,810	267,010
	\$ 2,619,954	\$ 2,434,079	\$ 2,377,164

Total assets of consolidated variable interest entities	\$	1,478	\$ 44,381	\$ 46,429
All other assets		536	540	332
Loans and leases, net of allowance	3	35,537	38,030	40,644
Allowance for loan and lease losses		(1,472)	(807)	(884)
Loans and leases	1	37,009	38,837	41,528
Trading account assets	\$	5,405	\$ 5,811	\$ 5,453

Liabilities of consolidated variable interest entities included in total liabilities above

Short-term borrowings	\$ 1,147	\$ 2,175	\$ 1,547
Long-term debt	6,787	8,718	8,182
All other liabilities	39	22	25
Total liabilities of consolidated variable interest entities	\$ 7,973	\$ 10,915	\$ 9,754

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

#### **Capital Management**

(Dollars in millions)			
	March 31 2020	December 31 2019	March 31 2019
	 2020	 2019	 2019
Risk-based capital metrics <sup>(1)</sup> :			
Standardized Approach			
Common equity tier 1 capital	\$ 168,115	\$ 166,760	\$ 169,243
Tier 1 capital	191,532	188,492	190,963
Total capital	228,470	221,230	223,745
Risk-weighted assets	1,563,601	1,493,460	1,454,657
Common equity tier 1 capital ratio	10.8 %	11.2%	11.6%
Tier 1 capital ratio	12.2	12.6	13.1
Total capital ratio	14.6	14.8	15.4

#### **Advanced Approaches**

Common equity tier 1 capital	\$	168,115 \$	166,760	\$ 169,243
Tier 1 capital		191,532	188,492	190,963
Total capital		219,937	213,098	215,634
Risk-weighted assets	I	1,515,446	1,446,529	1,422,631
Common equity tier 1 capital ratio		11.1 %	11.5%	11.9%
Tier 1 capital ratio		12.6	13.0	13.4
Total capital ratio		14.5	14.7	15.2

#### Leverage-based metrics<sup>(1)</sup> 2,283,978 2,374,185 Adjusted average assets s 2,423,024 s s Tier 1 leverage ratio 7.9% 8.4% 7.9% Supplementary leverage exposure ¢ 2,985,462 \$ 2,945,636 \$ 2,822,231 Supplementary leverage ratio 6.4% 6.4% 6.8% Tangible equity ratio(2) 8.2 8.5 7.7 Tangible common equity ratio<sup>(2)</sup> 7.6 7.3 6.7

Regulatory capital ratios at March 31, 2020 are preliminary. We report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.
 Tangible quity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible sesters 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 - Reconciliations - Reconciliations - Reconciliation to GAAP Financial Measures on page 31.)

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. 6

#### **Capital Composition under Basel 3**

(Dollars in millions)

	N	March 31 2020	D	ecember 31 2019
Total common shareholders' equity	\$	241,491	\$	241,409
CECL transitional amount <sup>(1)</sup>		3,299		_
Goodwill, net of related deferred tax liabilities		(68,570)		(68,570)
Deferred tax assets arising from net operating loss and tax credit carryforwards		(5,337)		(5,193)
Intangibles, other than mortgage servicing rights and goodwill, net of related deferred tax liabilities		(1,236)		(1,328)
Defined benefit pension plan net assets		(1,014)		(1,003)
Cumulative unrealized net (gain) loss related to changes in fair value of financial liabilities attributable to own creditworthiness, net of tax		(370)		1,278
Other		(148)		167
Common equity tier 1 capital		168,115		166,760
Qualifying preferred stock, net of issuance cost		23,426		22,329
Other		(9)		(597)
Total tier 1 capital		191,532		188,492
Tier 2 capital instruments		24,035		22,538
Eligible credit reserves included in tier 2 capital		4,375		2,097
Other		(5)		(29)
Total capital under the Advanced approaches	\$	219,937	\$	213,098

(1) The CECL transitional amount includes the impact of the Corporation's adoption of the new CECL accounting standard on January 1, 2020 and 25 percent of the increase in reserves frdamuary 1, 2020 through March 31, 2020.

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)

		rirst	Quarter 2020			r ourin Q	uarter 2019			irst Quarter 2		
	Average Balance		Interest Income/ Expense <sup>(1)</sup>	Yield/ Rate	Average Balance		Interest Income/ Expense (1)	Yield/ Rate	 Average Balance	Inter Incor Expen	me/	Yield/ Rate
Earning assets												
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$ 130,2	82 S	268	0.83 %	\$ 123,000	\$	369	1.19%	\$ 134,962	s	506	1.52%
Time deposits placed and other short-term investments	10,8	94	30	1.11	9,574		40	1.67	8,453		59	2.82
Federal funds sold and securities borrowed or purchased under agreements to resell	278,7	94	819	1.18	293,819		1,097	1.48	274,308		1,195	1.77
Trading account assets	156,6	85	1,266	3.25	147,210		1,253	3.38	140,228		1,341	3.87
Debt securities	465,2	15	2,868	2.49	464,884		2,866	2.48	441,680		3,148	2.83
Loans and leases <sup>(2)</sup> :												
Residential mortgage	239,9	94	1,987	3.31	231,849		1,953	3.37	210,174		1,862	3.55
Home equity	40,0	40	421	4.22	41,230		462	4.45	47,690		593	5.03
Credit card	94,4	71	2,464	10.49	94,951		2,544	10.63	95,008		2,530	10.80
Direct/Indirect and other consumer	90,9	54	746	3.30	90,924		786	3.43	 90,430		821	3.69
Total consumer	465,4	59	5,618	4.85	458,954		5,745	4.98	 443,302		5,806	5.29
U.S. commercial	330,4	20	2,846	3.46	326,945		3,006	3.65	 316,089		3,349	4.29
Non-U.S. commercial	111,3	88	802	2.90	104,787		862	3.26	101,996		886	3.52
Commercial real estate	63,4	18	583	3.70	63,324		632	3.96	60,859		702	4.68
Commercial lease financing	19,5	98	161	3.29	19,976		168	3.37	21,774		196	3.60
Total commercial	524,8	24	4,392	3.36	515,032		4,668	3.60	 500,718		5,133	4.15
Total loans and leases	990,2		10,010	4.06	973,986		10,413	4.25	 944,020	1	10,939	4.69
Other earning assets	87,8		981	4.49	74,008		1,033	5.53	 67,667		1,135	6.80
Total earning assets	2,120,0		16,242	3.08	2,086,481		17,071	3.25	 2,011,318	1	18,323	3.68
-	27,9		10,242	5.08	27,398		17,071	3.23	 25,824		18,525	5.08
Cash and due from banks												
Other assets, less allowance for loan and lease losses	346,9				336,126				 323,850			
Total assets	\$ 2,494,9	28			\$ 2,450,005				\$ 2,360,992			
Interest-bearing liabilities												
U.S. interest-bearing deposits:				0.01.07				0.04.07	50 5 <b>5</b> 0			
Savings	\$ 50,6			0.01 %	\$ 50,287	\$	1	0.01%	\$ 53,573	\$	1	0.01%
NOW and money market deposit accounts	770,4		653	0.34	754,517		914	0.48	731,025		1,157	0.64
Consumer CDs and IRAs	53,3		151	1.14	53,183		156	1.16	41,791		74	0.72
Negotiable CDs, public funds and other deposits	67,9		209	1.23	67,603		278	1.63	 65,974		367	2.25
Total U.S. interest-bearing deposits		22										0.73
	942,4		1,014	0.43	925,590		1,349	0.58	 892,363		1,599	
Non-U.S. interest-bearing deposits:	942,4		1,014	0.43			1,349	0.58	 892,363		1,599	
Non-U.S. interest-bearing deposits: Banks located in non-U.S. countries	942,4		1,014	0.43 0.60			1,349	0.58	 892,363 2,387		1,599 6	1.02
	1,9				925,590		·					1.02 0.11
Banks located in non-U.S. countries	1,9	04 51		0.60	925,590 1,615		4	1.09	2,387			
Banks located in non-U.S. countries Governments and official institutions	1,9	04 51 25	3	0.60 0.05	925,590 1,615 180		4	1.09 0.01	 2,387 178		6	0.11
Banks located in non-U.S. countries Governments and official institutions Time, savings and other	1,9 1 75,6	04 51 25 90	3  167	0.60 0.05 0.89	925,590 1,615 180 74,129		4 	1.09 0.01 1.04	 2,387 178 64,212		6  190	0.11 1.20
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under	1,9 1 75,6 77,6	04 51 25 90	3 — 167 170	0.60 0.05 0.89 0.88	925,590 1,615 180 74,129 75,924		4 — 195 199	1.09 0.01 1.04 1.04	 2,387 178 64,212 66,777		6 — 190 196	0.11 1.20 1.19
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits	1,9 1 75,6 77,6	04 51 25 90 12	3 — 167 170	0.60 0.05 0.89 0.88	925,590 1,615 180 74,129 75,924		4 — 195 199	1.09 0.01 1.04 1.04	 2,387 178 64,212 66,777		6 — 190 196	0.11 1.20 1.19
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other	1,9 1 75,6 77,6 1,020,1	04 51 25 00 12	3 — 167 170 1,184	0.60 0.05 0.89 0.88 0.47	925,590 1,615 180 74,129 75,924 1,001,514		4 	1.09 0.01 1.04 1.04 0.61	2,387 178 64,212 66,777 959,140		6 — 190 196 1,795	0.11 1.20 1.19 0.76
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	1,9 1 75,6 1,020,1 304,5	04 51 25 00 12 03 42	3 — 167 170 1,184 1,120	0.60 0.05 0.89 0.88 0.47	925,590 1,615 180 74,129 75,924 1,001,514 282,022		4 	1.09 0.01 1.04 1.04 0.61 2.09	 2,387 178 64,212 66,777 959,140 265,163		6  190 1,795 1,852	0.11 1.20 1.19 0.76 2.83
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities	1,9 1 75,6 <u>77,6</u> 1,020,1 304,5 48,1	04 51 25 90 12 03 42 16	3 — 167 170 1,184 1,120 329	0.60 0.05 0.89 0.88 0.47 1.48 2.75	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449		4 — 195 199 1,548 1,483 282	1.09 0.01 1.04 1.04 0.61 2.09 2.57	2,387 178 64,212 66,777 959,140 265,163 45,593		6 — 190 1,795 1,852 345	0.11 1.20 1.19 0.76 2.83 3.07
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Foderal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities	1,9 1 75,6 1,020,1 304,5 48,1 210,8	04 51 225 00 12 03 42 16	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	2,387 178 64,212 66,777 959,140 265,163 45,593 196,726		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Long-term debt Total interest-bearing liabilities	1,9 1 75,6 1,020,1 304,5 48,1 210,8	04 51 25 00 12 03 42 16 73	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	2,387 178 64,212 66,777 959,140 265,163 45,593 196,726		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securites loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Long-term debt Total interest-bearing liabilities Noninterest-bearing sources:	1,9 1 75,6 1,020,1 304,5 48,1 210,8 1,583,5	04 51 25 00 12 03 42 16 73	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026 1,533,011		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	2,387 178 64,212 66,777 959,140 265,163 45,593 196,726 1,466,622		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Total interest-bearing deposits Total interest-bearing isolated or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Total interest-bearing liabilities Noninterest-bearing geposits Other liabilities <sup>(3)</sup>	1,9 1 75,6 77,6 1,020,1 304,5 48,1 210,8 1,583,5 419,2 227,5	04 51 225 00 12 03 42 24 24 97	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026 1,533,011 408,925		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	2,387 178 64,212 66,777 959,140 265,163 45,593 196,726 1,466,622 400,724 227,429		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Gederal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Cong-term debt Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities <sup>(3)</sup> Shareholders' equity	1,9 1 75,6 77,6 1,020,1 304,5 48,1 210,8 1,583,5 419,2 227,5 264,5	04 51 50 12 53 33 42 16 6 73 73 224 97 34	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026 1,533,011 408,925 241,169 266,900		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	 2,387 178 64,212 66,777 959,140 265,163 45,593 196,726 1,466,622 400,724 227,429 266,217		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Total interest-bearing deposits Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Cong-term debt <b>Total interest-bearing liabilities</b> Noninterest-bearing sources: Noninterest-bearing deposits Other liabilities <sup>(3)</sup> Shareholders' equity	1,9 1 75,6 77,6 1,020,1 304,5 48,1 210,8 1,583,5 419,2 227,5	04 51 50 12 53 33 42 16 6 73 73 224 97 34	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54 1.01	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026 1,533,011 408,925 241,169		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85 1.24	 2,387 178 64,212 66,777 959,140 265,163 45,593 196,726 1,466,622 400,724 227,429		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69 1.60
Banks located in non-U.S. countries Governments and official institutions Time, savings and other Total non-U.S. interest-bearing deposits Total interest-bearing deposits Gederal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities Trading account liabilities Cong-term debt Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities <sup>(3)</sup> Shareholders' equity	1,9 1 75,6 77,6 1,020,1 304,5 48,1 210,8 1,583,5 419,2 227,5 264,5	04 51 50 12 53 33 42 16 6 73 73 224 97 34	3 — 167 170 1,184 1,120 329 1,335	0.60 0.05 0.89 0.88 0.47 1.48 2.75 2.54	925,590 1,615 180 74,129 75,924 1,001,514 282,022 43,449 206,026 1,533,011 408,925 241,169 266,900		4 — 195 199 1,548 1,483 282 1,473	1.09 0.01 1.04 1.04 0.61 2.09 2.57 2.85	 2,387 178 64,212 66,777 959,140 265,163 45,593 196,726 1,466,622 400,724 227,429 266,217		6 — 190 1,795 1,852 345 1,803	0.11 1.20 1.19 0.76 2.83 3.07 3.69

(1) Includes the impact of interest rate risk management

(1) Includes the impact of interest rate risk management contracts.
 (2) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis.
 (3) Includes \$35.7 billion, \$37.2 billion and \$31.4 billion of structured notes and liabilities for the first quarter of 2020 and the fourth and first quarters of 2019, respectively.
 (4) Net interest income includes FTE adjustments of\$144 million, \$145 million and \$153 million for the first quarter of 2020 and the fourth and first quarters of 2019, respectively.

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

#### **Debt Securities**

Dollars in millions)			March	31 2020			
	 Amortized Cost	Gross Unrealized Gains		31, 2020	Gross Unrealized Losses		Fair Value
Available-for-sale debt securities							
Mortgage-backed securities:							
Agency	\$ 76,599	\$	2,863	\$	(1)	\$	79,461
Agency-collateralized mortgage obligations	4,348		212		(9)		4,551
Commercial	14,800		814		(12)		15,602
Non-agency residential	 1,632		119		(80)		1,67
Total mortgage-backed securities	97,379		4,008		(102)		101,285
U.S. Treasury and agency securities	64,353		4,352		(9)		68,696
Non-U.S. securities	12,248		10		(11)		12,247
Other taxable securities, substantially all asset-backed securities	 5,252		91		(204)		5,139
Total taxable securities	179,232		8,461		(326)		187,36
Tax-exempt securities	 18,766		163		(75)		18,854
Total available-for-sale debt securities	 197,998		8,624		(401)		206,221
Other debt securities carried at fair value <sup>(1)</sup>	 14,791		317		(225)		14,883
Total debt securities carried at fair value	 212,789		8,941		(626)		221,104
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities <sup>(2)</sup>	 254,764		11,848		(17)		266,595
Total debt securities	\$ 467,553	\$	20,789	\$	(643)	\$	487,699
			Decembe	r 31, 2019	9		
Available-for-sale debt securities							
Mortgage-backed securities:							
Agency	\$ 121,698	\$	1,013	\$	(183)	\$	122,52
Agency-collateralized mortgage obligations	4,587		78		(24)		4,64
Commercial	14,797		249		(25)		15,021
Non-agency residential	 948		138		(9)		1,07
Total mortgage-backed securities	142,030		1,478		(241)		143,267
U.S. Treasury and agency securities	67,700		1,023		(195)		68,52
Non-U.S. securities	11,987		6		(2)		11,99
Other taxable securities, substantially all asset-backed securities	3,874		67				3,94
Total taxable securities	225,591		2,574		(438)		227,727
Tax-exempt securities	17,716		202		(6)		17,912
Total available-for-sale debt securities	243,307		2,776	· · · · · · · · · · · · · · · · · · ·	(444)		245,639
Other debt securities carried at fair value <sup>(1)</sup>	10,596		255		(23)		10,828
Total debt securities carried at fair value	 253,903		3,031		(467)		256,46
Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities	 215,730		4,433		(342)		219,821
		-				-	

Total debt securities

(1) Primarily includes non-U.S. securities used to satisfy certain international regulatory

(2) During the first quarter of 2020, we transferred available-for-sale securities with a fair value of \$44.4 billion to held to maturity. Additionally, we transferred trading securities with fair values of \$5.2 billion to available-for-sale securities and \$5.9 billion to other debt securities.

\$

469,633 \$

7,464 \$

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

476,288

(809) \$

#### **Supplemental Financial Data**

(Dollars in millions)

TE basis data (1)		First Quarter 2020		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Quarter		Fourth Quarter 2019	Third Quarter 2019			Second Quarter 2019		First Quarter 2019
Net interest income	s	12,274	s	12,285	s	12,335	s	12,338	s	12,528																						
Total revenue, net of interest expense		22,911		22,494		22,955		23,233		23,157																						
Net interest yield		2.33 %		2.35%		2.41%		2.44%		2.51%																						
Efficiency ratio		58.82		58.85		66.08		57.11		57.10																						

(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. Net interest income includes FTE adjustments of \$144 million, \$145 million, \$148 million, \$149 million and \$153 million for the first quarter of 2020 and the fourth, third, second and first quarters of 2019, 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.

## Quarterly Results by Business Segment and All Other

(Dollars in millions)

		First Quarter 2020										
	C	Total Corporation		Consumer Banking		GWIM	Global Banking		g Global Markets			All Other
Net interest income	\$	12,274	\$	6,862	\$	1,571	\$	2,612	\$	1,153	\$	76
Noninterest income												
Fees and commissions:												
Card income		1,272		1,110		17		123		21		1
Service charges		1,903		995		17		796		87		8
Investment and brokerage services		3,758		70		3,122		7		567		(8)
Investment banking fees		1,388		_		115		761		602		(90)
Total fees and commissions		8,321		2,175		3,271		1,687		1,277		(89)
Market making and similar activities		2,807		1		21		87		2,973		(275)
Other income (loss)		(491)		91		73		214		(178)		(691)
Total noninterest income (loss)		10,637		2,267		3,365		1,988		4,072		(1,055)
Total revenue, net of interest expense		22,911		9,129		4,936		4,600		5,225		(979)
Provision for credit losses		4,761		2,258		189		2,093		107		114
Noninterest expense		13,475		4,495		3,600		2,321		2,813		246
Income (loss) before income taxes		4,675		2,376		1,147		186		2,305		(1,339)
Income tax expense (benefit)		665		582		281		50		599		(847)
Net income (loss)	\$	4,010	\$	1,794	\$	866	\$	136	\$	1,706	\$	(492)
Average												
Total loans and leases	\$	990,283	\$	316,946	\$	178,639	\$	386,483	\$	71,660	\$	36,555
Total assets (1)		2,494,928		811,277		303,173		465,926		712,980		201,572
Total deposits		1,439,336		736,669		263,411		382,373		33,323		23,560
Quarter end												
Total loans and leases	\$	1,050,785	\$	317,535	\$	181,492	\$	437,122	\$	78,591	\$	36,045
Total assets (1)		2,619,954		837,522		323,866		562,529		654,735		241,302
Total deposits		1,583,325		762,387		282,395		477,108		38,536		22,899

	\$         12,285         \$         6,905         \$         1,587         \$         2,559         \$         1,           1,511         1,330         29         133         1         1         1,957         1,056         18         790         3,065         8         4										
						GWIM	Glo	bal Banking	Glo	bal Markets	All Other
Net interest income			\$		\$					1,135	\$ 99
Noninterest income											
Fees and commissions:											
Card income		1,511		1,330		29		133		19	_
Service charges		1,957		1,056		18		790		87	6
Investment and brokerage services		3,578		70		3,065		8		442	(7)
Investment banking fees		1,474		_		106		809	_	581	(22)
Total fees and commissions		8,520		2,456		3,218		1,740		1,129	(23)
Market making and similar activities		1,767		1		23		44		1,441	258
Other income (loss)		(78)		152		85		798		(280)	(833)
Total noninterest income (loss)		10,209		2,609		3,326		2,582		2,290	 (598)
Total revenue, net of interest expense		22,494		9,514		4,913		5,141		3,425	(499)
Provision for credit losses		941		934		19		58		9	(79)
Noninterest expense		13,239		4,468		3,523		2,320		2,613	 315
Income (loss) before income taxes		8,314		4,112		1,371		2,763		803	(735)
Income tax expense (benefit)		1,320		1,007		336		746		229	(998)
Net income	\$	6,994	\$	3,105	\$	1,035	\$	2,017	\$	574	\$ 263
Average											
Total loans and leases	\$	973,986	\$	311,008	\$	174,374	\$	377,359	\$	73,044	\$ 38,201
Total assets (1)		2,450,005		792,190		291,723		459,444		680,067	226,581
Total deposits		1,410,439		719,668		255,912		378,510		32,866	23,483
Quarter end											
Total loans and leases	\$	983,426	\$	317,409	\$	176,600	\$	379,268	\$	72,993	\$ 37,156
Total assets (1)		2,434,079		804,093		299,770		464,032		641,806	224,378
Total deposits		1,434,803		730,745		263,113		383,180		34,676	23,089

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

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 (continued)

(Dollars in millions)

			First Quar	ter 2019	)			
	Total Corporation	Consumer Banking	GWIM	Glo	bal Banking	Glo	bal Markets	All Other
Net interest income	\$ 12,528	\$ 7,106	\$ 1,684	\$	2,790	\$	953	\$ (5)
Noninterest income								
Fees and commissions:								
Card income	1,375	1,197	26		131		20	1
Service charges	1,839	1,020	18		713		82	6
Investment and brokerage services	3,360	73	2,842		9		444	(8)
Investment banking fees	 1,264	 —	 80		709		537	 (62)
Total fees and commissions	7,838	2,290	2,966		1,562		1,083	(63)
Market making and similar activities	2,768	2	34		50		2,082	600
Other income (loss)	23	234	 136		753		63	 (1,163)
Total noninterest income (loss)	10,629	 2,526	 3,136		2,365		3,228	 (626)
Total revenue, net of interest expense	23,157	9,632	4,820		5,155		4,181	(631)
Provision for credit losses	1,013	974	5		111		(23)	(54)
Noninterest expense	 13,224	4,367	3,434		2,266		2,755	402
Income (loss) before income taxes	 8,920	4,291	 1,381		2,778		1,449	 (979)
Income tax expense (benefit)	1,609	1,051	338		750		413	(943)
Net income (loss)	\$ 7,311	\$ 3,240	\$ 1,043	\$	2,028	\$	1,036	\$ (36)
Average								
Total loans and leases	\$ 944,020	\$ 292,267	\$ 164,403	\$	370,108	\$	70,080	\$ 47,162
Total assets (1)	2,360,992	769,328	297,133		434,920		664,052	195,559
Total deposits	1,359,864	697,001	261,841		349,037		31,366	20,619
Quarter end								
Total loans and leases	\$ 945,615	\$ 292,453	\$ 164,483	\$	373,017	\$	70,052	\$ 45,610
Total assets (1)	2,377,164	794,586	296,799		436,066		671,123	178,590
Total deposits	1,379,337	721,800	261,180		343,897		31,073	21,387

 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.

#### **Consumer Banking Segment Results**

(Dollars in millions)						
		First Quarter 2020	Fourth Quarter 2019	Third Quarter 2019	Second Quarter 2019	First Quarter 2019
Net interest income	5	6,862	\$ 6,905	\$ 7,031	\$ 7,116	\$ 7,106
Noninterest income:						
Card income		1,110	1,330	1,289	1,268	1,197
Service charges		995	1,056	1,098	1,045	1,020
All other income		162	223	 306	 288	309
Total noninterest income		2,267	2,609	 2,693	 2,601	 2,526
Total revenue, net of interest expense		9,129	9,514	9,724	9,717	9,632
Provision for credit losses		2,258	934	917	947	974
Noninterest expense		4,495	4,468	 4,399	 4,412	4,367
Income before income taxes		2,376	4,112	4,408	4,358	4,291
Income tax expense		582	1,007	 1,080	 1,068	 1,051
Net income	<u>\$</u>	1,794	\$ 3,105	\$ 3,328	\$ 3,290	\$ 3,240
Net interest yield		3.57 %	3.65%	3.77%	3.87%	3.96
Return on average allocated capital <sup>(1)</sup>		19	33	36	36	36
Efficiency ratio		49.23	46.96	45.23	45.41	45.33
Balance Sheet						
Average						
Total loans and leases	\$	316,946	\$ 311,008	\$ 303,832	\$ 296,388	\$ 292,267
Total earning assets <sup>(2)</sup>		773,635	750,064	739,802	737,714	727,390
Total assets (2)		811,277	792,190	781,739	779,450	769,328
Total deposits		736,669	719,668	709,339	707,091	697,001
Allocated capital (1)		38,500	37,000	37,000	37,000	37,000

Period end					
Total loans and leases	\$ 317,535	\$ 317,409	\$ 307,925	\$ 300,411	\$ 292,453
Total earning assets (2)	800,143	760,174	747,279	744,253	752,659
Total assets <sup>(2)</sup>	837,522	804,093	788,814	787,036	794,586
Total deposits	762,387	730,745	715,778	714,289	721,800

(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 availa	ble at the time of the presentation.	

#### **Consumer Banking Key Indicators**

(Dollars in millions) Average deposit balances	First Quarter 2020	Fourth Quarter 2019	Third Quarter 2019	Second Quarter 2019	First Quarter 2019
Checking	\$ 394,678	\$ 384,256	\$ 376,821	\$ 373,912	\$ 364,908
Savings	49,358	49,048	50,013	51,688	51,294
MMS	247,018	242,147	239,941	241,050	242,460
CDs and IRAs	42,743	41,378	39,727	37,577	35,566
Other	2,872	2,839	2,837	2,864	2,773
Total average deposit balances	\$ 736,669	\$ 719,668	\$ 709,339	\$ 707,091	\$ 697,001

#### Deposit spreads (excludes noninterest costs)

Total credit card<sup>(2)</sup>

2.22 %	2.26%	2.31%	2.34%	2.31%
2.45	2.47	2.53	2.55	2.53
2.19	2.25	2.46	2.50	2.45
1.28	1.57	1.88	2.21	2.42
1.88	2.11	2.42	2.68	2.71
2.17	2.23	2.35	2.40	2.38
\$ 212,227	\$ 240,132	\$ 223,199	\$ 219,732	\$ 210,930
39,075	38,266	37,981	37,292	37,034
29,820	29,174	28,703	27,818	27,127
4,297	4,300	4,302	4,349	4,353
16,855	16,788	16,626	16,561	16,378
	2.45 2.19 1.28 1.88 2.17 \$ 212,227 \$ 212,227 39,075 29,820 4,297	2.45         2.47           2.19         2.25           1.28         1.57           1.88         2.11           2.17         2.23           \$         212,227         \$         240,132           39,075         38,266         29,820         29,174           4,297         4,300         4,300         4,300	2.45         2.47         2.53           2.19         2.25         2.46           1.28         1.57         1.88           1.88         2.11         2.42           2.17         2.23         2.35           \$         21,227         \$         240,132         \$         223,199	2.45         2.47         2.53         2.55           2.19         2.25         2.46         2.50           1.28         1.57         1.88         2.21           1.88         2.11         2.42         2.68           2.17         2.23         2.35         2.40           5         21,227         \$         240,132         \$         223,199         \$         219,322           39,075         38,266         37,981         37,292           29,820         29,174         28,703         27,818           4,297         4,300         4,302         4,349

#### Loans Average credit card outstandings \$ 94,471 94,951 94,370 93,627 95,008 s \$ s s Ending credit card outstandings 91,890 94,946 93,009 97,608 93,989 Credit quality Net charge-offs 724 717 745 \$ 770 762 \$ \$ \$ \$ 3.28% 3.03% 3.01% 3.26% 3.18% 30+ delinquency \$ 1,900 \$ 2,035 1,937 1,838 1,932 \$ \$ \$ 2.09% 2.04% 2.08% 2.07% 1.96% 90+ delinquency s 991 S 1.042 \$ 960 S 941 S 1.005 1.08 % 1.07% 1.01% 1.00% $1.08\,\%$ Other total credit card indicators<sup>(2)</sup> Gross interest yield 10.49% 10.63% 10.85% 10.76% 10.80% Risk-adjusted margin 7.94 8.68 8.45 7.93 8.03 New accounts (in thousands) 1,055 1,046 1,172 1,068 1,034 Purchase volumes 64,379 s 73,717 71,096 \$ 70,288 \$ 62,751 s \$

Debit card data						
Purchase volumes	s	88,588	\$ 93,468	\$ 90,942	\$ 91,232	\$ 85,030
Loan production <sup>(3)</sup>						
Total <sup>(4)</sup> :						
First mortgage	\$	18,938	\$ 22,114	\$ 20,664	\$ 18,229	\$ 11,460
Home equity		3,024	2,999	2,539	2,768	2,825
Consumer Banking:						
First mortgage	\$	12,881	\$ 14,645	\$ 13,622	\$ 12,757	\$ 8,155
Home equity		2,641	2,646	2,219	2,405	2,485

(1) Active digital banking users represents mobile and/or online

users. (2) In addition to the credit card portfolio in*Consumer Banking*, the remaining credit card portfolio is in

(a) In addition to the credit card portfolio in *Lonsumer Banking*, the remaining credit card portfolio is in *GWM*.
 (3) 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*.

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

# Consumer Banking Quarterly Results (Dollars in millions)

(Dollars in millions)									
		First	Quarter 2020				Fourth	Quarter 2019	
	ll Consumer Banking		Deposits	 Consumer Lending	Т	otal Consumer Banking		Deposits	Consumer Lending
Net interest income	\$ 6,862	s	3,948	\$ 2,914	\$	6,905	\$	4,037	\$ 2,868
Noninterest income:									
Card income	1,110		(8)	1,118		1,330		(8)	1,338
Service charges	995		995	_		1,056		1,056	-
All other income	 162		97	 65		223		158	 65
Total noninterest income	 2,267		1,084	 1,183		2,609		1,206	 1,403
Total revenue, net of interest expense	9,129		5,032	4,097		9,514		5,243	4,271
Provision for credit losses	2,258		115	2,143		934		95	839
Noninterest expense	 4,495		2,725	 1,770		4,468		2,727	 1,741
Income before income taxes	2,376		2,192	184		4,112		2,421	1,691
Income tax expense	 582		537	 45		1,007		593	 414
Net income	\$ 1,794	\$	1,655	\$ 139	\$	3,105	\$	1,828	\$ 1,277
Net interest yield	3.57 %		2.17%	3.76%		3.65%		2.24%	3.72%
Return on average allocated capital (1)	19		55	2		33		60	20
Efficiency ratio	49.23		54.14	43.20		46.96		52.01	40.78
Balance Sheet									
Average									
Total loans and leases	\$ 316,946	\$	5,435	\$ 311,511	\$	311,008	\$	5,434	\$ 305,574
Total earning assets (2)	773,635		731,928	312,127		750,064		713,977	306,171
Total assets (2)	811,277		764,117	317,580		792,190		746,293	315,981
Total deposits	736,669		731,277	5,392		719,668		713,924	5,744
Allocated capital (1)	38,500		12,000	26,500		37,000		12,000	25,000
Period end									
Total loans and leases	\$ 317,535	\$	5,466	\$ 312,069	\$	317,409	\$	5,467	\$ 311,942
Total earning assets (2)	800,143		756,869	312,739		760,174		724,573	312,684
Total assets (2)	837,522		789,846	317,141		804,093		758,459	322,717
Total deposits	762,387		756,873	5,514		730,745		725,665	5,080

			First Quarter 2019		
	1	Fotal Consumer Banking	Deposits		sumer nding
Net interest income	\$	7,106	\$ 4,307	s	2,799
Noninterest income:					
Card income		1,197	(7)		1,204
Service charges		1,020	1,020		_
All other income		309	232		77
Total noninterest income		2,526	1,245		1,281
Total revenue, net of interest expense		9,632	5,552		4,080
Provision for credit losses		974	46		928
Noninterest expense		4,367	2,655		1,712
Income before income taxes		4,291	2,851		1,440
Income tax expense		1,051	698		353
Net income	<u>\$</u>	3,240	\$ 2,153	\$	1,087
Net interest yield		3.96%	2.52%		3.95%
Return on average allocated capital (1)		36	73		18
Efficiency ratio		45.33	47.80		41.98
Balance Sheet					
Average					
Total loans and leases	\$	292,267	\$ 5,311	s	286,956
Total earning assets (2)		727,390	693,091		287,259
Total assets (2)		769,328	724,559		297,729
Total deposits		697,001	692,234		4,767

Allocated capital (1)	37,000	12,000		25,000
Period end				
Total loans and leases	\$ 292,453	\$ 5,282	s	287,171
Total earning assets (2)	752,659	717,792		287,661
Total assets (2)	794,586	748,818		298,562
Total deposits	721,800	716,418		5,382

(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) For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets froatil 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.	15
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# **Global Wealth & Investment Management Segment Results**

(Dollars in millions)

	Fi	rst Quarter 2020	Fo	urth Quarter 2019	Tł	nird Quarter 2019	Sec	ond Quarter 2019	Fir	st Quarter 2019
Net interest income	\$	1,571	\$	1,587	\$	1,609	\$	1,624	\$	1,684
Noninterest income:										
Investment and brokerage services		3,122		3,065		3,001		2,962		2,842
All other income		243		261		294		314		294
Total noninterest income		3,365		3,326		3,295		3,276		3,136
Total revenue, net of interest expense		4,936		4,913		4,904		4,900		4,820
Provision for credit losses		189		19		37		21		5
Noninterest expense		3,600		3,523		3,414		3,454		3,434
Income before income taxes	_	1,147		1,371		1,453		1,425		1,381
Income tax expense		281		336		356		349		338
Net income	\$	866	\$	1,035	\$	1,097	\$	1,076	\$	1,043
Net interest yield		2.17%		2.25%		2.30%		2.35%		2.40%
Return on average allocated capital <sup>(1)</sup>		23		28		30		30		29
Efficiency ratio		72.95		71.71		69.61		70.47		71.25
Balance Sheet										
Average										
Total loans and leases	\$	178,639	\$	174,374	\$	170,414	\$	166,324	\$	164,403
Total earning assets (2)		290,916		279,367		277,338		277,033		285,050
Total assets <sup>(2)</sup>		303,173		291,723		289,460		289,835		297,133
Total deposits		263,411		255,912		254,460		253,940		261,841
Allocated capital (1)		15,000		14,500		14,500		14,500		14,500
Period end		181,492	\$	176,600	\$	172,677	\$	168,993	\$	164,483
Period end Total loans and leases	\$					075.064		275,360		284,454
	8	311,118		287,195		275,864		275,500		
	\$	311,118 323,866		287,195 299,770		275,864		287,903		296,799

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.

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

(Dollars in millions, except as noted)	H	irst Quarter 2020	Fo	ourth Quarter 2019	Т	hird Quarter 2019	S	econd Quarter 2019	Firs	st Quarter 2019
Revenue by Business										
Merrill Lynch Global Wealth Management	\$	4,073	\$	4,046	\$	4,053	\$	4,047	\$	3,965
Bank of America Private Bank		863		867		851		853		855
Total revenue, net of interest expense	<u>s</u>	4,936	\$	4,913	\$	4,904	\$	4,900	\$	4,820
Client Balances by Business, at period end										
Merrill Lynch Global Wealth Management	\$	2,215,531	\$	2,558,102	\$	2,443,614	\$	2,440,710	\$	2,384,492
Bank of America Private Bank		443,080		489,690		462,347		458,081		452,477
Total client balances	<u>s</u>	2,658,611	\$	3,047,792	\$	2,905,961	\$	2,898,791	\$	2,836,969
Client Balances by Type, at period end										
Assets under management <sup>(1)</sup>	\$	1,092,482	\$	1,275,555	\$	1,212,120	\$	1,203,783	\$	1,169,713
Brokerage and other assets		1,155,461		1,372,733		1,305,926		1,314,457		1,282,091
Deposits		282,395		263,103		252,466		251,818		261,168
Loans and leases <sup>(2)</sup>		184,011		179,296		175,579		172,265		167,455
Less: Managed deposits in assets under management		(55,738)		(42,895)		(40,130)		(43,532)		(43,458)
Total client balances	<u>s</u>	2,658,611	\$	3,047,792	\$	2,905,961	\$	2,898,791	\$	2,836,969
Assets Under Management Rollforward										
Assets under management, beginning balance	\$	1,275,555	\$	1,212,120	\$	1,203,783	\$	1,169,713	\$	1,072,234
Net client flows		7,035		8,144		5,529		5,274		5,918
Market valuation/other		(190,108)		55,291		2,808		28,796		91,561
Total assets under management, ending balance	<u>s</u>	1,092,482	\$	1,275,555	\$	1,212,120	\$	1,203,783	\$	1,169,713
Associates, at period end										
Number of financial advisors		17,646		17,458		17,657		17,508		17,535
Total wealth advisors, including financial advisors		19,628		19,440		19,672		19,512		19,524
Total primary sales professionals, including financial advisors and wealth advisors		20,851		20,586		20,775		20,611		20,657
Merrill Lynch Global Wealth Management Metric										
Financial advisor productivity (in thousands)	\$	1,138	\$	1,108	\$	1,096	\$	1,082	\$	1,039
Bank of America Private Bank Metric, at period end										
Primary sales professionals		1,778		1,766		1,811		1,808		1,795
<ol> <li>Defined as managed assets under advisory and/or discretion of <i>GWIM</i>.</li> <li>Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.</li> </ol>										

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

Current period information is preliminary a	nd based on company data available at the time of the pre	esentation.
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## **Global Banking Segment Results**

(Dollars in millions)						
		First Quarter 2020	Fourth Quarter 2019	Third Quarter 2019	Second Quarter 2019	First Quarter 2019
Net interest income	\$	2,612	\$ 2,559	\$ 2,617	\$ 2,709	\$ 2,790
Noninterest income:						
Service charges		796	790	763	749	713
Investment banking fees		761	809	902	717	709
All other income		431	 983	 930	 800	 943
Total noninterest income		1,988	 2,582	 2,595	 2,266	 2,365
Total revenue, net of interest expense		4,600	5,141	5,212	4,975	5,155
Provision for credit losses		2,093	58	120	125	111
Noninterest expense		2,321	2,320	2,219	2,211	2,266
Income before income taxes		186	 2,763	 2,873	 2,639	2,778
Income tax expense		50	746	776	713	750
Net income	<u>s</u>	136	\$ 2,017	\$ 2,097	\$ 1,926	\$ 2,028
Net interest yield		2.57 %	2.51%	2.69%	2.80%	2.98%
Return on average allocated capital <sup>(1)</sup>		1	20	20	19	20
Efficiency ratio		50.44	45.11	42.58	44.45	43.96
Balance Sheet						
Average						
Total loans and leases	\$	386,483	\$ 377,359	\$ 377,109	\$ 372,531	\$ 370,108
Total earning assets (2)		409,052	404,299	385,999	387,819	380,308
Total assets (2)		465,926	459,444	441,186	442,591	434,920
Total deposits		382,373	378,510	360,457	362,619	349,037
Allocated capital (1)		42,500	41,000	41,000	41,000	41,000
Period end						
Total loans and leases	S	437,122	\$ 379,268	\$ 377,658	\$ 376,948	\$ 373,017
Total earning assets (2)		505,451	407,180	397,589	384,884	381,490
Total assets (2)		562,529	464,032	452,642	440,352	436,066

(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.

477,108

383,180

371,887

358,902

(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.

Total deposits

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

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343,897

#### **Global Banking Key Indicators**

(Dollars in millions)		First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
		2020	 2019	 2019	 2019	 2019
Investment Banking fees <sup>(1)</sup>						
Advisory <sup>(2)</sup>	\$	247	\$ 352	\$ 427	\$ 254	\$ 303
Debt issuance		424	341	356	324	327
Equity issuance		90	 116	 119	 139	 79
Total Investment Banking fees <sup>(3)</sup>	<u>s</u>	761	\$ 809	\$ 902	\$ 717	\$ 709
Business Lending						
Corporate	\$	951	\$ 1,002	\$ 1,024	\$ 923	\$ 1,045
Commercial		981	1,032	1,020	1,046	1,034
Business Banking		82	 88	 91	 90	 94
Total Business Lending revenue	<u>s</u>	2,014	\$ 2,122	\$ 2,135	\$ 2,059	\$ 2,173
Jobal Transaction Services						
Corporate	\$	871	\$ 1,015	\$ 967	\$ 1,005	\$ 1,007
Commercial		878	857	862	889	891
Business Banking		256	264	267	267	266
Total Global Transaction Services revenue	<u>s</u>	2,005	\$ 2,136	\$ 2,096	\$ 2,161	\$ 2,164
Lverage deposit balances						
Interest-bearing	s	206,851	\$ 209,343	\$ 197,801	\$ 195,575	\$ 174,924
Noninterest-bearing		175,522	169,167	162,656	167,044	174,113
Total average deposits	\$	382,373	\$ 378,510	\$ 360,457	\$ 362,619	\$ 349,037
.oan spread		1.40 %	1.37%	1.41%	1.41%	1.44
Provision for credit losses	S	2,093	\$ 58	\$ 120	\$ 125	\$ 111
Credit quality (4, 5)						
Reservable criticized utilized exposure	S	15,187	\$ 9,996	\$ 10,346	\$ 10,260	\$ 10,308
		3.34 %	2.51%	2.61%	2.59%	2.62
Nonperforming loans, leases and foreclosed properties	s	1,700	\$ 1,333	\$ 1,208	\$ 1,088	\$ 1,087
		0.39 %	0.36%	0.32%	0.29%	0.29
Average loans and leases by product						
U.S. commercial	\$	220,967	\$ 217,326	\$ 219,324	\$ 215,941	\$ 214,642
Non-U.S. commercial		92,526	87,872	86,016	84,263	82,663
Commercial real estate		53,009	51,761	51,069	51,006	50,517
Commercial lease financing		19,980	20,399	20,700	21,320	22,286
Other		1	1	_	1	_
Total average loans and leases	<u>s</u>	386,483	\$ 377,359	\$ 377,109	\$ 372,531	\$ 370,108
fotal Corporation Investment Banking fees						
Advisory <sup>(2)</sup>	\$	269	\$ 377	\$ 452	\$ 288	\$ 343
Debt issuance		927	797	816	746	748
Equity issuance		283	322	308	395	234
Total investment banking fees including self-led deals		1,479	 1,496	1,576	1,429	1,325
Self-led deals		(91)	(22)	(43)	(58)	(61)

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

Lending. (2) Advisory includes fees on debt and equity advisory and mergers and acquisitions. (3) Investment banking fees represent only the fee component in*Global Banking* and do not include certain other items shared with the Investment Banking Group under internal revenue sharing

(a) Criticized exposure corresponds to the Special Mention, Substandard and Doubful 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 letters of credit ters of credit automatic summercial guarantees.
 (5) Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed

properties.

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

#### **Global Markets Segment Results**

		First		Fourth	Third		Second		First
		Quarter 2020		Quarter 2019	Quarter 2019		Quarter 2019		Quarter 2019
Net interest income	\$	1,153	\$	1,135	\$ 1,016	\$	811	\$	953
Noninterest income:									
Investment and brokerage services		567		442	419		433		444
Investment banking fees		602		581	585		585		537
Market making and similar activities		2,973		1,441	1,580		1,961		2,082
All other income		(70)		(174)	 263		354		165
Total noninterest income		4,072		2,290	 2,847		3,333		3,228
Total revenue, net of interest expense <sup>(1)</sup>		5,225		3,425	3,863		4,144		4,181
Provision for credit losses		107		9	—		5		(23)
Noninterest expense		2,813		2,613	2,678		2,675		2,755
Income before income taxes		2,305		803	 1,185		1,464		1,449
Income tax expense		599		229	338		417		413
Net income	s	1,706	\$	574	\$ 847	\$	1,047	\$	1,036
	_					_			
Return on average allocated capital <sup>(2)</sup>		19%		7%	10%		12%		12%
Efficiency ratio		53.82		76.29	69.32		64.55		65.91
Balance Sheet									
Average									
Average Total trading-related assets	s	503,048	\$	489,256	\$ 498,791	\$	496,205	s	474,303
	S	503,048 71,660	\$	489,256 73,044	\$ 498,791 71,589	s	496,205 70,587	s	474,303 70,080
Total trading-related assets	s		S		\$	\$		S	
Total trading-related assets Total loans and leases	S	71,660	S	73,044	\$ 71,589	\$	70,587	\$	70,080
Total trading-related assets Total loans and leases Total earning assets	S	71,660 501,616	S	73,044 481,401	\$ 71,589 476,919	\$	70,587 474,061	\$	70,080 472,414
Total trading-related assets Total loans and leases Total earning assets Total assets	S	71,660 501,616 712,980	S	73,044 481,401 680,067	\$ 71,589 476,919 687,393	\$	70,587 474,061 685,412	S	70,080 472,414 664,052
Total trading-related assets         Total loans and leases         Total earning assets         Total assets         Total deposits         Allocated capital <sup>(2)</sup>	S	71,660 501,616 712,980 33,323	S	73,044 481,401 680,067 32,866	\$ 71,589 476,919 687,393 30,155	\$	70,587 474,061 685,412 31,128	S	70,080 472,414 664,052 31,366
Total trading-related assets         Total loans and leases         Total earning assets         Total assets         Total deposits         Allocated capital <sup>(2)</sup>	s	71,660 501,616 712,980 33,323	S	73,044 481,401 680,067 32,866	\$ 71,589 476,919 687,393 30,155	\$	70,587 474,061 685,412 31,128	S	70,080 472,414 664,052 31,366
Total trading-related assets         Total loans and leases         Total carning assets         Total assets         Total deposits         Allocated capital <sup>(2)</sup>		71,660 501,616 712,980 33,323 36,000		73,044 481,401 680,067 32,866 35,000	71,589 476,919 687,393 30,155 35,000		70,587 474,061 685,412 31,128 35,000		70,080 472,414 664,052 31,366 35,000
Total trading-related assets         Total loans and leases         Total carning assets         Total assets         Total deposits         Allocated capital <sup>(2)</sup>		71,660 501,616 712,980 33,323 36,000 439,480		73,044 481,401 680,067 32,866 35,000 452,496	71,589 476,919 687,393 30,155 35,000 497,206		70,587 474,061 685,412 31,128 35,000 487,094		70,080 472,414 664,052 31,366 35,000 485,637
Total trading-related assets         Total loans and leases         Total carning assets         Total deposits         Allocated capital <sup>(2)</sup> Priod end         Total trading-related assets         Total loans and leases		71,660 501,616 712,980 33,323 36,000 439,480 78,591		73,044 481,401 680,067 32,866 35,000 452,496 72,993	71,589 476,919 687,393 30,155 35,000 497,206 74,979		70,587 474,061 685,412 31,128 35,000 487,094 74,136		70,080 472,414 664,052 31,366 35,000 485,637 70,052
Total trading-related assets         Total loans and leases         Total carning assets         Total assets         Total deposits         Allocated capital (2)		71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632		73,044 481,401 680,067 32,866 35,000 452,496 72,993 471,701	71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303		70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836		70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700
Total trading-related assets         Total loans and leases         Total carning assets         Total deposits         Allocated capital (2)    Priod end           Total trading-related assets         Total loans and leases         Total trading-related assets		71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632 654,735		73,044 481,401 680,067 32,866 35,000 452,496 72,993 471,701 641,806	71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303 689,023		70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836 674,985		70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700 671,123
Total trading-related assets         Total carning assets         Total assets         Total deposits         Allocated capital (2)         Vertor end         Total loans and leases         Total trading-related assets         Total loans and leases         Total assets         Total assets         Total loans and leases         Total assets         Total assets         Total assets         Total assets         Total deposits		71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632 654,735		73,044 481,401 680,067 32,866 35,000 452,496 72,993 471,701 641,806	71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303 689,023		70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836 674,985		70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700 671,123
Total trading-related assets         Total cans and leases         Total cansing assets         Total assets         Total deposits         Allocated capital (2)    Protol end          Total trading-related assets         Total assets         Total trading-related assets         Total assets         Total assets         Total assets         Total assets         Total assets         Total assets	S	71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632 654,735 38,536	S	73,044 481,401 680,067 32,866 35,000 452,496 72,993 471,701 641,806 34,676	\$ 71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303 689,023 30,885	\$	70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836 674,985 29,961	S	70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700 671,123 31,073
Total trading-related assets         Total loans and leases         Total carning assets         Total assets         Total deposits         Allocated capital <sup>(2)</sup> Period end         Total loans and leases         Total loans and leases         Total rading-related assets         Total assets         Total carning assets         Total carning assets         Total deposits         Total carning assets         Total carning assets         Total deposits	S	71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632 654,735 38,536	S	73,044       481,401       680,067       32,866       35,000       452,496       72,993       471,701       641,806       34,676       247,098	\$ 71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303 689,023 30,885 261,182	\$	70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836 674,985 29,961 251,401	S	70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700 671,123 31,073
Total trading-related assets         Total carning assets         Total assets         Total deposits         Allocated capital (2)         Veriod end         Total loans and leases         Total trading-related assets         Total assets         Total assets         Total trading-related assets         Total assets<	S	71,660 501,616 712,980 33,323 36,000 439,480 78,591 465,632 654,735 38,536 257,254 115,698	S	73,044 481,401 680,067 32,866 35,000 452,496 72,993 471,701 641,806 34,676 247,098 116,280	\$ 71,589 476,919 687,393 30,155 35,000 497,206 74,979 478,303 689,023 30,885 261,182 110,907	\$	70,587 474,061 685,412 31,128 35,000 487,094 74,136 475,836 674,985 29,961 251,401 117,730	S	70,080 472,414 664,052 31,366 35,000 485,637 70,052 470,700 671,123 31,073 225,254 122,753

 Substantially an 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 21.
 (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. (1) 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

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

## **Global Markets Key Indicators**

(Dollars in millions)									
		First Quarter 2020	er Qua		Third Quarter 2019		Second Quarter 2019		First Quarter 2019
Sales and trading revenue <sup>(1)</sup>									
Fixed-income, currencies and commodities	s	2,945	\$	1,754	\$	2,056	\$	2,098	\$ 2,281
Equities		1,690		1,015		1,152		1,144	 1,182
Total sales and trading revenue	\$	4,635	\$	2,769	\$	3,208	\$	3,242	\$ 3,463
Sales and trading revenue, excluding net debit valuation adjustment <sup>(2)</sup>									
Fixed-income, currencies and commodities	s	2,671	\$	1,835	\$	2,074	\$	2,128	\$ 2,360
Equities		1,664		1,020		1,149		1,145	1,193
Total sales and trading revenue, excluding net debit valuation adjustment	\$	4,335	\$	2,855	\$	3,223	\$	3,273	\$ 3,553
Sales and trading revenue breakdown									
Net interest income	s	1,024	\$	1,008	\$	886	\$	665	\$ 750
Commissions		557		432		410		423	433
Trading		2,972		1,441		1,580		1,960	2,081
Other		82		(112)		332		194	199
Total sales and trading revenue	s	4,635	\$	2,769	\$	3,208	\$	3,242	\$ 3,463

(1) Includes Global Banking sales and trading revenue of\$228 million, \$139 million, \$152 million, \$130 million and \$118 million for the first quarter of 2020 and the fourth, third, second and first quarters of 2019,

(1) Includes *Global Banking* sales and trading revenue ob226 million, \$137 million, \$1

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)

(	First Quarter 2020		Fourth Quarter 2019		Third Quarter 2019	Second Quarter 2019		Q	First Quarter 2019
\$	76	\$	99	\$	62	\$	78	\$	(5)
	(1,055)	(	598)		(810)		(581)		(626)
	(979)	(	499)		(748)		(503)		(631)
	114		(79)		(295)		(241)		(54)
	246		315		2,459		516		402
	(1,339)	(	735)		(2,912)		(778)		(979)
	(847)	(	998)		(1,320)		(787)		(943)
\$	(492)	\$	263	\$	(1,592)	\$	9	\$	(36)
		Quarter 2020 5 76 (1,055) (979) 114 246 (1,339) (847)	Quarter 2020         Quarter 2019           \$         76         \$           (1,055)         ((           (979)         ((           114         (           246         (           (1,339)         ((	Quarter 2020         Quarter 2019           \$         76         \$         99           (1,055)         (598)         (598)           (979)         (499)         (499)           114         (79)         (79)           246         315         (735)           (1,339)         (735)         (998)	Quarter 2020         Quarter 2019           \$         76         \$         99         \$           (1,055)         (598)         (499)         (499)           (979)         (499)         (499)         (499)           114         (79)         (73)         (735)           (1,339)         (735)         (998)         (998)	Quarter 2020         Quarter 2019         Quarter 2019           \$         76         \$         99         \$         62           (1,055)         (598)         (810)         (810)           (979)         (499)         (748)           114         (79)         (295)           246         315         2,459           (1,339)         (735)         (2,912)           (847)         (998)         (1,320)	Quarter 2020         Quarter 2019         Quarter 2019         Quarter 2019<	Quarter 2020         Quarter 2019         Quarter 2019         Quarter 2019         Quarter 2019           \$         76         \$         99         \$         62         \$         78           (1,055)         (598)         (810)         (581)           (979)         (499)         (748)         (503)           114         (79)         (295)         (241)           246         315         2,459         516           (1,339)         (735)         (2,912)         (778)           (847)         (998)         (1,320)         (787)	Quarter 2020         Quarter 2019         Quarter 2019<

Balance Sheet

\$	36,555	\$	38,201	\$	41,789	\$	44,695	\$	47,162
	201,572		226,581		212,445		201,763		195,559
	23,560		23,483		20,641		20,672		20,619
s	36,045	\$	37,156	\$	39,671	\$	43,312	\$	45,610
	241,302		224,378		207,519		205,616		178,590
	22,899		23,089		21,808		20,106		21,387
		201,572 23,560 \$ 36,045 241,302	201,572 23,560 \$ 36,045 \$ 241,302	201,572 226,581 23,560 23,483 \$ 36,045 \$ 37,156 241,302 224,378	201,572         226,581           23,560         23,483           \$         36,045         \$         37,156         \$           241,302         224,378         \$         \$         \$	201,572         226,581         212,445           23,560         23,483         20,641           \$         36,045         \$         37,156         \$         39,671           241,302         224,378         207,519         201,519	201,572         226,581         212,445           23,560         23,483         20,641           \$         36,045         \$         37,156         \$         39,671         \$           241,302         224,378         207,519         \$         \$         \$         \$	201,572         226,581         212,445         201,763           23,560         23,483         20,641         20,672           \$         36,045         \$         37,156         \$         39,671         \$         43,312           241,302         224,378         207,519         205,616	201,572         226,581         212,445         201,763           23,560         23,483         20,641         20,672           \$         36,045         \$         37,156         \$         39,671         \$         43,312         \$           241,302         224,378         207,519         205,616         \$         \$         \$

All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, liquidating businesses and certain expenses not otherwise allocated to a business segment. ALM activities encompass certain residential mortgages, debt securities, and interest rate and foreign currency risk management activities. Substantially all of the results of ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as 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 d8572.2 billion, \$554.2 billion, \$545.5 billion, \$543.9 billion and \$542.5 billion at March 31, 2020, December 31, 2019, September 30, 2019, June 30, 2019 and March 31, 2019, respectively.

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

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

(Dollars in millions)					
	N	farch 31	Ι	December 31	March 31
		2020		2019	 2019
Consumer					
Residential mortgage	\$	243,545	\$	236,169	\$ 212,023
Home equity		39,567		40,208	46,241
Credit card		91,890		97,608	93,009
Direct/Indirect consumer (1)		90,246		90,998	89,548
Other consumer <sup>(2)</sup>		150		192	152
Total consumer loans excluding loans accounted for under the fair value option		465,398		465,175	440,973
Consumer loans accounted for under the fair value option <sup>(3)</sup>		556		594	 668
Total consumer		465,954		465,769	441,641

#### Commercial

U.S. commercial	358,504	307,048	300,399
Non-U.S. commercial	116,612	104,966	101,029
Commercial real estate <sup>(4)</sup>	66,654	62,689	61,215
Commercial lease financing	19,180	19,880	21,196
	560,950	494,583	483,839
U.S. small business commercial <sup>(5)</sup>	15,421	15,333	14,616
Total commercial loans excluding loans accounted for under the fair value option	576,371	509,916	498,455
Commercial loans accounted for under the fair value option <sup>(3)</sup>	 8,460	 7,741	 5,519
Total commercial	584,831	 517,657	503,974
Total loans and leases	\$ 1,050,785	\$ 983,426	\$ 945,615

(1) Includes primarily auto and specialty lending loans and leases o\$50.0 billion, \$50.4 billion, U.S. securities-based lending loans of\$36.4 billion, \$36.7 billion and \$35.8 billion and non-U.S. consumer loans of\$3.0 billion, \$2.8 billion at \$2.8 billion at \$42.9 billion at \$42.9 billion, \$2.8 billion at \$42.9 billion at \$42.9 billion, \$36.7 billion at \$35.8 billion at \$35.8 billion and \$35.8 billion and \$35.8 billion at \$35.8 billion at \$42.9 billion, \$2.8 billion at \$42.9 billion, \$36.7 billion at \$42.9 billion, \$42.8 billion at \$42.9 billion at \$42.9 billion, \$42.9 billion

(c) Substantially all of other consumer is consumer seconsumer overdrafts.
 (3) Consumer loans accounted for under the fair value option includes residential mortgage loans of 231 million, \$257 million and \$315 million, and home equity loans of \$325 million, \$337 million and \$353 million at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.
 (4) Includes U.S. commercial real estate loans of \$62.9 billion, \$59.0 billion and \$56.8 billion and non-U.S. commercial real estate loans of \$3.8 billion, \$3.7 billion at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.
 (5) Includes card-related mortgage loans of \$3.8 billion and \$4.4 billion at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.

products.

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

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

(Dollars in millions)										
					First Quar	ter 20	20			
	c	Total Corporation		Consumer Banking	 GWIM		Global Banking		Global Markets	 All Other
Consumer			_							
Residential mortgage	\$	239,994	\$	121,718	\$ 86,375	\$	1	\$	_	\$ 31,900
Home equity		40,040		31,712	3,129		_		308	4,891
Credit card		94,471		91,709	2,762		_		_	_
Direct/Indirect and other consumer		90,954		50,752	 40,198		_	_	_	4
Total consumer		465,459		295,891	132,464		1		308	36,795
Commercial										
U.S. commercial		330,420		21,040	41,085		220,967		47,176	152
Non-U.S. commercial		111,388		_	800		92,526		18,038	24
Commercial real estate		63,418		15	4,288		53,009		6,097	9
Commercial lease financing		19,598			 2		19,980		41	(425)
Total commercial		524,824		21,055	46,175		386,482		71,352	 (240)
Total loans and leases	\$	990,283	\$	316,946	\$ 178,639	\$	386,483	\$	71,660	\$ 36,555
			-			-		-		

			Fourth Qua	rter 20	)19		
	Total Corporation	Consumer Banking	 GWIM		Global Banking	 Global Markets	 All Other
Consumer							
Residential mortgage	\$ 231,849	\$ 114,871	\$ 83,899	\$	1	\$ _	\$ 33,078
Home equity	41,230	32,447	3,192		_	295	5,296
Credit card	94,951	92,131	2,820		_	_	—
Direct/Indirect and other consumer	90,924	50,827	40,091		_	 —	6
Total consumer	458,954	290,276	130,002		1	295	38,380
Commercial							
U.S. commercial	326,945	20,716	39,704		217,326	48,967	232
Non-U.S. commercial	104,787	_	532		87,872	16,373	10
Commercial real estate	63,324	16	4,134		51,761	7,404	9
Commercial lease financing	19,976	_	2		20,399	 5	(430)
Total commercial	515,032	20,732	44,372		377,358	72,749	 (179)
Total loans and leases	\$ 973,986	\$ 311,008	\$ 174,374	\$	377,359	\$ 73,044	\$ 38,201

			First Quarter 2019								
	С	Total orporation		onsumer Banking		GWIM		Global Banking		Global Markets	 All Other
Consumer			_								
Residential mortgage	\$	210,174	\$	93,881	\$	76,822	\$	_	\$	_	\$ 39,471
Home equity		47,690		35,816		3,575		_		348	7,951
Credit card		95,008		92,213		2,795		_		_	_
Direct/Indirect and other consumer		90,430		50,602		39,824		_		_	4
Total consumer		443,302		272,512		123,016		_		348	47,426
Commercial											
U.S. commercial		316,089		19,742		37,727		214,642		43,766	212
Non-U.S. commercial		101,996		_		107		82,663		19,198	28
Commercial real estate		60,859		13		3,550		50,517		6,768	11
Commercial lease financing		21,774		_		3		22,286		_	(515)
Total commercial		500,718		19,755		41,387		370,108		69,732	(264)
Total loans and leases	\$	944,020	\$	292,267	\$	164,403	\$	370,108	\$	70,080	\$ 47,162
	_										

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							
	1	March 31 2020	De	2019 2019	March 31 2019		March 31 2020	December 31 2019	March 31 2019						
Asset managers and funds	s	73,372	\$	71,289	\$ 67,300	\$	109,279	\$ 109,972	\$ 104,843						
Real estate <sup>(5)</sup>		75,649		70,341	66,568		95,474	96,349	87,529						
Capital goods		48,272		41,060	38,628		86,225	80,871	73,686						
Finance companies		46,089		40,171	36,432		66,609	63,940	57,199						
Healthcare equipment and services		40,241		34,353	36,095		58,237	55,918	56,488						
Government and public education		44,403		41,889	42,950		55,527	53,566	54,321						
Materials		30,712		26,663	28,203		53,332	52,128	52,286						
Retailing		33,505		25,868	25,943		49,501	48,317	45,945						
Food, beverage and tobacco		27,653		24,163	23,978		47,384	45,956	43,153						
Consumer services		34,753		28,434	25,514		46,611	49,071	42,788						
Energy		18,328		16,407	14,643		38,041	36,327	32,842						
Commercial services and supplies		25,572		23,102	21,549		36,921	38,943	38,768						
Transportation		27,775		23,448	23,519		36,091	33,027	32,099						
Utilities		14,537		12,383	12,208		31,743	36,060	30,146						
Global commercial banks		29,072		26,492	27,767		31,268	28,670	30,040						
Individuals and trusts		20,052		18,926	18,628		28,657	27,815	25,159						
Media		13,604		12,429	11,676		24,277	23,629	23,641						
Technology hardware and equipment		12,837		10,645	11,514		23,799	24,071	24,398						
Consumer durables and apparel		12,648		10,193	9,870		21,249	21,245	18,625						
Vehicle dealers		18,315		18,013	18,100		21,196	21,435	21,168						
Software and services		11,337		10,432	9,658		19,936	20,556	20,727						
Pharmaceuticals and biotechnology		6,285		5,962	6,638		19,554	20,203	18,660						
Financial markets infrastructure (clearinghouses)		14,935		9,351	8,338		17,352	11,851	10,053						
Automobiles and components		11,272		7,345	7,632		16,714	14,910	14,143						
Telecommunication services		10,082		9,144	8,695		15,919	16,103	16,158						
Insurance		7,413		6,669	5,841		14,793	15,214	13,834						
Food and staples retailing		6,797		6,290	5,982		10,667	10,392	9,733						
Religious and social organizations		4,372		3,844	4,061		6,135	5,756	6,077						
Total commercial credit exposure by industry	\$	719,882	\$	635,306	\$ 617,930	\$	1,082,491	\$ 1,062,295	\$ 1,004,509						

(1) 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 eash collateral of \$53.3 billion and \$32.4 billion at March 31, 2020, December 31, 2019 and March 31, 2020, December 31, 2019 and March 31, 2020, December 31, 2019, respectively.
 (a) Total utilized and total committed exposure includes loans of\$8.5 billion, and \$5.5 billion and \$5.5 billion and \$5.6 billion, and \$5.6 billion, and \$61 million accounted for under the fair value option at March 31, 2020, December 31, 2019, respectively.
 (b) Includes ULS small business commercial

(3) Includes U.S. small business commercial

(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 primary business activity of the borrowers or the counterparties using operating cash flows and primary source of repayment as key factors.

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.

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

(Dollars in millions)

	Funded Loans and Loan Equivalents (1)	Unfunded Loan Commitments	Net Counterparty Exposure	Securities/ Other Investments <sup>(2)</sup>	Country Exposure at March 31 2020	Hedges and Credit Default Protection <sup>(3)</sup>	Net Country Exposure at March 31 2020 <sup>(4)</sup>	Increase (Decrease) from December 31 2019
United Kingdom	\$ 35,343	\$ 14,564	\$ 10,902	\$ 3,081	\$ 63,890	\$ (2,086)	\$ 61,804	\$ 5,960
Germany	36,034	6,447	4,009	1,150	47,640	(2,706)	44,934	14,106
Japan	20,528	904	1,967	2,380	25,779	(938)	24,841	14,309
France	13,359	7,220	1,475	1,537	23,591	(1,858)	21,733	5,478
Canada	10,098	6,529	2,071	3,558	22,256	(568)	21,688	1,566
China	12,297	410	1,617	875	15,199	(353)	14,846	(741)
Australia	6,642	2,670	1,780	1,767	12,859	(447)	12,412	1,310
India	7,843	268	599	3,542	12,252	(151)	12,101	84
Brazil	7,602	234	372	3,301	11,509	(201)	11,308	(464)
Netherlands	6,834	2,489	959	488	10,770	(891)	9,879	(448)
Switzerland	5,561	2,769	400	477	9,207	(419)	8,788	1,403
Hong Kong	6,735	292	402	1,170	8,599	(33)	8,566	1,510
South Korea	5,692	828	529	1,433	8,482	(164)	8,318	(387)
Singapore	4,121	310	700	2,837	7,968	(50)	7,918	92
Belgium	5,248	865	653	1,158	7,924	(237)	7,687	1,180
Mexico	4,286	1,198	191	944	6,619	(424)	6,195	(1,616)
Spain	3,015	1,267	315	722	5,319	(464)	4,855	133
Italy	2,657	1,628	593	692	5,570	(976)	4,594	(783)
Ireland	2,756	930	326	445	4,457	(15)	4,442	1,075
United Arab Emirates	3,179	163	374	62	3,778	(43)	3,735	148
Total top 20 non-U.S. countries exposure	\$ 199.830	\$ 51,985	\$ 30.234	\$ 31.619	\$ 313,668	\$ (13.024)	\$ 300.644	\$ 43.915

 Total top 20 non-U.S. countries exposure
 \$
 199,830
 \$
 51,985
 \$
 30,234
 \$
 31,669
 \$
 (13,024)
 \$
 300,644
 \$
 43,915

 (1) Includes loans, leases, and other extensions of credit and funds, including letters of credit and use for credit and use for credit default swaps purchased, consisting of single-name and lease losses.
 (13,024)
 \$
 300,644
 \$
 43,915

 (2) Includes loans, leases, and other extensions of credit 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 swaps purchased.
 (2) Long securities exposure are netted on a single-name basis to, but not below, zero by short exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps of the standard standard

(a) Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps swaps.
 (3) 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.
 (4) 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.

#### Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)

	N	March 31 2020	De	cember 31 2019	Se	ptember 30 2019	June 30 2019	N	farch 31 2019
Residential mortgage	\$	1,580	\$	1,470	\$	1,551	\$ 1,744	\$	1,773
Home equity		578		536		585	1,203		1,751
Direct/Indirect consumer		46		47		53	 80		54
Total consumer		2,204		2,053		2,189	 3,027		3,578
U.S. commercial		1,240		1,094		966	820		870
Non-U.S. commercial		90		43		51	122		80
Commercial real estate		408		280		185	112		213
Commercial lease financing		44		32		35	 55		52
		1,782		1,449		1,237	1,109		1,215
U.S. small business commercial		70		50		50	 51		57
Total commercial		1,852	_	1,499		1,287	 1,160		1,272
Total nonperforming loans and leases		4,056		3,552		3,476	4,187		4,850
Foreclosed properties (1)		275		285		247	 265		295
Total nonperforming loans, leases and foreclosed properties <sup>(2, 3, 4)</sup>	\$	4,331	\$	3,837	\$	3,723	\$ 4,452	\$	5,145
Fully-insured home loans past due 30 days or more and still accruing	\$	1,598	\$	1,811	\$	1,919	\$ 2,155	\$	2,390
Consumer credit card past due 30 days or more and still accruing		1,900		2,035		1,937	1,838		1,932
Other loans past due 30 days or more and still accruing		3,904		3,746		3,286	 2,864		2,905
Total loans past due 30 days or more and still accruing <sup>(3, 5, 6)</sup>	\$	7,402	\$	7,592	\$	7,142	\$ 6,857	\$	7,227
Fully-insured home loans past due 90 days or more and still accruing	\$	951	\$	1,088	\$	1,203	\$ 1,364	\$	1,593
Consumer credit card past due 90 days or more and still accruing		991		1,042		960	941		1,005
Other loans past due 90 days or more and still accruing		384		283		496	 268		181
Total loans past due 90 days or more and still accruing <sup>(3, 5, 6)</sup>	\$	2,326	\$	2,413	\$	2,659	\$ 2,573	\$	2,779
Nonperforming loans, leases and foreclosed properties/Total assets(7)		0.17%		0.16%		0.15%	0.19%		0.22 %
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties7)		0.42		0.39		0.39	0.47		0.55
Nonperforming loans and leases/Total loans and leases <sup>(7)</sup>		0.39		0.36		0.36	0.44		0.52
Commercial reservable criticized utilized exposure <sup>(8)</sup>	\$	17,400	\$	11,452	\$	11,835	\$ 11,834	\$	11,821
Commercial reservable criticized utilized exposure/Commercial reservable utilized exposure <sup>(8)</sup>		2.84 %		2.09%		2.17%	2.19%		2.22 %
Total commercial criticized utilized exposure/Commercial utilized exposure(8)		2.65		2.00		2.02	2.04		2.07

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 \$224 million, \$260 million, \$275 million, \$294 million and \$400 million at March 31, 2020, December 30, 2019, September 30, 2019, June 30, 2019 and March 31, 2019, respectively.
 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 document loans loans.

(3) For periods prior to 2020, balances do not include purchased credit-impaired loans vert the remaining life of the loan.
 (3) For periods prior to 2020, balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

over the remaining life of the loan.
(4) Balances do not include nonperforming loans held-for-sale of \$223 million, \$237 million, \$278 million and \$457 million and nonperforming loans accounted for under the fair value option of \$6 million, \$6 million, \$7 million, \$10 million and \$457 million and set million and set million at March 31, 2020, December 31, 2019, September 30, 2019, June 30, 2019 and March 31, 2019, respectively.
(5) Balances do not include loans held-for-sale past due 90 days or more and still accruing of \$5, \$11 million, \$24 million, \$3 million, \$4 million, \$3 million at March 31, 2020, December 31, 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, respectively, and loans held-for-sale past due 90 days or more and still accruing of \$0, \$11 million, \$3 million, \$0 and \$1 million at March 31, 2020, December 31, 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, September 30, 2019, and March 31, 2019, respectively. At 2019, September 30, 2019, September 30 March 31, 2020, December 31, 2019, September 30, 2019, June 30, 2019 and March 31, 2019, there were \$52 million, \$9 million, \$9 million and \$6 million, respectively, of loans accounted for under the fair value option past due 30 days (6) These balances are excluded from total nonperforming loans, leases and foreclosed

(a) The trained and state of the state and the proteining train, teace and the received properties.
 (b) Train assets and total loans and leases do not include loans accounted for under the fair value option ds 9.0 billion, \$7.7 billion, \$7.7 billion, \$7.9 billion at March 31, 2020, December 31, 2019, September 30, 2019, June 30, 2019, and March 31, 2020, respectively.
 (b) 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.

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

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

(Dollars in millions)						
	(	First Quarter 2020	Fourth Quarter 2019	 Third Quarter 2019	 Second Quarter 2019	First Quarter 2019
Nonperforming Consumer Loans and Leases:						
Balance, beginning of period	\$	2,053	\$ 2,189	\$ 3,027	\$ 3,578	\$ 3,842
Additions		477	291	335	390	391
Reductions:						
Paydowns and payoffs		(106)	(121)	(197)	(195)	(188)
Sales		(6)	(109)	(748)	(502)	(164)
Returns to performing status <sup>(2)</sup>		(165)	(143)	(185)	(189)	(249)
Charge-offs (3)		(27)	(31)	(23)	(29)	(28)
Transfers to foreclosed properties		(22)	(23)	 (20)	 (26)	(26)
Total net reductions to nonperforming loans and leases		151	 (136)	 (838)	(551)	(264)
Total nonperforming consumer loans and leases, end of period		2,204	2,053	2,189	3,027	3,578
Foreclosed properties		226	 229	 188	 205	 236
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$	2,430	\$ 2,282	\$ 2,377	\$ 3,232	\$ 3,814
Nonperforming Commercial Loans and Leases <sup>(4)</sup> :						

Balance, beginning of period	\$ 1,499	\$ 1,287	\$ 1,160	\$ 1,272	\$ 1,102
Additions	781	527	492	389	640
Reductions:					
Paydowns	(212)	(169)	(161)	(210)	(108)
Sales	(16)	(22)	(33)	(117)	(43)
Return to performing status <sup>(5)</sup>	(16)	(15)	(48)	(23)	(34)
Charge-offs	(184)	(107)	(123)	(151)	(97)
Transfers to foreclosed properties	_	(2)	_	_	(7)
Transfers to loans held-for-sale	 _	 	 _	 _	 (181)
Total net additions (reductions) to nonperforming loans and leases	353	212	127	(112)	170
Total nonperforming commercial loans and leases, end of period	 1,852	1,499	1,287	1,160	1,272
Foreclosed properties	49	56	59	60	59
Nonperforming commercial loans, leases and foreclosed properties, end of period	\$ 1,901	\$ 1,555	\$ 1,346	\$ 1,220	\$ 1,331

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

For amounts excluded from nonperforming loans, leases and foreclosed properties, see tootnotes usonperforming Loans, Leases and Foreclosed Properties Properties and Foreclosed Properties and Foreclosed Properties

(5) Instance of the database continuous control of the second of the second 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 <sup>(1)</sup> (Dollars in millions)

(Dollars in millions)	Firs Quart 2020	er	Four Quar 201	rter	Thi Qua 20	rter		ond arter 19	Fin Qua 20	rter
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Net Charge-offs										
Residential mortgage <sup>(2)</sup>	\$ (1)	— %	\$ 4	0.01 %	\$ (38)	(0.07)%	\$ 3	0.01 %	\$ (16)	(0.03)%
Home equity (3)	(11)	(0.11)	(12)	(0.12)	(202)	(1.85)	(155)	(1.36)	11	0.10
Credit card	770	3.28	724	3.03	717	3.01	762	3.26	745	3.18
Direct/Indirect consumer	40	0.18	39	0.17	76	0.33	40	0.18	54	0.24
Other consumer	74	n/m	83	n/m	69	n/m	41	n/m	41	n/m
Total consumer	872	0.75	838	0.72	622	0.55	691	0.62	835	0.77
U.S. commercial	163	0.21	54	0.07	53	0.07	66	0.09	83	0.11
Non-U.S. commercial	1	-	(31)	(0.12)	67	0.26	48	0.19		-
Total commercial and industrial	164	0.16	23	0.02	120	0.12	114	0.11	83	0.08
Commercial real estate	6	0.04	21	0.13	(1)	-	4	0.02	5	0.03
Commercial lease financing	5	0.10	7	0.13	1	0.02	13	0.26		_
	175	0.14	51	0.04	120	0.10	131	0.11	88	0.07
U.S. small business commercial	75	1.95	70	1.83	69	1.83	65	1.76	68	1.90
Total commercial	250	0.19	121	0.09	189	0.15	196	0.16	156	0.13
Total net charge-offs	\$ 1,122	0.46	\$ 959	0.39	\$ 811	0.34	\$ 887	0.38	\$ 991	0.43
By Business Segment and All Other										
Consumer Banking	\$ 963	1.22 %	\$ 924	1.18 %	\$ 905	1.18 %	\$ 915	1.24 %	\$ 925	1.28 %
Global Wealth & Investment Management	9	0.02	17	0.04	39	0.09	12	0.03	12	0.03
Global Banking	160	0.17	40	0.04	116	0.12	129	0.14	82	0.09
Global Markets	7	0.04	9	0.05	-	_	-	-	_	-
All Other	(17)	(0.19)	(31)	(0.32)	(249)	(2.43)	(169)	(1.54)	(28)	(0.24)
Total net charge-offs	\$ 1,122	0.46	\$ 959	0.39	\$ 811	0.34	\$ 887	0.38	\$ 991	0.43

(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

(2) Includes loan sale net charge-offs (recoveries) of\$0, \$2 million, \$(25) million, \$0 and \$(10) million for the first quarter of2020 and the fourth, third, second and first quarters of 2019,

(3) Includes han also be charge of the form of the form of the form of the form of the first quarter of 2020 and the fourth, third, second and first quarters of 2019,

respectively. n/m = not meaningful

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)

	Ma	rch 31, 2020	Jan	uary 1, 2020	Dece	mber 31, 2019	Ma	rch 31, 2019
Allowance for loan and lease losses	Amount	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Loans and Leases Outstanding <sup>(1, 2)</sup>
Residential mortgage	\$ 430	0.18%	\$ 212	0.09%	\$ 325	0.14%	\$ 379	0.18%
Home equity	378	0.96	228	0.57	221	0.55	443	0.96
Credit card	7,583	8.25	6,809	6.98	3,710	3.80	3,666	3.94
Direct/Indirect consumer	623	0.69	566	0.62	234	0.26	238	0.27
Other consumer	52	n/m	55	n/m	52	n/m	30	n/m
Total consumer	9,066	1.95	7,870	1.69	4,542	0.98	4,756	1.08
U.S. commercial <sup>(3)</sup>	4,135	1.11	2,723	0.84	3,015	0.94	2,997	0.95
Non-U.S.commercial	1,041	0.89	668	0.64	658	0.63	705	0.70
Commercial real estate	1,439	2.16	1,036	1.65	1,042	1.66	965	1.58
Commercial lease financing	85	0.45	61	0.31	159	0.80	154	0.73
Total commercial	6,700	1.16	4,488	0.88	4,874	0.96	4,821	0.97
Allowance for loan and lease losses	15,766	1.51	12,358	1.27	9,416	0.97	9,577	1.02
Reserve for unfunded lending commitments	1,360		1,123		813		802	
Allowance for credit losses	\$ 17,126		\$ 13,481	_	\$ 10,229		\$ 10,379	

#### Asset Quality Indicators

Allowance for loan and lease losses/Total loans and leases <sup>(2)</sup>	1.51%	1.27%	0.97%	1.02%
Allowance for loan and lease losses/Total nonperforming loans and leases (4)	389	331	265	197
Ratio of the allowance for loan and lease losses/Annualized net charge-offs	3.49	n/m	2.48	2.38

(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 include residential mortgage loans of \$231 million, \$257 million and \$315 million as \$353 million at March 31, 2020, December 31, 2019 and March 31, 2019, respectively. Commercial loans accounted for under the fair value option include U.S. commercial loans of \$5.1 billion, \$4.7 billion and \$2.8 billion and non-U.S. commercial loans of \$3.4 billion, \$3.1 billion and \$2.7 billion and \$2.7 billion and \$2.7 billion and \$2.8 billion and \$2.8 billion and \$5.2 billion and \$2.6 billion at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.
 (2) Total loans and leases do not include loans accounted for under the fair value option of \$9.0 billion, \$8.3 billion and \$6.2 billion at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.

(3) Includes allowance for loan and lease losses for U.S. small business commercial loans **60**.1 billion, \$523 million and \$489 million at March 31, 2020, December 31, 2019 and March 31, 2019,

respectively. (4) Allowance for loan and lease losses includes 8.6 billion, \$4.2 billion and \$4.1 billion allocated to products (primarily the Consumer Lending portfolios within *Consumer Banking*) that are excluded from nonperforming loans and leases aMarch 31, 2020, December 31, 2019 and March 31, 2019, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wak78 percent, 148 percent and 113 percent at March 31, 2020, December 31, 2019 and March 31, 2019, respectively.

n/m = not meaningful

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, except per share information)

The Corporation 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 net income applicable to common shareholders as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible expression of adjusted deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's net income as a percentage of adjusted deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's net income as a percentage of adjusted average total shareholders' equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible explose loss converse less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible explose how have per common shareholders' equity divided by ending common shareholders' equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the tables below for reconciliations of these non-GAAP financial measures to the most closely related financial measures defined by GAAP for there months ended March 31, 2020 December 31, 2019, September 30, 2019, June 30, 2019 and March 31, 2019. 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.

	First Quarter 2020		Fourth Quarter 2019		Tł	Third Quarter 2019		cond Quarter 2019	Fi	irst Quarter 2019
Reconciliation of income before income taxes to pretax, pre-provision income										
Income before income taxes	\$	4,531	\$	8,169	\$	6,859	\$	8,959	\$	8,767
Provision for credit losses		4,761		941		779		857		1,013
Pretax, pre-provision income	\$	9,292	\$	9,110	\$	7,638	\$	9,816	\$	9,780
Reconciliation of average shareholders' equity to average tangible shareholders' equity and average tangible common shareholders' equity										
Shareholders' equity	\$	264,534	\$	266,900	\$	270,430	\$	267,975	\$	266,217
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)
Intangible assets (excluding mortgage servicing rights)		(1,655)		(1,678)		(1,707)		(1,736)		(1,763)
Related deferred tax liabilities		728		730		752		770		841
Tangible shareholders' equity	\$	194,656	\$	197,001	\$	200,524	\$	198,058	\$	196,344
Preferred stock		(23,456)		(23,461)		(23,800)		(22,537)		(22,326)
Tangible common shareholders' equity	\$	171,200	\$	173,540	\$	176,724	\$	175,521	\$	174,018
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity and period-end tangible common shareholders' equity										
Shareholders' equity	\$	264,918	\$	264,810	\$	268,387	\$	271,408	\$	267,010
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)
Intangible assets (excluding mortgage servicing rights)		(1,646)		(1,661)		(1,690)		(1,718)		(1,747)

intangible assets (excluding mortgage servicing rights)	(	(1,040)	(	1,001)	(1,090)	(1,/18)	(1, /4/)
Related deferred tax liabilities		790		713	 734	 756	 773
Tangible shareholders' equity	\$ 19	95,111	\$ 19	4,911	\$ 198,480	\$ 201,495	\$ 197,085
Preferred stock	(2	23,427)	(23	3,401)	(23,606)	(24,689)	(22,326)
Tangible common shareholders' equity	\$ 17	71,684	\$ 17	1,510	\$ 174,874	\$ 176,806	\$ 174,759

Reconciliation of period-end assets to period-end tangible assets

Assets	\$ 2,619,954	\$ 2,434,079	\$ 2,426,330	\$ 2,395,892	\$ 2,377,164
Goodwill	(68,951)	(68,951)	(68,951)	(68,951)	(68,951)
Intangible assets (excluding mortgage servicing rights)	(1,646)	(1,661)	(1,690)	(1,718)	(1,747)
Related deferred tax liabilities	 790	 713	 734	 756	 773
Tangible assets	\$ 2,550,147	\$ 2,364,180	\$ 2,356,423	\$ 2,325,979	\$ 2,307,239
Book value per share of common stock					
Common shareholders' equity	\$ 241,491	\$ 241,409	\$ 244,781	\$ 246,719	\$ 244,684
Ending common shares issued and outstanding	8,675.5	8,836.1	9,079.3	9,342.6	9,568.4
Book value per share of common stock	\$ 27.84	\$ 27.32	\$ 26.96	\$ 26.41	\$ 25.57
Tangible book value per share of common stock					
Tangible common shareholders' equity	\$ 171,684	\$ 171,510	\$ 174,874	\$ 176,806	\$ 174,759
Ending common shares issued and outstanding	8,675.5	8,836.1	9,079.3	9,342.6	9,568.4
Tangible book value per share of common stock	\$ 19.79	\$ 19.41	\$ 19.26	\$ 18.92	\$ 18.26

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