# 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 1934Date of Report (Date of earliest event reported): October 18, 2007

## 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 (Address of principal executive offices)

## 28255

(Zip Code)
704.386.5681
(Registrant's telephone number, including area code)

## Not Applicable

(Former name or former address, if changed since last report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

On October 18, 2007, Bank of America Corporation (the "Registrant") announced financial results for the third quarter ended September 30, 2007, reporting third quarter net income of $\$ 3.70$ billion and diluted earnings per common share of $\$ 0.82$. A copy of the press release announcing the Registrant's results for the third quarter ended September 30, 2007 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 7.01. REGULATION FD DISCLOSURE.

On October 18, 2007, the Registrant held an investor conference call and webcast to disclose financial results for the third quarter ended September 30, 2007. The Supplemental Information package for use during this conference call is furnished herewith as Exhibit 99.2 and incorporated by reference in Item 7.01. All information in the Supplemental Information package is presented as of September 30, 2007, and the Registrant does not assume any obligation to correct or update said information in the future.

The information in the preceding paragraph, as well as Exhibit 99.2 referenced therein shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, nor shall it be deemed incorporated by reference in filings under the Securities Act of 1933.

## ITEM 8.01. OTHER EVENTS.

On October 18, 2007, the Registrant announced financial results for the third quarter ended September 30, 2007, reporting third quarter net income of $\$ 3.70$ billion and diluted earnings per common share of $\$ 0.82$. A copy of the press release announcing the Registrant's results for the third quarter ended September 30, 2007 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits.

The following exhibits are filed herewith:

Exhibit No.

## SIGNATURE

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

## BANK OF AMERICA CORPORATION

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

## EXHIBIT INDEX

Press Release dated October 18, 2007 with respect to the Registrant's financial results for the third quarter ended September 30, 2007.

October 18, 2007
Investors May Contact:
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# Bank of America Third Quarter Earnings Per Share Decline 31\% to 82 Cents 

Capital Markets Losses Offset Solid Revenue Growth in Most Businesses
CHARLOTTE - Bank of America Corporation today reported third quarter net income declined 32 percent to $\$ 3.70$ billion from $\$ 5.42$ billion a year earlier. Diluted earnings per share fell 31 percent to $\$ 0.82$ from $\$ 1.18$.

Lower net income resulted from a $\$ 1.33$ billion decline in earnings in Global Corporate and Investment Banking given the significant disruption in the financial markets during the quarter. Provision expense increased $\$ 865$ million due to consumer and small business credit costs rising from post bankruptcy reform lows, growth and seasoning in various portfolios and stress in several portfolios driven by the weakened U.S. housing market.
"While the significant dislocations in the capital markets have hurt most participants, we are still very disappointed in our third quarter performance," said Kenneth D. Lewis, chairman and chief executive officer. "However, the majority of our businesses experienced solid revenue growth as sales momentum continued, demonstrating the value of our diverse business mix. We continued to invest in our businesses for the long-term and to introduce innovative products and services to differentiate Bank of America in the marketplace. While we cannot predict the near-term, I am confident that such innovation and execution combined with the advantages of scale and reach are the formula for future success."

## More

## Page 2

## Impact of Capital Markets on Financial Results

- Unprecedented market disruptions impacted trading results. As a result, Global Corporate and Investment Banking net income fell 93 percent to $\$ 100$ million from $\$ 1.43$ billion a year earlier.
- Capital Markets and Advisory Services, a business within GCIB which includes Liquid Products, Credit Products, Structured Products and Equities, posted a $\$ 717$ million net loss compared with net income of $\$ 298$ million a year earlier. Included in the net loss for the quarter were $\$ 247$ million in markdowns, net of fees, on leveraged and non-leveraged loans and commitments
- Contributing to the loss in Credit Products was a $\$ 607$ million trading revenue loss due principally to the breakdowns in traditiona pricing relationships, which made hedges ineffective, and the widening of credit spreads.
- Structured Products, which includes asset-backed and residential mortgage-backed securities, commercial mortgages, collateralized debt obligations (CDOs) and structured credit trading had a net revenue loss of $\$ 527$ million. The loss arose from lower investment banking fees and trading declines principally due to the same conditions affecting Credit Products.


## Third Quarter 2007 Business Highlights (vs. a year earlier)

- Total sales of retail products rose 12 percent, generated by strong growth in sales of first mortgages, checking and savings accounts and online banking activations. Net new retail checking accounts grew to a record 757,000.
- Retail deposits increased $\$ 16.52$ billion, or 4 percent. Debit card purchase volume increased 11 percent and an increase in retail accounts drove service charge income higher by 8 percent.
- First mortgage originations rose 27 percent helped by the success of No Fee Mortgage PLUS, which accounted for 21 percent of first mortgage production in the third quarter.
- Average loans and leases in Business Lending increased 9 percent to nearly $\$ 240$ billion
- Total unit sales to small businesses with less than $\$ 2.5$ million in annual sales rose 24 percent, while average deposits grew 9 percent.


## More

## Page 3

- Total assets under management (AUM) in Global Wealth and Investment Management increased to a record of nearly $\$ 710$ billion helped by the addition of U.S. Trust and strong net flows. On a 1 -year and 3 -year AUM weighted basis, 63 percent and 96 percent, respectively, of the Columbia Funds and Excelsior equity funds were in the top 2 performance quartiles compared with their peer group.


## Third Quarter 2007 Financial Summary

## Revenue

Revenue net of interest expense on a fully taxable-equivalent basis declined 12 percent to $\$ 16.30$ billion from $\$ 18.49$ billion in the third quarter 2006.
Noninterest income fell 24 percent to $\$ 7.31$ billion from $\$ 9.60$ billion in the third quarter of 2006. The decrease was mainly due to trading account losses of $\$ 1.46$ billion and the absence of a gain on the sale of the company's operations in Brazil recognized in the third quarter of last year. The decrease was partially offset by the absence of a $\$ 469$ million loss on the sale of debt securities a year earlier and improvements in investment and brokerage services and equity investment income.

Net interest income on a fully taxable-equivalent basis was $\$ 8.99$ billion compared with $\$ 8.89$ billion the previous year. The net interest yield narrowed 12 basis points to 2.61 percent.

## Efficiency

Noninterest expense decreased 4 percent to $\$ 8.54$ billion from $\$ 8.86$ billion a year earlier as a result of lower capital markets incentive compensation and pretax merger and restructuring charges. Pretax merger and restructuring charges mainly related to the U.S. Trust acquisition were $\$ 84$ million compared with $\$ 269$ million a year earlier which were associated with the MBNA purchase. The efficiency ratio on a fully taxable-equivalent basis was 52.40 percent.


 have limited eligibility and may not be available to all investors.

## More

## Page 4

## Credit Quality

Credit costs continued to rise from the unusually low levels experienced in 2006 post bankruptcy reform. Given weakened housing and capital markets conditions, certain sectors began to experience some weakness. However, overall credit quality remained sound as credit card losses stabilized, declining from the second quarter.

Provision expense in the third quarter rose from a year ago due to higher net charge-offs and increased reserves from the seasoning of the small business and home equity portfolios, reflecting growth in these businesses. The company also added reserves for its home equity and homebuilder loan portfolios in view of the impact of the weakened U.S. housing market

- Provision for credit losses was $\$ 2.03$ billion, up from $\$ 1.81$ billion in the second quarter of 2007 , and $\$ 1.17$ billion in the third quarter of 2006 .
- Net charge-offs were $\$ 1.57$ billion, or 0.80 percent of total average loans and leases. This compared with $\$ 1.50$ billion, or 0.81 percent, in the second quarter of 2007 and $\$ 1.28$ billion, or 0.75 percent, in the third quarter of 2006 .
- Total managed net losses were $\$ 2.84$ billion, or 1.27 percent of total average managed loans and leases compared with $\$ 2.77$ billion, or 1.31 percent, in the second quarter of 2007 and $\$ 2.20$ billion, or 1.11 percent, in the third quarter of 2006
- Nonperforming assets were $\$ 3.37$ billion, or 0.43 percent of total loans, leases and foreclosed properties, at September 30 compared with $\$ 2.39$ billion, or 0.32 percent, at June 30, 2007 and $\$ 1.66$ billion, or 0.25 percent at September 30, 2006.
- The allowance for loan and lease losses was $\$ 9.54$ billion, or 1.21 percent of total loans and leases measured at historical cost at September 30 compared with $\$ 9.06$ billion, or 1.20 percent, at June 30 and $\$ 8.87$ billion, or 1.33 percent, at September 30, 2006.


## Capital Management

Total shareholders' equity was $\$ 138.51$ billion at September 30. Period-end assets were $\$ 1.6$ trillion. The Tier 1 capital ratio was 8.22 percent, down from 8.52 percent at June 30, 2007 and 8.48 percent a year ago due to the impact of the U.S. Trust acquisition.

During the quarter, Bank of America paid a cash dividend of $\$ 0.64$ per share. The company also issued 9.5 million common shares related to employee stock options and ownership plans and repurchased 9.6 million common shares. Period-ending common shares issued and outstanding were 4.44 billion for the third quarter of 2007, compared with 4.44 billion for the second quarter of 2007 and 4.50 billion for the third quarter of 2006 .

## More

## Page 5

## Third Quarter 2007 Business Segment Results

## Global Consumer and Small Business Banking ${ }^{1}$

| (Dollars in millions) | Q3 2007 | Q3 2006 |
| :---: | :---: | :---: |
| Total managed revenue net of interest expense ${ }^{2}$ | \$ 11,985 | \$ 11,284 |
| Provision for credit losses | 3,121 | 2,049 |
| Noninterest expense | 4,971 | 4,619 |
| Net Income | 2,452 | 2,919 |
| Efficiency ratio | 41.48\% | 40.94\% |
| Return on average equity | 15.63 | 18.70 |
| Managed loans and leases ${ }^{3}$ | \$331,656 | \$291,028 |
| Deposits ${ }^{3}$ | 321,552 | 332,500 |

${ }^{1}$ Managed basis. Managed basis assumes that loans that have been securitized were not sold and presents earnings on these loans in a manner similar to the way loans that have not been sold (i.e. held loans) are presented. For more information and detailed reconciliation, please refer to the data pages supplied with this Press Release.

2 Fully taxable-equivalent basis
${ }^{3}$ Balances averaged for period
Managed net revenue rose 6 percent as higher card income and service charge income helped generate an 11 percent increase in noninterest income. Net income decreased 16 percent from a year ago as credit costs rose.

The provision for credit losses increased 52 percent to $\$ 3.12$ billion. The increase resulted mainly from portfolio seasoning due to growth in the businesses and increased losses post bankruptcy reform. The weak housing market also contributed to adding reserves for the home equity portfolio,

- Deposits net revenue rose 4 percent to $\$ 4.42$ billion and net income increased 3 percent to $\$ 1.32$ billion as service charges and debit card income rose.
- Card Services managed net revenue rose 6 percent to $\$ 6.50$ billion while net income of $\$ 1.08$ billion declined 25 percent as credit costs increased Card losses stabilized and declined from the second quarter.
- Consumer Real Estate had $\$ 837$ million in net revenue, a 15 percent increase, as home equity balances rose and first mortgage originations grew. Net income fell 55 percent to $\$ 73$ million on higher credit costs.


## More

## Page 6

## Global Corporate and Investment Banking

| (Dollars in millions) | Q3 2007 | Q3 2006 |
| :---: | :---: | :---: |
| Total revenue net of interest expense ${ }^{1}$ | \$ 2,885 | \$ 5,168 |
| Provision for credit losses | 228 | 36 |
| Noninterest expense | 2,486 | 2,861 |
| Net Income | 100 | 1,433 |
| Efficiency ratio | 86.19\% | 55.36\% |
| Return on average equity | 0.91 | 13.82 |
| Loans and leases ${ }^{2}$ | \$267,758 | \$234,800 |
| Trading-related assets ${ }^{2}$ | 356,867 | 339,119 |
| Deposits ${ }^{2}$ | 217,632 | 194,806 |
| ${ }^{1}$ Fully taxable-equivalent basis <br> ${ }^{2}$ Balances averaged for period |  |  |

Net revenue fell 44 percent as sales and trading-related revenue declined, reducing noninterest income by 95 percent. Net income fell 93 percent due to the revenue decrease and higher provision expense (see Impact of Capital Markets on Financial Results on page 2 for details).

The provision for credit losses increased to $\$ 228$ million from $\$ 36$ million a year ago, reflecting the impact of the weak housing market particularly on the homebuilder sector.

Spread compression continued to dampen results in Business Lending and Treasury Services, which otherwise continued to deepen client relationships while recording solid business activity.

- Business Lending net revenue rose 1 percent to $\$ 1.39$ billion while net income decreased 27 percent to $\$ 379$ million because of higher credit costs and continued spread compression. Average loans and leases increased 9 percent to nearly $\$ 240$ billion.
- Capital Markets and Advisory Services had a net revenue loss of $\$ 184$ million, reflecting declines in trading associated with the disruption in the credit markets. The business had a net loss of $\$ 717$ million on sales and trading losses, declines in investment banking fees and markdowns on loans held for sale and unfunded commitments partially offset by lower incentive compensation. While results in Credit Products and Structured Products were sharply lower Liquid Products registered good gains.


## More

- Treasury Services net revenue declined 8 percent to $\$ 1.75$ billion, while net income decreased 12 percent to $\$ 558$ million reflecting the sale of a merchant services business a year earlier and spread compression.


## More

## Page 8

## Global Wealth and Investment Management

| (Dollars in millions) | Q3 2007 |  | Q3 2006 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total revenue net of interest expense ${ }^{1}$ | \$ | 2,200 | \$ | 1,778 |
| Provision for credit losses |  | (29) |  | 0 |
| Noninterest expense |  | 1,274 |  | 965 |
| Net Income |  | 599 |  | 513 |
| Efficiency ratio |  | 57.91\% |  | 54.31\% |
| Return on average equity |  | 19.98 |  | 20.95 |
| Loans and leases ${ }^{2}$ | \$ | 77,041 | \$ | 61,684 |
| Deposits ${ }^{2}$ |  | 127,819 |  | 100,915 |
| (in billions) | At 9/30/07 |  | At 9/30/06 |  |
| Assets under management | \$ | 709.9 | \$ | 517.0 |
| ${ }^{1}$ Fully taxable-equivalent basis <br> ${ }^{2}$ Balances averaged for period |  |  |  |  |

In July, Bank of America completed the acquisition of U.S. Trust, creating U.S. Trust, Bank of America Private Wealth Management, within Global Wealth and Investment Management to serve wealthy and ultra-wealthy clients.

Net revenue in Global Wealth and Investment Management increased 24 percent as higher customer activity and improved client asset inflows resulted in a 34 percent increase in noninterest income. Net income increased 17 percent from a year ago as fee income increased. The acquisition of U.S. Trust contributed about 10 percent to net revenue and 5 percent to net income.

Asset management fees increased 42 percent to a record $\$ 976$ million driven by higher assets under management helped by nearly $\$ 116$ billion in assets added from the acquisition of U.S. Trust, net asset inflows of more than $\$ 44$ billion and increased market values of more than $\$ 38$ billion.

- U.S. Trust, Bank of America Private Wealth Management net revenue rose 48 percent to $\$ 674$ million and net income rose 55 percent to $\$ 143$ million due to the acquisition of U.S. Trust, which contributed nearly 30 percent to net revenue and 22 percent to net income, increased lending and deposits volume and strong customer activity.

More

- Columbia Management net revenue rose 30 percent to $\$ 488$ million supported by strong client inflows, increased market values and the addition of U.S. Trust, which contributed 6 percent to net revenue. Net income increased 46 percent to $\$ 114$ million, with U.S. Trust contributing 4 percent.
- Premier Banking and Investments net revenue rose 11 percent to $\$ 948$ million on record investment and brokerage services results, up 28 percent from a year ago. Net income increased 12 percent to $\$ 325$ million.

More

## Page 10

## All Other ${ }^{1}$

| (Dollars in millions) | Q3 2007 | Q3 2006 |
| :--- | ---: | ---: |
| Totar revenue net of interest expense ${ }^{2}$ | $(766)$ | $\$(962$ |
| Provision for credit losses | $(1,290)$ | $(920)$ |
| Noninterest expense | $(188)$ | 418 |
| Net Income | 547 | 551 |
| Loans and leases $^{3}$ | $\$ 104,061$ | $\$ 85,965$ |

1 All Other consists primarily of equity investments, the residual impact of the allowance for credit losses and the cost allocation processes, Merger and Restructuring Charges, intersegment eliminations, and the results of certain consumer finance and commercial lending businesses that are being liquidated. All Other also includes the offsetting securitization impact to present Global Consumer and Small Business Banking on a managed basis. For more information and detailed reconciliation, please refer to the data pages supplied with this Press Release.
2 Fully taxable-equivalent basis
${ }^{3}$ Balances averaged for period
All Other net income was $\$ 547$ million compared with $\$ 551$ million a year earlier. Revenue compared with last year was lower without the contribution from the sale of Brazil operations. This was offset partly by reduced other expenses from certain liquidating businesses. Equity investments income rose 24 percent to $\$ 852$ million from $\$ 687$ million.

Note: Chief Executive Officer Kenneth D. Lewis and Joe L. Price, chief financial officer, will discuss third quarter 2007 results in a conference call at 9:30 a.m. (Eastern Time) today. The call can be accessed via a webcast available on the Bank of America Investor Relations Web site at
http://investor.bankofamerica.com.

## More

## Page 11

Bank of America
Bank of America is one of the world's largest financial institutions, serving individual consumers, small and middle market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk-management products and services. The company provides unmatched convenience in the United States, serving more than 57 million consumer and small business relationships with more than 5,700 retail banking offices, more than 17,000 ATMs and award-winning online banking with more than 23 million active users. Bank of America is the No. 1 overall Small Business Administration (SBA) lender in the United States and the No. 1 SBA lender to minority-owned small businesses. The company serves clients in 175 countries and has relationships with 99 percent of the U.S. Fortune 500 companies and 80 percent of the Fortune Global 500. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

This press release contains forward-looking statements, including statements about the financial conditions, results of operations and earnings outlook of Bank of America Corporation. The forward-looking statements involve certain risks and uncertainties. Factors that may cause actual results or earnings to differ materially from such forward-looking statements include, among others, the following: 1) projected business increases following process changes and other investments are lower than expected; 2) competitive pressure among financial services companies increases significantly; 3) general economic conditions are less favorable than expected; 4) political conditions including the threat of future terrorist activity and related actions by the United States abroad may adversely affect the company's businesses and economic conditions as a whole; 5) changes in the interest rate environment and market liquidity reduce interest margins, impact funding sources and effect the ability to originate and distribute financial products in the primary and secondary markets; 6) changes in foreign exchange rates increases exposure; 7) changes in market rates and prices may adversely impact the value of financial products; 8) legislation or regulatory environments, requirements or changes adversely affect the businesses in which the company is engaged; 9) changes in accounting standards, rules or interpretations, 10) litigation liabilities, including costs, expenses, settlements and judgments, may adversely affect the company or its businesses; 11) mergers and acquisitions and their integration into the company; and 12) decisions to downsize, sell or close units or otherwise change the business mix of any of the company. Accordingly, readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they are made. Bank of America does not undertake to update forward-looking statements to reflect the impact of circumstances or events that arise after the date the forward-looking statements are made. For further information regarding Bank of America Corporation, please read the Bank of America reports filed with the SEC and available at www.sec.gov.

## More

Columbia Mutual Funds: Please consider the investment objectives, risks, charges and expenses of Columbia mutual funds carefully before investing. Contact your financial advisor for a prospectus which contains this and other important information about the fund. Read it carefully before you invest.

Columbia Management: Columbia Management is the primary investment management division of Bank of America Corporation. Columbia Management entities furnish investment management services and advise institutional and mutual fund portfolios. Columbia Funds are distributed by Columbia Management Distributors, Inc., member NASD, SIPC. Columbia Management Distributors, Inc. is part of Columbia Management and an affiliate of Bank of America Corporation.
www.bankofamerica.com

## Bank of America Corporation

## Selected Financial Data

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

| Summary Income Statement | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Net interest income | \$ | 8,615 | \$ | 8,586 | \$ | 25,269 | \$ | 25,992 |
| Total noninterest income |  | 7,314 |  | 9,598 |  | 28,378 |  | 28,102 |
| Total revenue, net of interest expense |  | 15,929 |  | 18,184 |  | 53,647 |  | 54,094 |
| Provision for credit losses |  | 2,030 |  | 1,165 |  | 5,075 |  | 3,440 |
| Other noninterest expense |  | 8,459 |  | 8,594 |  | 26,463 |  | 25,943 |
| Merger and restructuring charges |  | 84 |  | 269 |  | 270 |  | 561 |
| Income before income taxes |  | 5,356 |  | 8,156 |  | 21,839 |  | 24,150 |
| Income tax expense |  | 1,658 |  | 2,740 |  | 7,125 |  | 8,273 |
| Net income | \$ | 3,698 | \$ | 5,416 | \$ | 14,714 | \$ | 15,877 |
| Earnings per common share | \$ | 0.83 | \$ | 1.20 | \$ | 3.30 | \$ | 3.49 |
| Diluted earnings per common share |  | 0.82 |  | 1.18 |  | 3.25 |  | 3.44 |
| Summary Average Balance Sheet | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Total loans and leases | \$ | 780,516 | \$ | 673,477 | \$ | 745,162 | \$ | 641,909 |
| Debt securities |  | 174,568 |  | 236,033 |  | 179,589 |  | 235,874 |
| Total earning assets |  | ,375,795 |  | 1,302,366 |  | 1,352,177 |  | 1,258,927 |
| Total assets |  | ,580,565 |  | 1,497,987 |  | 1,554,760 |  | 1,457,087 |
| Total deposits |  | 702,481 |  | 676,851 |  | 695,465 |  | 670,552 |
| Shareholders' equity |  | 134,487 |  | 129,262 |  | 133,878 |  | 129,256 |
| Common shareholders' equity |  | 131,606 |  | 129,098 |  | 131,017 |  | 129,021 |
| Performance Ratios | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Return on average assets |  | 0.93\% |  | 1.43\% |  | 1.27\% |  | 1.46\% |
| Return on average common shareholders' equity |  | 11.02 |  | 16.64 |  | 14.88 |  | 16.44 |
| Credit Quality | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Net charge-offs | \$ | 1,573 | \$ | 1,277 | \$ | 4,495 | \$ | 3,122 |
| Annualized net charge-offs as a \% of average loans and leases outstanding ${ }^{(1)}$ |  | 0.80\% |  | 0.75\% |  | 0.80\% |  | 0.65\% |
| Provision for credit losses | \$ | 2,030 | \$ | 1,165 | \$ | 5,075 | \$ | 3,440 |
| Managed credit card net losses |  | 2,024 |  | 1,748 |  | 6,076 |  | 4,468 |
| Managed credit card net losses as a \% of average managed credit card receivables |  | 4.67\% |  | 4.23\% |  | 4.81\% |  | 3.68\% |



|  | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| Shares issued |  | 9,499 |  | 29,704 |  | 49,734 |  | 98,312(2) |
| Shares repurchased |  | $(9,580)$ |  | $(59,500)$ |  | $(71,030)$ |  | $(231,000)$ |
| Average common shares issued and outstanding |  | 4,420,616 |  | 4,499,704 |  | 4,424,269 |  | 4,547,693 |
| Average diluted common shares issued and outstanding |  | 4,475,917 |  | 4,570,558 |  | 4,483,465 |  | 4,614,599 |
| Dividends paid per common share | \$ | 0.64 | \$ | 0.56 | \$ | 1.76 | \$ | 1.56 |


| ary End | September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  |
| Total loans and leases | \$ | 793,537 | \$ | 669,149 |
| Total debt securities |  | 177,296 |  | 195,152 |
| Total earning assets |  | 1,362,543 |  | 1,216,965 |
| Total assets |  | 1,578,763 |  | 1,449,211 |
| Total deposits |  | 699,222 |  | 665,905 |
| Total shareholders' equity |  | 138,510 |  | 133,597 |
| Common shareholders' equity |  | 135,109 |  | 132,771 |
| Book value per share of common stock | \$ | 30.45 | \$ | 29.52 |

[^0]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation

## Business Segment Results

(Dollars in millions)

| Global Consumer and Small Business Banking ${ }^{(1)}$ | Three Months Ended September 30 |  |  |  | Nine Months Ended September 30 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |
| Total revenue, net of interest expense (FTE) ${ }^{(2)}$ | \$ 11,985 |  | \$ 11,284 |  | \$ 35,168 |  | \$ 33,255 |
| Provision for credit losses ${ }^{(3)}$ | 3,121 |  | 2,049 |  | 8,626 |  | 5,757 |
| Noninterest expense | 4,971 |  | 4,619 |  | 14,567 |  | 13,591 |
| Net income | 2,452 |  | 2,919 |  | 7,559 |  | 8,784 |
| Efficiency ratio ${ }^{(2)}$ | 41.48 | \% | 40.94 | \% | 41.42 | \% | 40.87 |
| Return on average equity | 15.63 |  | 18.70 |  | 16.35 |  | 18.56 |
| Average - total loans and leases | \$331,656 |  | \$291,028 |  | \$319,089 |  | \$284,261 |
| Average - total deposits | 321,552 |  | 332,500 |  | 324,867 |  | 333,709 |
| Deposits |  |  |  |  |  |  |  |
| Total revenue, net of interest expense (FTE) ${ }^{(2)}$ | \$ 4,423 |  | \$ 4,272 |  | \$ 13,068 |  | \$ 12,371 |
| Net income | 1,321 |  | 1,287 |  | 3,958 |  | 3,611 |
| Card Services ${ }^{(1)}$ |  |  |  |  |  |  |  |
| Total revenue, net of interest expense (FTE) ${ }^{(2)}$ | 6,505 |  | 6,110 |  | 18,886 |  | 18,190 |
| Net income | 1,083 |  | 1,439 |  | 3,133 |  | 4,550 |
| Consumer Real Estate |  |  |  |  |  |  |  |
| Total revenue, net of interest expense (FTE) ${ }^{(2)}$ | 837 |  | 726 |  | 2,521 |  | 2,135 |
| Net income | 73 |  | 162 |  | 436 |  | 511 |


(1) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services, with a corresponding offset recorded in All Other
 (3) comparative purposes.
 reported for periods ending after July 1, 2007.
(5) Represents the provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.

Bank of America Corporation
Supplemental Financial Data

| (Dollars in millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent basis data | Three Months Ended September 30 |  | Nine Months Ended September 30 |  |
|  | 2007 | 2006 | 2007 | 2006 |
|  |  |  |  |  |
| Net interest income | \$ 8,990 | \$ 8,894 | \$26,368 | \$26,860 |
| Total revenue, net of interest expense | 16,304 | 18,492 | 54,746 | 54,962 |
| Net interest yield | 2.61\% | 2.73\% | 2.60\% | 2.85\% |
| Efficiency ratio | 52.40 | 47.93 | 48.83 | 48.22 |
| Other Data | September 30 |  |  |  |
|  | 2007 | 2006 |  |  |
| Full-time equivalent employees | 198,000 | 200,220 |  |  |
| Number of banking centers - domestic | 5,748 | 5,722 |  |  |
| Number of branded ATMs - domestic | 17,231 | 16,846 |  |  |

## Bank of America Corporation

## Reconciliation - Managed to GAAP

(Dollars in millions)
The Corporation reports its Global Consumer and Small Business Banking's results, specifically Card Services, on a managed basis. This basis of presentation excludes the Corporation's securitized mortgage and home equity portfolios for which the Corporation retains servicing. Reporting on a managed basis is consistent with the way that management as well as analysts evaluate the results of Global Consumer and Small Business Banking. Managed basis assumes that loans that have been securitized were not sold and presents earnings on these loans in a manner similar to the way loans that have not been sold (i.e., held loans) are presented. Loan securitization is an alternative funding process that is used by the Corporation to diversify funding sources. Loan securitization removes loans from the Consolidated Balance Sheet through the sale of loans to an off-balance sheet qualified special purpose entity which is excluded from the Corporation's Consolidated Financial Statements in accordance with generally accepted accounting principles (GAAP).

The performance of the managed portfolio is important in understanding Global Consumer and Small Business Banking's and Card Services' results as it demonstrates the results of the entire portfolio serviced by the business. Securitized loans continue to be serviced by the business and are subject to the same underwriting standards and ongoing monitoring as held loans. In addition, retained excess servicing income is exposed to similar credit risk and repricing of interest rates as held loans. Global Consumer and Small Business Banking's managed income statement line items differ from a held basis reported as follows:

- Managed net interest income includes Global Consumer and Small Business Banking's net interest income on held loans and interest income on the securitized loans less the internal funds transfer pricing allocation related to securitized loans.
- Managed noninterest income includes Global Consumer and Small Business Banking's noninterest income on a held basis less the reclassification of certain components of card income (e.g., excess servicing income) to record managed net interest income and provision for credit losses. Noninterest income, both on a held and managed basis, also includes the impact of adjustments to the interest-only strip that are recorded in card income as management continues to manage this impact within Global Consumer and Small Business Banking.
- Provision for credit losses represents the provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.

All of these securitization adjustments relate to the Card Services' business within Global Consumer and Small Business Banking.

## Global Consumer and Small Business Banking

|  | Third Quarter 2007 |  |  |  |  | Third Quarter 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Managed } \\ & \text { Basis }^{(1)} \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { Securitization } \\ & \text { Impact }^{\text {(2) }} \\ & \hline \end{aligned}$ |  | Held <br> Basis |  | $\begin{aligned} & \hline \text { Managed } \\ & \text { Basis }^{(1)} \\ & \hline \end{aligned}$ |  | Securitization <br> Impact ${ }^{(2)}$ |  | Held <br> Basis |  |
| Net interest income ${ }^{(3)}$ | \$ 7,265 | \$ | $(2,085)$ | \$ | 5,180 | \$ | 7,016 | \$ | $(1,872)$ |  | 5,144 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,587 |  | 896 |  | 3,483 |  | 2,333 |  | 1,032 |  | 3,365 |
| Service charges | 1,519 |  | - |  | 1,519 |  | 1,410 |  | - |  | 1,410 |
| Mortgage banking income | 244 |  | - |  | 244 |  | 215 |  | - |  | 215 |
| Gains (losses) on sales of debt securities | - |  | - |  | - |  | - |  | - |  | - |
| All other income | 370 |  | (70) |  | 300 |  | 310 |  | (68) |  | 242 |
| Total noninterest income | 4,720 |  | 826 |  | 5,546 |  | 4,268 |  | 964 |  | 5,232 |
| Total revenue, net of interest expense | 11,985 |  | $(1,259)$ |  | 10,726 |  | 11,284 |  | (908) |  | 10,376 |
| Provision for credit losses | 3,121 |  | $(1,259)$ |  | 1,862 |  | 2,049 |  | (908) |  | 1,141 |
| Noninterest expense | 4,971 |  | - |  | 4,971 |  | 4,619 |  | - |  | 4,619 |
| Income before income taxes | 3,893 |  | - |  | 3,893 |  | 4,616 |  | - |  | 4,616 |
| Income tax expense ${ }^{(3)}$ | 1,441 |  | - |  | 1,441 |  | 1,697 |  | - |  | 1,697 |
| Net income | \$ 2,452 | \$ | - | \$ | 2,452 | \$ | 2,919 | \$ | \$ - |  | 2,919 |
| Average - total loans and leases | \$331,656 |  | $(104,317)$ |  | 27,339 |  | 291,028 |  | \$(97,371) |  | 193,657 |

## All Other

|  | Third Quarter 2007 |  |  | Third Quarter 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Reported } \\ \text { Basis }^{(4)} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ | As <br> Adjusted | Reported $\text { Basis }{ }^{(4)}$ | Securitization Offset ${ }^{(2)}$ | As <br> Adjusted |
| Net interest income ${ }^{(3)}$ | \$(2,031) | \$ 2,085 | \$ 54 | \$(1,418) | \$ 1,872 | \$ 454 |
| Noninterest income |  |  |  |  |  |  |
| Card income | 739 | (896) | (157) | 841 | $(1,032)$ | (191) |
| Equity investment income | 852 | - | 852 | 687 | - | 687 |
| Gains (losses) on sales of debt securities | 7 | - | 7 | (480) | - | (480) |
| All other income | (333) | 70 | (263) | 632 | 68 | 700 |
| Total noninterest income | 1,265 | (826) | 439 | 1,680 | (964) | 716 |
| Total revenue, net of interest expense | (766) | 1,259 | 493 | 262 | 908 | 1,170 |
| Provision for credit losses | $(1,290)$ | 1,259 | (31) | (920) | 908 | (12) |
| Merger and restructuring charges | 84 | - | 84 | 269 | - | 269 |
| All other noninterest expense | (272) | - | (272) | 149 | - | 149 |
| Income before income taxes | 712 | - | 712 | 764 | - | 764 |
| Income tax expense ${ }^{(3)}$ | 165 | - | 165 | 213 | - | 213 |
| Net income | \$ 547 | \$ | \$ 547 | \$ 551 | \$ | \$ 551 |
| Average - total loans and leases | \$104,061 | \$104,317 | \$208,378 | \$ 85,965 | \$ 97,371 | \$183,336 |
| (1) Provision for credit losses represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio. <br> (2) The securitization impact on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses. <br> (3) FTE <br> (4) Provision for credit losses represents provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset. |  |  |  |  |  |  |

[^1]
# Bank of America <br>  

## Supplemental Information

Third Quarter 2007

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

Supplemental Financial Data
Consolidated Statement of Income
Consolidated Balance Sheet
Capital Management
Core Net Interest Income - Managed Basis
Quarterly Average Balances and Interest Rates
Quarterly Average Balances and Interest Rates - Isolating Hedge Income/Expense
Year-to-Date Average Balances and Interest Rates
Year-to-Date Average Balances and Interest Rates - Isolating Hedge Income/Expense
Business Segment View Graphs
Business Segment View Graphs
Global Consumer and Small Business Banking
Total Segment Results
Quarter-to-Date Business Result
Year-to-Date Business Results
Quarter-to-Date Customer Relationship View
Year-to-Date Customer Relationship View
Key Indicators
E-commerce \& BankofAmerica.com
Credit Card Data
Global Corporate and Investment Banking
Total Segment Results
Quarter-to-Date Business Results
Year-to-Date Business Results
Yuarter-to-Date Customer Relationship View
Year-to-Date Customer Relationship View
Business Lending Key Indicators
Capital Markets and Advisory Services Key Indicators


Global Wealth and Investment Management
Total Segment Results
Total Segment Results
Quarter-to-Date Business Results
Year-to-Date Business Results
Key Indicators
All Other
Total Segment Results
Outstanding Loans and Leases
Average Loans and Leases by Business Segment
Commercial Credit Exposure by Industry
Net Credit Default Protection by Maturity Profile and Credit Exposure Debt Rating
Selected Emerging Markets
Nonperforming Assets
Quarterly Net Charge-offs/Losses and Net Charge-off/Loss Ratios
Quarterly Net Charge-offs/Losses and Net Charge-off/Loss Ratios
Year-to-Date Net Charge-offs/Losses and Net Charge-off/Loss Ratios
Exhibit A: Non - GAAP Reconciliations

Global Consumer and Small Business Banking - Reconciliation
Global Consumer and Smal ..... 44
45
Reconciliation of Net Charge-offs and Net Charge-off Ratios to Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-3

Bank of America Corporation

## Consolidated Financial Highlights

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

|  | Nine Months Ended September 30 |  |  |  |  |  | Third Quarter 2007 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2007 \end{aligned}$ |  |  | Fourth Quarter 2006 |  |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  | 2006 |  |  |  |  |  |  |  |  |  |  |  |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 25,269 |  | \$ | 25,992 |  | \$ | 8,615 |  |  | \$ | 8,386 |  | \$ | 8,268 |  | \$ | 8,599 |  |  | 8,586 |
| Noninterest income ${ }^{(1)}$ |  | 28,378 |  |  | 28,102 |  |  | 7,314 |  | 11,177 |  |  | 9,887 |  |  | 9,887 |  |  | 9,598 |
| Total revenue, net of interest expense |  | 53,647 |  |  | 54,094 |  |  | 15,929 |  | 19,563 |  |  | 18,155 |  |  | 18,486 |  |  | 18,184 |
| Provision for credit losses |  | 5,075 |  |  | 3,440 |  |  | 2,030 |  | 1,810 |  |  | 1,235 |  |  | 1,570 |  |  | 1,165 |
| Noninterest expense, before merger and restructuring charges |  | 26,463 |  |  | 25,943 |  |  | 8,459 |  | 9,018 |  |  | 8,986 |  |  | 8,849 |  |  | 8,594 |
| Merger and restructuring charges |  | 270 |  |  | 561 |  |  | 84 |  | 75 |  |  | 111 |  |  | 244 |  |  | 269 |
| Income tax expense |  | 7,125 |  |  | 8,273 |  |  | 1,658 |  | 2,899 |  |  | 2,568 |  |  | 2,567 |  |  | 2,740 |
| Net income |  | 14,714 |  |  | 15,877 |  |  | 3,698 |  | 5,761 |  |  | 5,255 |  |  | 5,256 |  |  | 5,416 |
| Diluted earnings per common share |  | 3.25 |  |  | 3.44 |  |  | 0.82 |  | 1.28 |  |  | 1.16 |  |  | 1.16 |  |  | 1.18 |
| Average diluted common shares issued and outstanding |  | ,483,465 |  |  | ,614,599 |  |  | ,475,917 |  | ,476,799 |  |  | 497,028 |  |  | 4,536,696 |  |  | 4,570,558 |
| Dividends paid per common share | \$ | 1.76 |  | \$ | 1.56 |  |  | 0.64 | \$ | 0.56 |  | \$ | 0.56 |  | \$ | 0.56 |  | \$ | 0.56 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 1.27 | \% |  | 1.46 |  |  | 0.93\% |  | 1.48 | \% |  | 1.40 | \% |  | 1.39 | \% |  | 1.43 |
| Return on average common shareholders' equity |  | 14.88 |  |  | 16.44 |  |  | 11.02 |  | 17.55 |  |  | 16.16 |  |  | 15.76 |  |  | 16.64 |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 30.45 |  | \$ | 29.52 |  | \$ | 30.45 | \$ | 29.95 |  | \$ | 29.74 |  | \$ | 29.70 |  |  | 29.52 |
| Tangible book value per share of common stock ${ }^{(2)}$ |  | 15.25 |  |  | 14.88 |  |  | 15.25 |  | 15.11 |  |  | 14.94 |  |  | 14.97 |  |  | 14.88 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 50.27 |  | \$ | 53.57 |  | \$ | 50.27 | \$ | 48.89 |  | \$ | 51.02 |  | \$ | 53.39 |  |  | 53.57 |
| High closing price for the period |  | 54.05 |  |  | 53.57 |  |  | 51.87 |  | 51.82 |  |  | 54.05 |  |  | 54.90 |  |  | 53.57 |
| Low closing price for the period |  | 47.00 |  |  | 43.09 |  |  | 47.00 |  | 48.80 |  |  | 49.46 |  |  | 51.66 |  |  | 47.98 |
| Market capitalization |  | 223,041 |  |  | 240,966 |  |  | 223,041 |  | 216,922 |  |  | 226,481 |  |  | 238,021 |  |  | 240,966 |
| Number of banking centers - domestic |  | 5,748 |  |  | 5,722 |  |  | 5,748 |  | 5,749 |  |  | 5,737 |  |  | 5,747 |  |  | 5,722 |
| Number of branded ATMs - domestic |  | 17,231 |  |  | 16,846 |  |  | 17,231 |  | 17,183 |  |  | 17,117 |  |  | 17,079 |  |  | 16,846 |
| Full-time equivalent employees |  | 198,000 |  |  | 200,220 |  |  | 198,000 |  | 195,675 |  |  | 199,429 |  |  | 203,425 |  |  | 200,220 |

(1) Effective April 1, 2007, the Corporation changed its income statement presentation to reflect gains (losses) on sales of debt securities as a component of noninterest income
 measure provides additional clarity in assessing the results of the Corporation.

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

## Bank of America Corporation

## Supplemental Financial Data

(Dollars in millions)

## Fully taxable-equivalent basis data

|  | Nine Months Ended September 30 |  |  | Third Quarter 2007 | Second Quarter 2007 |  | First Quarter 2007 |  | Fourth Quarter 2006 |  | Third Quarter 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |
| Net interest income | $\overline{\text { \$26,368 }}$ |  | \$26,860 | \$ 8,990 |  | \$8,781 |  | \$8,597 |  | \$8,955 |  | \$8,894 |
| Total revenue, net of interest expense ${ }^{(1)}$ | 54,746 |  | 54,962 | 16,304 |  | 19,958 |  | 18,484 |  | 18,842 |  | 18,492 |
| Net interest yield | 2.60 | \% | 2.85 | 2.61 | \% | 2.59 | \% | 2.61 | \% | 2.75 | \% | 2.73 |
| Efficiency ratio | 48.83 |  | 48.22 | 52.40 |  | 45.56 |  | 49.22 |  | 48.26 |  | 47.93 |

## Reconciliation to GAAP financial measures




Return on average common shareholders' equity and return on average tangible shareholders' equity utilize non-GAAP allocation methodologies. Return on average common shareholders' equity measures the earnings

 expended to generate a dollar of revenue. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation.
 September 30, 2007, June 30, 2007, March 31, 2007, December 31, 2006, and September 30, 2006, and the nine months ended September 30, 2007 and 2006.

## Reconciliation of net income to operating earnings



## Operating basis

| Return on average assets | 1.28 | \% | 1.49 | \% | 0.94 | \% | 1.49 | \% | 1.42 | \% | 1.44 | \% | 1.48 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average common shareholders' equity | 15.06 |  | 16.81 |  | 11.18 |  | 17.70 |  | 16.38 |  | 16.22 |  | 17.16 |  |
| Return on average tangible shareholders' equity | 29.45 |  | 34.38 |  | 22.21 |  | 34.34 |  | 31.81 |  | 31.44 |  | 35.07 |  |
| Efficiency ratio ${ }^{(2)}$ | 48.34 |  | 47.20 |  | 51.89 |  | 45.18 |  | 48.62 |  | 46.96 |  | 46.48 |  |

[^2]Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income

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

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2007 |  | Second Quarter 2007 |  | FirstQuarter2007 |  | Fourth Quarter 2006 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2006 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans and leases | \$ | 40,318 | \$ | 35,569 | \$ | 14,111 | \$ | 13,323 | \$ | 12,884 | \$ | 12,705 | \$ | 12,638 |
| Interest on debt securities |  | 7,046 |  | 9,215 |  | 2,334 |  | 2,332 |  | 2,380 |  | 2,440 |  | 3,080 |
| Federal funds sold and securities purchased under agreements to resell |  | 5,974 |  | 5,755 |  | 1,839 |  | 2,156 |  | 1,979 |  | 2,068 |  | 2,146 |
| Trading account assets |  | 7,059 |  | 5,031 |  | 2,519 |  | 2,267 |  | 2,273 |  | 2,201 |  | 1,856 |
| Other interest income |  | 3,428 |  | 2,524 |  | 1,230 |  | 1,154 |  | 1,044 |  | 1,077 |  | 952 |
| Total interest income |  | 63,825 |  | 58,094 |  | 22,033 |  | 21,232 |  | 20,560 |  | 20,491 |  | 20,672 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 12,840 |  | 10,491 |  | 4,545 |  | 4,261 |  | 4,034 |  | 3,989 |  | 3,976 |
| Short-term borrowings |  | 16,376 |  | 14,618 |  | 5,521 |  | 5,537 |  | 5,318 |  | 5,222 |  | 5,467 |
| Trading account liabilities |  | 2,619 |  | 1,840 |  | 906 |  | 821 |  | 892 |  | 800 |  | 727 |
| Long-term debt |  | 6,721 |  | 5,153 |  | 2,446 |  | 2,227 |  | 2,048 |  | 1,881 |  | 1,916 |
| Total interest expense |  | 38,556 |  | 32,102 |  | 13,418 |  | 12,846 |  | 12,292 |  | 11,892 |  | 12,086 |
| Net interest income |  | 25,269 |  | 25,992 |  | 8,615 |  | 8,386 |  | 8,268 |  | 8,599 |  | 8,586 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 10,486 |  | 10,571 |  | 3,595 |  | 3,558 |  | 3,333 |  | 3,719 |  | 3,473 |
| Service charges |  | 6,493 |  | 6,125 |  | 2,221 |  | 2,200 |  | 2,072 |  | 2,099 |  | 2,147 |
| Investment and brokerage services |  | 3,720 |  | 3,334 |  | 1,378 |  | 1,193 |  | 1,149 |  | 1,122 |  | 1,085 |
| Investment banking income |  | 1,801 |  | 1,623 |  | 389 |  | 774 |  | 638 |  | 694 |  | 510 |
| Equity investment income |  | 3,747 |  | 2,122 |  | 904 |  | 1,829 |  | 1,014 |  | 1,067 |  | 705 |
| Trading account profits (losses) |  | 305 |  | 2,706 |  | $(1,457)$ |  | 890 |  | 872 |  | 460 |  | 731 |
| Mortgage banking income |  | 516 |  | 415 |  | 155 |  | 148 |  | 213 |  | 126 |  | 189 |
| Gains (losses) on sales of debt securities ${ }^{(1)}$ |  | 71 |  | (464) |  | 7 |  | 2 |  | 62 |  | 21 |  | (469) |
| Other income |  | 1,239 |  | 1,670 |  | 122 |  | 583 |  | 534 |  | 579 |  | 1,227 |
| Total noninterest income |  | 28,378 |  | 28,102 |  | 7,314 |  | 11,177 |  | 9,887 |  | 9,887 |  | 9,598 |
| Total revenue, net of interest expense |  | 53,647 |  | 54,094 |  | 15,929 |  | 19,563 |  | 18,155 |  | 18,486 |  | 18,184 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 5,075 |  | 3,440 |  | 2,030 |  | 1,810 |  | 1,235 |  | 1,570 |  | 1,165 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 13,931 |  | 13,767 |  | 4,169 |  | 4,737 |  | 5,025 |  | 4,444 |  | 4,474 |
| Occupancy |  | 2,211 |  | 2,100 |  | 754 |  | 744 |  | 713 |  | 726 |  | 696 |
| Equipment |  | 1,018 |  | 978 |  | 336 |  | 332 |  | 350 |  | 351 |  | 318 |
| Marketing |  | 1,644 |  | 1,713 |  | 552 |  | 537 |  | 555 |  | 623 |  | 587 |
| Professional fees |  | 770 |  | 710 |  | 258 |  | 283 |  | 229 |  | 368 |  | 259 |
| Amortization of intangibles |  | 1,209 |  | 1,322 |  | 429 |  | 391 |  | 389 |  | 433 |  | 441 |
| Data processing |  | 1,372 |  | 1,245 |  | 463 |  | 472 |  | 437 |  | 487 |  | 426 |
| Telecommunications |  | 750 |  | 685 |  | 255 |  | 244 |  | 251 |  | 260 |  | 237 |
| Other general operating |  | 3,558 |  | 3,423 |  | 1,243 |  | 1,278 |  | 1,037 |  | 1,157 |  | 1,156 |
| Merger and restructuring charges |  | 270 |  | 561 |  | 84 |  | 75 |  | 111 |  | 244 |  | 269 |
| Total noninterest expense |  | 26,733 |  | 26,504 |  | 8,543 |  | 9,093 |  | 9,097 |  | 9,093 |  | 8,863 |
| Income before income taxes |  | 21,839 |  | 24,150 |  | 5,356 |  | 8,660 |  | 7,823 |  | 7,823 |  | 8,156 |
| Income tax expense |  | 7,125 |  | 8,273 |  | 1,658 |  | 2,899 |  | 2,568 |  | 2,567 |  | 2,740 |
| Net income | \$ | 14,714 | \$ | 15,877 | \$ | 3,698 | \$ | 5,761 | \$ | 5,255 | \$ | 5,256 | \$ | 5,416 |
| Preferred stock dividends |  | 129 |  | 9 |  | 43 |  | 40 |  | 46 |  | 13 |  | - |
| Net income available to common shareholders | \$ | 14,585 | \$ | 15,868 | \$ | 3,655 | \$ | 5,721 | \$ | 5,209 | S | 5,243 | \$ | 5,416 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 3.30 | S | 3.49 | \$ | 0.83 | \$ | 1.29 | \$ | 1.18 | \$ | 1.17 | \$ | 1.20 |
| Diluted earnings |  | 3.25 |  | 3.44 |  | 0.82 |  | 1.28 |  | 1.16 |  | 1.16 |  | 1.18 |
| Dividends paid |  | 1.76 |  | 1.56 |  | 0.64 |  | 0.56 |  | 0.56 |  | 0.56 |  | 0.56 |
| Average common shares issued and outstanding |  | ,424,269 |  | 4,547,693 |  | 4,420,616 |  | 4,419,246 |  | ,432,664 |  | 464,110 |  | ,499,704 |
| Average diluted common shares issued and outstanding |  | ,483,465 |  | 4,614,599 |  | 4,475,917 |  | 4,476,799 |  | ,497,028 |  | 536,696 |  | ,570,558 |

[^3]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { ptember } 30 \\ & 2007 \end{aligned}$ | $\begin{gathered} \text { June } 30 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { eptember } 30 \\ 2006 \end{gathered}$ |
| Assets |  |  |  |  |  |
| Cash and cash equivalents |  | \$34,956 | \$35,499 |  | \$31,239 |
| Time deposits placed and other short-term investments |  | 8,829 | 13,151 |  | 13,006 |
| Federal funds sold and securities purchased under agreements to resell |  | 135,150 | 131,658 |  | 134,595 |
| Trading account assets |  | 179,365 | 182,404 |  | 141,211 |
| Derivative assets |  | 30,843 | 29,810 |  | 23,121 |
| Debt securities: |  |  |  |  |  |
| Available-for-sale |  | 176,778 | 172,332 |  | 195,095 |
| Held-to-maturity, at cost |  | 518 | 995 |  | 57 |
| Total debt securities |  | 177,296 | 173,327 |  | 195,152 |
| Loans and leases |  | 793,537 | 758,635 |  | 669,149 |
| Allowance for loan and lease losses |  | $(9,535)$ | $(9,060)$ |  | $(8,872)$ |
| Loans and leases, net of allowance |  | 784,002 | 749,575 |  | 660,277 |
| Premises and equipment, net |  | 9,762 | 9,482 |  | 9,205 |
| Mortgage servicing rights (includes \$3,179, \$3,269 and \$2,932 measured at fair value) |  | 3,417 | 3,508 |  | 3,091 |
| Goodwill |  | 67,433 | 65,845 |  | 65,818 |
| Intangible assets |  | 9,635 | 8,720 |  | 9,758 |
| Other assets |  | 138,075 | 131,380 |  | 162,738 |
| Total assets | \$ | 1,578,763 | \$1,534,359 | \$ | 1,449,211 |
| Liabilities |  |  |  |  |  |
| Deposits in domestic offices: |  |  |  |  |  |
| Noninterest-bearing | \$ | 165,343 | \$ 172,573 | \$ | 169,540 |
| Interest-bearing |  | 434,728 | 422,201 |  | 409,718 |
| Deposits in foreign offices: |  |  |  |  |  |
| Noninterest-bearing |  | 3,950 | 3,006 |  | 4,371 |
| Interest-bearing |  | 95,201 | 101,629 |  | 82,276 |
| Total deposits |  | 699,222 | 699,409 |  | 665,905 |
| Federal funds purchased and securities sold under agreements to repurchase |  | 199,293 | 221,064 |  | 258,090 |
| Trading account liabilities |  | 87,155 | 75,070 |  | 64,936 |
| Derivative liabilities |  | 19,012 | 25,141 |  | 15,394 |
| Commercial paper and other short-term borrowings |  | 201,155 | 159,542 |  | 135,056 |
| Accrued expenses and other liabilities (includes \$392, \$376 and \$388 of reserve for unfunded lending commitments) |  | 48,932 | 49,065 |  | 38,494 |
| Long-term debt |  | 185,484 | 169,317 |  | 137,739 |
| Total liabilities |  | 1,440,253 | 1,398,608 |  | 1,315,614 |
| Shareholders' equity |  |  |  |  |  |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 143,739, 121,739 and 40,739 shares |  | 3,401 | 2,851 |  | 826 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized - $7,500,000,000$ shares; issued and outstanding - 4,436,855,341, 4,436,935,963 and $4,498,145,315$ shares |  | 60,276 | 60,349 |  | 63,929 |
| Retained earnings ${ }^{(1)}$ |  | 84,027 | 83,223 |  | 76,271 |
| Accumulated other comprehensive income (loss) ${ }^{(2)}$ |  | $(8,615)$ | $(9,957)$ |  | $(6,867)$ |
| Other |  | (579) | (715) |  | (562) |
| Total shareholders' equity |  | 138,510 | 135,751 |  | 133,597 |
| Total liabilities and shareholders' equity | \$ | 1,578,763 | \$1,534,359 | \$ | 1,449,211 |

[^4]Bank of America Corporation
Capital Management

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter $2007{ }^{(1)}$ |  | Second Quarter 2007 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \end{aligned}$ $2007$ |  | Fourth Quarter 2006 |  | Third Quarter 2006 |
| Risk-based capital: |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ 94,108 |  | \$ 94,979 |  | \$ 91,112 |  | \$ 91,064 |  | \$ 88,085 |
| Total capital | 135,782 |  | 135,059 |  | 126,958 |  | 125,226 |  | 119,074 |
| Risk-weighted assets | 1,145,065 |  | 1,115,150 |  | 1,062,883 |  | 1,054,533 |  | 1,039,283 |
| Tier 1 capital ratio | 8.22 | \% | 8.52 | \% | 8.57 | \% | 8.64 | \% | 8.48 |
| Total capital ratio | 11.86 |  | 12.11 |  | 11.94 |  | 11.88 |  | 11.46 |
| Tangible equity ratio ${ }^{(2)}$ | 4.09 |  | 4.19 |  | 4.20 |  | 4.35 |  | 4.22 |
| Tier 1 leverage ratio | 6.20 |  | 6.33 |  | 6.25 |  | 6.36 |  | 6.16 |

## (1) Preliminary data on risk-based capital

(2) Tangible equity ratio equals shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets.

## Share Repurchase Program

9.6 million common shares were repurchased in the third quarter of 2007 as a part of an ongoing share repurchase program.
192.1 million shares remain outstanding under the 2007 authorized program.
9.5 million shares were issued in the third quarter of 2007.


[^5]Certain prior period amounts have been reclassified to conform to current period presentation.

Bank of America Corporation

## Core Net Interest Income - Managed Basis

(Dollars in millions)

(1) Fully taxable-equivalent basis
 has been elected.
(3) Represents the impact of securitizations utilizing actual bond costs. This is different from the segment view which utilizes funds transfer pricing methodologies.

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Third Quarter |  |  |  |  |  | Second Quarter 2007 |  |  |  |  |  | Third Quarter 2006 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest Income/ Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |  | Average Balance |  | Interest Income/ <br> Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \end{aligned}$ |  | Average Balance |  | Interest Income/ Expense |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |  |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments | \$ | 11,879 | \$ | S 148 | 4.92 | \% | \$ | 15,310 |  | 188 | 4.92 | \% | \$ | 15,629 |  | \$ 173 | 4.39 | \% |
| Federal funds sold and securities purchased under agreements to resell |  | 139,259 |  | 1,839 | 5.27 |  |  | 166,258 |  | 2,156 | 5.19 |  |  | 173,381 |  | 2,146 | 4.94 |  |
| Trading account assets |  | 194,661 |  | 2,604 | 5.33 |  |  | 188,287 |  | 2,364 | 5.03 |  |  | 146,817 |  | 1,928 | 5.24 |  |
| Debt securities ${ }^{(1)}$ |  | 174,568 |  | 2,380 | 5.45 |  |  | 177,834 |  | 2,394 | 5.39 |  |  | 236,033 |  | 3,136 | 5.31 |  |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 274,385 |  | 3,928 | 5.72 |  |  | 260,099 |  | 3,708 | 5.70 |  |  | 222,889 |  | 3,151 | 5.65 |  |
| Credit card - domestic |  | 57,491 |  | 1,780 | 12.29 |  |  | 56,235 |  | 1,777 | 12.67 |  |  | 62,508 |  | 2,189 | 13.90 |  |
| Credit card - foreign |  | 11,995 |  | 371 | 12.25 |  |  | 11,946 |  | 350 | 11.76 |  |  | 9,455 |  | 286 | 12.02 |  |
| Home equity ${ }^{(3)}$ |  | 98,611 |  | 1,884 | 7.58 |  |  | 94,267 |  | 1,779 | 7.57 |  |  | 79,899 |  | 1,522 | 7.56 |  |
| Direct/Indirect consumer |  | 69,425 |  | 1,515 | 8.66 |  |  | 64,227 |  | 1,354 | 8.46 |  |  | 51,536 |  | 1,022 | 7.90 |  |
| Other consumer ${ }^{(4)}$ |  | 7,875 |  | 181 | 9.12 |  |  | 8,101 |  | 187 | 9.28 |  |  | 11,076 |  | 298 | 10.66 |  |
| Total consumer |  | 519,782 |  | 9,659 | 7.39 |  |  | 494,875 |  | 9,155 | 7.41 |  |  | 437,363 |  | 8,468 | 7.71 |  |
| Commercial - domestic |  | 176,554 |  | 3,207 | 7.21 |  |  | 166,529 |  | 3,039 | 7.32 |  |  | 153,007 |  | 2,805 | 7.28 |  |
| Commercial real estate ${ }^{(5)}$ |  | 38,977 |  | 733 | 7.47 |  |  | 36,788 |  | 687 | 7.49 |  |  | 37,471 |  | 724 | 7.67 |  |
| Commercial lease financing |  | 20,044 |  | 246 | 4.91 |  |  | 19,784 |  | 217 | 4.40 |  |  | 20,875 |  | 232 | 4.46 |  |
| Commercial - foreign |  | 25,159 |  | 377 | 5.95 |  |  | 22,223 |  | 319 | 5.75 |  |  | 24,761 |  | 454 | 7.27 |  |
| Total commercial |  | 260,734 |  | 4,563 | 6.95 |  |  | 245,324 |  | 4,262 | 6.97 |  |  | 236,114 |  | 4,215 | 7.09 |  |
| Total loans and leases |  | 780,516 |  | 14,222 | 7.25 |  |  | 740,199 |  | 13,417 | 7.26 |  |  | 673,477 |  | 12,683 | 7.49 |  |
| Other earning assets |  | 74,912 |  | 1,215 | 6.46 |  |  | 70,311 |  | 1,108 | 6.31 |  |  | 57,029 |  | 914 | 6.38 |  |
| Total earning assets ${ }^{(6)}$ |  | 1,375,795 |  | 22,408 | 6.48 |  |  | 1,358,199 |  | 21,627 | 6.38 |  |  | 1,302,366 |  | 20,980 | 6.41 |  |
| Cash and cash equivalents |  | 31,356 |  |  |  |  |  | 33,689 |  |  |  |  |  | 33,495 |  |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 173,414 |  |  |  |  |  | 169,761 |  |  |  |  |  | 162,126 |  |  |  |  |
| Total assets |  | 1,580,565 |  |  |  |  |  | 1,561,649 |  |  |  |  |  | 1,497,987 |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 31,510 | \$ | 50 | 0.62 | \% | \$ | 33,039 | \$ | 47 | 0.58 | \% | \$ | 34,268 | \$ | \$ 69 | 0.81 | \% |
| NOW and money market deposit accounts |  | 215,078 |  | 1,104 | 2.04 |  |  | 212,330 |  | 987 | 1.86 |  |  | 212,690 |  | 1,053 | 1.96 |  |
| Consumer CDs and IRAs |  | 165,840 |  | 1,949 | 4.66 |  |  | 161,703 |  | 1,857 | 4.61 |  |  | 147,607 |  | 1,658 | 4.46 |  |
| Negotiable CDs, public funds and other time deposits |  | 17,392 |  | 227 | 5.20 |  |  | 16,256 |  | 191 | 4.70 |  |  | 14,105 |  | 150 | 4.19 |  |
| Total domestic interest-bearing deposits |  | 429,820 |  | 3,330 | 3.07 |  |  | 423,328 |  | 3,082 | 2.92 |  |  | 408,670 |  | 2,930 | 2.84 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries |  | 43,727 |  | 564 | 5.12 |  |  | 41,940 |  | 522 | 4.99 |  |  | 38,588 |  | 562 | 5.78 |  |
| Governments and official institutions |  | 17,206 |  | 218 | 5.03 |  |  | 17,868 |  | 224 | 5.02 |  |  | 12,801 |  | 156 | 4.83 |  |
| Time, savings and other |  | 41,868 |  | 433 | 4.09 |  |  | 40,335 |  | 433 | 4.31 |  |  | 40,444 |  | 328 | 3.22 |  |
| Total foreign interest-bearing deposits |  | 102,801 |  | 1,215 | 4.69 |  |  | 100,143 |  | 1,179 | 4.72 |  |  | 91,833 |  | 1,046 | 4.52 |  |
| Total interest-bearing deposits |  | 532,621 |  | 4,545 | 3.39 |  |  | 523,471 |  | 4,261 | 3.27 |  |  | 500,503 |  | 3,976 | 3.15 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings |  | 409,070 |  | 5,521 | 5.36 |  |  | 419,260 |  | 5,537 | 5.30 |  |  | 429,882 |  | 5,467 | 5.05 |  |
| Trading account liabilities |  | 86,118 |  | 906 | 4.17 |  |  | 85,550 |  | 821 | 3.85 |  |  | 69,462 |  | 727 | 4.15 |  |
| Long-term debt |  | 175,265 |  | 2,446 | 5.58 |  |  | 158,500 |  | 2,227 | 5.62 |  |  | 136,769 |  | 1,916 | 5.60 |  |
| Total interest-bearing liabilities ${ }^{(6)}$ |  | 1,203,074 |  | 13,418 | 4.43 |  |  | 1,186,781 |  | 12,846 | 4.34 |  |  | 1,136,616 |  | 12,086 | 4.23 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 169,860 |  |  |  |  |  | 173,564 |  |  |  |  |  | 176,348 |  |  |  |  |
| Other liabilities |  | 73,144 |  |  |  |  |  | 67,753 |  |  |  |  |  | 55,761 |  |  |  |  |
| Shareholders' equity |  | 134,487 |  |  |  |  |  | 133,551 |  |  |  |  |  | 129,262 |  |  |  |  |
| Total liabilities and shareholders' equity |  | 1,580,565 |  |  |  |  |  | 1,561,649 |  |  |  |  |  | 1,497,987 |  |  |  |  |
| Net interest spread |  |  |  |  | 2.05 | \% |  |  |  |  | 2.04 | \% |  |  |  |  | 2.18 | \% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.56 |  |  |  |  |  | 0.55 |  |  |  |  |  | 0.55 |  |
| Net interest income/yield on earning assets |  |  | \$ | \$ 8,990 | 2.61 | \% |  |  | \$ | \$ 8,781 | 2.59 | \% |  |  |  | \$ 8,894 | 2.73 | \% |

[^6]Certain prior period amounts have been reclassified to conform to current period presentation.

Bank of America Corporation
Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis - Isolating Hedge Income/Expense ${ }^{(1)}$
(Dollars in millions)

|  | Third Quarter 2007 |  |  |  | Second Quarter 200 |  |  |  | Third Quarter 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance | Interest Income/ Expense | Yield/ Rate |  | Average Balance | Interest Income/ Expense | Yield/ Rate |  | Average Balance |  |  | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments ${ }^{(2)}$ | \$ 11,879 | \$ 152 | 5.06 | \% | \$ 15,310 | \$ 198 | 5.20 | \% | \$ 15,629 |  | \$ 201 | 5.11 |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ | 139,259 | 1,936 | 5.54 |  | 166,258 | 2,256 | 5.43 |  | 173,381 |  | 2,239 | 5.15 |
| Trading account assets | 194,661 | 2,604 | 5.33 |  | 188,287 | 2,364 | 5.03 |  | 146,817 |  | 1,928 | 5.24 |
| Debt securities ${ }^{(2)}$ | 174,568 | 2,385 | 5.46 |  | 177,834 | 2,401 | 5.40 |  | 236,033 |  | 3,137 | 5.31 |
| Loans and leases: |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | 274,385 | 3,928 | 5.72 |  | 260,099 | 3,708 | 5.70 |  | 222,889 |  | 3,151 | 5.65 |
| Credit card - domestic | 57,491 | 1,780 | 12.29 |  | 56,235 | 1,777 | 12.67 |  | 62,508 |  | 2,189 | 13.90 |
| Credit card - foreign | 11,995 | 371 | 12.25 |  | 11,946 | 350 | 11.76 |  | 9,455 |  | 286 | 12.02 |
| Home equity | 98,611 | 1,884 | 7.58 |  | 94,267 | 1,779 | 7.57 |  | 79,899 |  | 1,522 | 7.56 |
| Direct/Indirect consumer | 69,425 | 1,515 | 8.66 |  | 64,227 | 1,354 | 8.46 |  | 51,536 |  | 1,022 | 7.90 |
| Other consumer | 7,875 | 181 | 9.12 |  | 8,101 | 187 | 9.28 |  | 11,076 |  | 298 | 10.66 |
| Total consumer | 519,782 | 9,659 | 7.39 |  | 494,875 | 9,155 | 7.41 |  | 437,363 |  | 8,468 | 7.71 |
| Commercial - domestic ${ }^{(2)}$ | 176,554 | 3,220 | 7.24 |  | 166,529 | 3,048 | 7.34 |  | 153,007 |  | 2,827 | 7.33 |
| Commercial real estate | 38,977 | 733 | 7.47 |  | 36,788 | 687 | 7.49 |  | 37,471 |  | 724 | 7.67 |
| Commercial lease financing | 20,044 | 246 | 4.91 |  | 19,784 | 217 | 4.40 |  | 20,875 |  | 232 | 4.46 |
| Commercial - foreign ${ }^{(2)}$ | 25,159 | 411 | 6.48 |  | 22,223 | 302 | 5.45 |  | 24,761 |  | 447 | 7.17 |
| Total commercial | 260,734 | 4,610 | 7.02 |  | 245,324 | 4,254 | 6.95 |  | 236,114 |  | 4,230 | 7.11 |
| Total loans and leases | 780,516 | 14,269 | 7.27 |  | 740,199 | 13,409 | 7.26 |  | 673,477 |  | 12,698 | 7.50 |
| Other earning assets ${ }^{(2)}$ | 74,912 | 1,232 | 6.55 |  | 70,311 | 1,116 | 6.36 |  | 57,029 |  | 905 | 6.31 |
| Total earning assets - excluding hedge impact | 1,375,795 | 22,578 | 6.53 |  | 1,358,199 | 21,744 | 6.41 |  | 1,302,366 |  | 21,108 | 6.45 |
| Net hedge income (expense) on assets |  | (170) |  |  |  | (117) |  |  |  |  | (128) |  |
| Total earning assets - including hedge impact | 1,375,795 | 22,408 | 6.48 |  | 1,358,199 | 21,627 | 6.38 |  | 1,302,366 |  | 20,980 | 6.41 |
| Cash and cash equivalents | 31,356 |  |  |  | 33,689 |  |  |  | 33,495 |  |  |  |
| Other assets, less allowance for loan and lease losses | 173,414 |  |  |  | 169,761 |  |  |  | 162,126 |  |  |  |
| Total assets | \$1,580,565 |  |  |  | \$1,561,649 |  |  |  | \$ 1,497,987 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ 31,510 | \$ 50 | 0.62 | \% | \$ 33,039 | \$ 47 | 0.58 | \% | \$ 34,268 |  | \$ 69 | 0.81 |
| NOW and money market deposit accounts ${ }^{(2)}$ | 215,078 | 1,099 | 2.03 |  | 212,330 | 983 | 1.86 |  | 212,690 |  | 1,048 | 1.95 |
| Consumer CDs and IRAs ${ }^{(2)}$ | 165,840 | 1,797 | 4.30 |  | 161,703 | 1,699 | 4.22 |  | 147,607 |  | 1,435 | 3.86 |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ | 17,392 | 225 | 5.15 |  | 16,256 | 188 | 4.64 |  | 14,105 |  | 148 | 4.14 |
| Total domestic interest-bearing deposits | 429,820 | 3,171 | 2.93 |  | 423,328 | 2,917 | 2.76 |  | 408,670 |  | 2,700 | 2.62 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ | 43,727 | 566 | 5.14 |  | 41,940 | 520 | 4.97 |  | 38,588 |  | 577 | 5.93 |
| Governments and official institutions | 17,206 | 218 | 5.03 |  | 17,868 | 224 | 5.02 |  | 12,801 |  | 156 | 4.83 |
| Time, savings and other | 41,868 | 433 | 4.09 |  | 40,335 | 433 | 4.31 |  | 40,444 |  | 328 | 3.22 |
| Total foreign interest-bearing deposits | 102,801 | 1,217 | 4.70 |  | 100,143 | 1,177 | 4.71 |  | 91,833 |  | 1,061 | 4.58 |
| Total interest-bearing deposits | 532,621 | 4,388 | 3.27 |  | 523,471 | 4,094 | 3.14 |  | 500,503 |  | 3,761 | 2.98 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings ${ }^{(2)}$ | 409,070 | 5,562 | 5.40 |  | 419,260 | 5,650 | 5.40 |  | 429,882 |  | 5,855 | 5.41 |
| Trading account liabilities | 86,118 | 906 | 4.17 |  | 85,550 | 821 | 3.85 |  | 69,462 |  | 727 | 4.15 |
| Long-term debt ${ }^{(2)}$ | 175,265 | 2,336 | 5.33 |  | 158,500 | 2,074 | 5.24 |  | 136,769 |  | 1,791 | 5.24 |
| Total interest-bearing liabilities - excluding hedge impact | 1,203,074 | 13,192 | 4.36 |  | 1,186,781 | 12,639 | 4.27 |  | 1,136,616 |  | 12,134 | 4.24 |
| Net hedge (income) expense on liabilities |  | 226 |  |  |  | 207 |  |  |  |  | (48) |  |
| Total interest-bearing liabilities - including hedge impact | 1,203,074 | 13,418 | 4.43 |  | 1,186,781 | 12,846 | 4.34 |  | 1,136,616 |  | 12,086 | 4.23 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 169,860 |  |  |  | 173,564 |  |  |  | 176,348 |  |  |  |
| Other liabilities | 73,144 |  |  |  | 67,753 |  |  |  | 55,761 |  |  |  |
| Shareholders' equity | 134,487 |  |  |  | 133,551 |  |  |  | 129,262 |  |  |  |
| Total liabilities and shareholders' equity | \$1,580,565 |  |  |  | \$1,561,649 |  |  |  | \$ 1,497,987 |  |  |  |
| Net interest spread |  |  | 2.17 |  |  |  | 2.14 |  |  |  |  | 2.21 |
| Impact of noninterest-bearing sources |  |  | 0.55 |  |  |  | 0.54 |  |  |  |  | 0.54 |
| Net interest income/yield on earning assets - excluding hedge impact |  | \$ 9,386 | 2.72 | \% |  | \$ 9,105 | 2.68 | \% |  | \$ | \$ 8,974 | 2.75 |
| Net impact of hedge income (expense) |  | (396) | (0.11) |  |  | (324) | (0.09) |  |  |  | (80) | (0.02) |
| Net interest income/yield on earning assets |  | \$ 8,990 | 2.61 | \% |  | \$ 8,781 | 2.59 | \% |  |  | \$ 8,894 | 2.73 |

 Management believes this presentation is useful to investors because it adjusts for the impact of our hedging decisions and provides a better understanding of our hedging activities. The impact of interest rate risk management derivatives is not material to the average balances presented above.
(2) The following presents the impact of interest rate risk management derivatives on interest income and interest expense

Interest income excludes the impact of interest rate risk management contracts, which increased (decreased) interest income on:


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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  |  | $2006{ }^{(1)}$ |  |  |  |
|  | Average Interest <br> Income/ <br> Balance <br>  Expense <br>   |  | Yield/ Rate |  | Average <br> Balance | Interest Income/ Expense | Yield/ Rate |  |
| Earning assets |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments | \$ 14,059 | \$ 505 | 4.80 | \% | \$ 15,560 | \$ 480 | 4.12 | \% |
| Federal funds sold and securities purchased under agreements to resell | 157,139 | 5,974 | 5.07 |  | 175,727 | 5,755 | 4.37 |  |
| Trading account assets | 186,137 | 7,325 | 5.25 |  | 137,961 | 5,263 | 5.09 |  |
| Debt securities ${ }^{(2)}$ | 179,589 | 7,225 | 5.37 |  | 235,874 | 9,341 | 5.28 |  |
| Loans and leases ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |
| Residential mortgage | 260,469 | 11,140 | 5.70 |  | 201,777 | 8,406 | 5.56 |  |
| Credit card - domestic | 57,148 | 5,444 | 12.74 |  | 65,198 | 6,537 | 13.40 |  |
| Credit card - foreign | 11,694 | 1,038 | 11.86 |  | 8,725 | 842 | 12.91 |  |
| Home equity ${ }^{(4)}$ | 94,179 | 5,342 | 7.58 |  | 76,098 | 4,147 | 7.28 |  |
| Direct/Indirect consumer | 64,637 | 4,090 | 8.46 |  | 48,799 | 2,783 | 7.62 |  |
| Other consumer ${ }^{(5)}$ | 8,258 | 572 | 9.25 |  | 10,748 | 864 | 10.73 |  |
| Total consumer | 496,385 | 27,626 | 7.43 |  | 411,345 | 23,579 | 7.66 |  |
| Commercial - domestic | 168,948 | 9,180 | 7.26 |  | 148,746 | 7,990 | 7.18 |  |
| Commercial real estate ${ }^{(6)}$ | 37,305 | 2,092 | 7.50 |  | 36,968 | 2,036 | 7.36 |  |
| Commercial lease financing | 19,828 | 638 | 4.29 |  | 20,762 | 741 | 4.76 |  |
| Commercial - foreign | 22,696 | 1,026 | 6.05 |  | 24,088 | 1,337 | 7.42 |  |
| Total commercial | 248,777 | 12,936 | 6.95 |  | 230,564 | 12,104 | 7.02 |  |
| Total loans and leases | 745,162 | 40,562 | 7.27 |  | 641,909 | 35,683 | 7.43 |  |
| Other earning assets | 70,091 | 3,333 | 6.35 |  | 51,896 | 2,440 | 6.28 |  |
| Total earning assets ${ }^{(7)}$ | 1,352,177 | 64,924 | 6.41 |  | 1,258,927 | 58,962 | 6.25 |  |
| Cash and cash equivalents | 32,881 |  |  |  | 34,469 |  |  |  |
| Other assets, less allowance for loan and lease losses | 169,702 |  |  |  | 163,691 |  |  |  |
| Total assets | \$1,554,760 |  |  |  | \$1,457,087 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Savings | \$ 32,436 | \$ 138 | 0.57 | \% | \$ 35,162 | \$ 221 | 0.84 | \% |
| NOW and money market deposit accounts | 213,230 | 3,027 | 1.90 |  | 220,443 | 2,957 | 1.79 |  |
| Consumer CDs and IRAs | 162,372 | 5,638 | 4.64 |  | 141,407 | 4,228 | 4.00 |  |
| Negotiable CDs, public funds and other time deposits | 15,690 | 554 | 4.72 |  | 11,907 | 343 | 3.84 |  |
| Total domestic interest-bearing deposits | 423,728 | 9,357 | 2.95 |  | 408,919 | 7,749 | 2.53 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Banks located in foreign countries | 42,025 | 1,617 | 5.14 |  | 33,751 | 1,475 | 5.84 |  |
| Governments and official institutions | 16,529 | 620 | 5.01 |  | 12,152 | 418 | 4.60 |  |
| Time, savings and other | 40,587 | 1,246 | 4.10 |  | 37,606 | 849 | 3.02 |  |
| Total foreign interest-bearing deposits | 99,141 | 3,483 | 4.70 |  | 83,509 | 2,742 | 4.39 |  |
| Total interest-bearing deposits | 522,869 | 12,840 | 3.28 |  | 492,428 | 10,491 | 2.85 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 414,126 | 16,376 | 5.29 |  | 412,948 | 14,618 | 4.73 |  |
| Trading account liabilities | 83,132 | 2,619 | 4.21 |  | 61,126 | 1,840 | 4.03 |  |
| Long-term debt | 160,895 | 6,721 | 5.57 |  | 126,541 | 5,153 | 5.43 |  |
| Total interest-bearing liabilities ${ }^{(7)}$ | 1,181,022 | 38,556 | 4.36 |  | 1,093,043 | 32,102 | 3.92 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 172,596 |  |  |  | 178,124 |  |  |  |
| Other liabilities | 67,264 |  |  |  | 56,664 |  |  |  |
| Shareholders' equity | 133,878 |  |  |  | 129,256 |  |  |  |
| Total liabilities and shareholders' equity | \$1,554,760 |  |  |  | \$1,457,087 |  |  |  |
| Net interest spread |  |  | 2.05 | \% |  |  | 2.33 | \% |
| Impact of noninterest-bearing sources |  |  | 0.55 |  |  |  | 0.52 |  |
| Net interest income/yield on earning assets |  | \$26,368 | 2.60 | \% |  | \$26,860 | 2.85 | \% |

 corporation regimes. The FTE impact to net interest income and net interest yield on earning assets of this retroactive tax adjustment was a reduction of \$270 million and 3 bps, respectively, for the nine months ended
 given future period is not expected to be material.
(2) Yields on AFS debt securities are calculated based on fair value rather than historical cost balances. The use of fair value does not have a material impact on net interest yield
(3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cash basis.
(4) Includes home equity loans of \$15.3 billion and \$8.9 billion for the nine months ended September 30, 2007 and 2006.
(5) Includes consumer finance loans of $\$ 3.2$ billion and $\$ 3.0$ billion, and foreign consumer loans of $\$ 5.1$ billion and $\$ 7.8$ billion for the nine months ended September 30 , 2007 and 2006.
(6) Includes domestic commercial real estate loans of $\$ 36.6$ billion and $\$ 36.2$ billion for the nine months ended September 30, 2007 and 2006.

 2007 and 2006.

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

## Bank of America Corporation

Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis - Isolating Hedge Income/Expense ${ }^{(1)}$
(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 2006 |  |  |  |
|  |  2007 <br> Average <br> Balance Interest <br> Income/ <br> Expense <br>   |  | Yield/ Rate |  | Average Balance | Interest Income/ Expense | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |  |
| Earning assets - - - - - - - |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments ${ }^{(2)}$ | \$ 14,059 | \$ 546 | 5.19 | \% | \$ 15,560 | \$ 524 | 4.51 | \% |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ | 157,139 | 6,277 | 5.33 |  | 175,727 | 6,053 | 4.60 |  |
| Trading account assets | 186,137 | 7,325 | 5.25 |  | 137,961 | 5,263 | 5.09 |  |
| Debt securities ${ }^{(2)}$ | 179,589 | 7,241 | 5.38 |  | 235,874 | 9,344 | 5.28 |  |
| Loans and leases: |  |  |  |  |  |  |  |  |
| Residential mortgage | 260,469 | 11,140 | 5.70 |  | 201,777 | 8,406 | 5.56 |  |
| Credit card - domestic | 57,148 | 5,444 | 12.74 |  | 65,198 | 6,537 | 13.40 |  |
| Credit card - foreign | 11,694 | 1,038 | 11.86 |  | 8,725 | 842 | 12.91 |  |
| Home equity | 94,179 | 5,342 | 7.58 |  | 76,098 | 4,147 | 7.28 |  |
| Direct/Indirect consumer | 64,637 | 4,090 | 8.46 |  | 48,799 | 2,783 | 7.62 |  |
| Other consumer | 8,258 | 572 | 9.25 |  | 10,748 | 864 | 10.73 |  |
| Total consumer | 496,385 | 27,626 | 7.43 |  | 411,345 | 23,579 | 7.66 |  |
| Commercial - domestic ${ }^{(2)}$ | 168,948 | 9,201 | 7.28 |  | 148,746 | 7,825 | 7.03 |  |
| Commercial real estate | 37,305 | 2,092 | 7.50 |  | 36,968 | 2,036 | 7.36 |  |
| Commercial lease financing | 19,828 | 638 | 4.29 |  | 20,762 | 741 | 4.76 |  |
| Commercial - foreign ${ }^{(2)}$ | 22,696 | 1,025 | 6.04 |  | 24,088 | 1,328 | 7.37 |  |
| Total commercial | 248,777 | 12,956 | 6.96 |  | 230,564 | 11,930 | 6.92 |  |
| Total loans and leases | 745,162 | 40,582 | 7.28 |  | 641,909 | 35,509 | 7.39 |  |
| Other earning assets ${ }^{(2)}$ | 70,091 | 3,361 | 6.41 |  | 51,896 | 2,443 | 6.29 |  |
| Total earning assets - excluding hedge impact | 1,352,177 | 65,332 | 6.45 |  | 1,258,927 | 59,136 | 6.27 |  |
| Net hedge income (expense) on assets |  | (408) |  |  |  | (174) |  |  |
| Total earning assets - including hedge impact | 1,352,177 | 64,924 | 6.41 |  | 1,258,927 | 58,962 | 6.25 |  |
| Cash and cash equivalents | 32,881 |  |  |  | 34,469 |  |  |  |
| Other assets, less allowance for loan and lease losses | 169,702 |  |  |  | 163,691 |  |  |  |
| Total assets | \$1,554,760 |  |  |  | \$1,457,087 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Savings | \$ 32,436 | \$ 138 | 0.57 | \% | \$ 35,162 | \$ 221 | 0.84 | \% |
| NOW and money market deposit accounts ${ }^{(2)}$ | 213,230 | 3,013 | 1.89 |  | 220,443 | 2,949 | 1.79 |  |
| Consumer CDs and IRAs ${ }^{(2)}$ | 162,372 | 5,134 | 4.23 |  | 141,407 | 3,687 | 3.49 |  |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ | 15,690 | 547 | 4.67 |  | 11,907 | 337 | 3.78 |  |
| Total domestic interest-bearing deposits | 423,728 | 8,832 | 2.79 |  | 408,919 | 7,194 | 2.35 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ | 42,025 | 1,615 | 5.14 |  | 33,751 | 1,456 | 5.77 |  |
| Governments and official institutions | 16,529 | 620 | 5.01 |  | 12,152 | 418 | 4.60 |  |
| Time, savings and other | 40,587 | 1,246 | 4.10 |  | 37,606 | 849 | 3.02 |  |
| Total foreign interest-bearing deposits | 99,141 | 3,481 | 4.69 |  | 83,509 | 2,723 | 4.36 |  |
| Total interest-bearing deposits | 522,869 | 12,313 | 3.15 |  | 492,428 | 9,917 | 2.69 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings ${ }^{(2)}$ | 414,126 | 16,678 | 5.38 |  | 412,948 | 15,251 | 4.94 |  |
| Trading account liabilities | 83,132 | 2,619 | 4.21 |  | 61,126 | 1,840 | 4.03 |  |
| Long-term debt ${ }^{(2)}$ |  |  |  |  |  |  |  |  |
|  | 160,895 | 6,334 | 5.25 |  | 126,541 | 4,919 | 5.18 |  |
| Total interest-bearing liabilities - excluding hedge impact | 1,181,022 | 37,944 | 4.29 |  | 1,093,043 | 31,927 | 3.90 |  |
| Net hedge (income) expense on liabilities |  | 612 |  |  |  | 175 |  |  |
| Total interest-bearing liabilities - including hedge impact | 1,181,022 | 38,556 | 4.36 |  | 1,093,043 | 32,102 | 3.92 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 172,596 |  |  |  | 178,124 |  |  |  |
| Other liabilities | 67,264 |  |  |  | 56,664 |  |  |  |
| Shareholders' equity | 133,878 |  |  |  | 129,256 |  |  |  |
| Total liabilities and shareholders' equity | \$1,554,760 |  |  |  | \$1,457,087 |  |  |  |
| Net interest spread |  |  | 2.16 |  |  |  | 2.37 |  |
| Impact of noninterest-bearing sources |  |  | 0.54 |  |  |  | 0.52 |  |
| Net interest income/yield on earning assets - excluding hedge impact |  | 27,388 | 2.70 | \% |  | 27,209 | 2.89 | \% |
| Net impact of hedge income (expense) |  | $(1,020)$ | (0.10) |  |  | (349) | (0.04) |  |
| Net interest income/yield on earning assets |  | \$26,368 | 2.60 | \% |  | \$26,860 | 2.85 | \% |

[^7]Interest income excludes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

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

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

## Net Income

Nine Months Ended September 30, 2007


Total Revenue, Net of Interest Expense ${ }^{(1,2)}$ Nine Months Ended September 30, 2007

(1) Fully taxable-equivalent basis
(2) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services, with a corresponding offset to All Other.

Bank of America Corporation
Global Consumer and Small Business Banking Segment Results ${ }^{(1,2)}$

 businesses (e.g., insurance)
(2) Presented on a managed basis, specifically Card Services. (See Exhibit A: Non-GAAP Reconciliations - Global Consumer and Small Business Banking - Reconciliation on page 43)
(3) Fully taxable-equivalent basis
(4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
(5) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).

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

Bank of America Corporation

## Global Consumer and Small Business Banking Business Results

(Dollars in millions)

|  | Three Months Ended September 30, 2007 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ | Deposits ${ }^{(2)}$ |  | Card <br> Services ${ }^{(1)}$ |  | Consumer <br> Real <br> Estate |  |  | ALM/ <br> Other <br> \$135 |  |
| Net interest income ${ }^{(3)}$ | \$ 7,265 |  | \$ 2,354 |  | \$ 4,199 |  |  | \$ 577 |  |  |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,587 |  | 552 |  | 2,034 |  |  | 1 |  |  |
| Service charges | 1,519 |  | 1,518 |  | - |  |  | 1 |  |  |
| Mortgage banking income | 244 |  | - |  | - |  |  | 244 |  |  |
| Gains (losses) on sales of debt securities | - |  | - |  | - |  |  | - |  |  |
| All other income | 370 |  | (1) |  | 272 |  |  | 14 |  | 85 |
| Total noninterest income | 4,720 |  | 2,069 |  | 2,306 |  |  | 260 |  | 85 |
| Total revenue, net of interest expense | 11,985 |  | 4,423 |  | 6,505 |  |  | 837 |  | 220 |
| Provision for credit losses ${ }^{(4)}$ | 3,121 |  | 76 |  | 2,743 |  |  | 197 |  | 105 |
| Noninterest expense | 4,971 |  | 2,249 |  | 2,042 |  |  | 525 |  | 155 |
| Income before income taxes | 3,893 |  | 2,098 |  | 1,720 |  |  | 115 |  | (40) |
| Income tax expense (benefit) ${ }^{(3)}$ | 1,441 |  | 777 |  | 637 |  |  | 42 |  | (15) |
| Net income | \$ 2,452 |  | \$ 1,321 |  | \$ 1,083 |  |  | \$ 73 |  | \$(25) |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield ${ }^{(3)}$ | 8.32 | \% | 3.01 | \% | 7.83 | \% |  | 2.01 | \% | n/m |
| Return on average equity | 15.63 |  | 35.25 |  | 9.72 |  |  | 6.97 |  | n/m |
| Efficiency ratio ${ }^{(3)}$ | 41.48 |  | 50.84 |  | 31.40 |  |  | 62.70 |  | n/m |
| Average - total loans and leases | \$331,656 |  | n/m |  | \$211,885 |  |  | \$108,568 |  | n/m |
| Average - total deposits | 321,552 |  | \$315,398 |  | n/m |  |  | n/m |  | n/m |
| Period end - total assets ${ }^{(5)}$ | 401,151 |  | 331,108 |  | 245,891 |  |  | 122,024 |  | n/m |


|  | Three Months Ended September 30, 2006 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ | Deposits ${ }^{(2)}$ |  | $\begin{gathered} \text { Card } \\ \text { Services }^{(1)} \end{gathered}$ |  | Consumer <br> Real Estate |  |  | ALM/ <br> Other |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ 7,016 |  | \$ 2,362 |  | \$ 4,066 |  |  | \$ 502 |  | \$ 86 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,333 |  | 500 |  | 1,831 |  |  | 2 |  |  |
| Service charges | 1,410 |  | 1,410 |  | - |  |  | - |  |  |
| Mortgage banking income | 215 |  | - |  | - |  |  | 215 |  |  |
| Gains (losses) on sales of debt securities | - |  | - |  | - |  |  | - |  | - |
| All other income | 310 |  | - |  | 213 |  |  | 7 |  | 90 |
| Total noninterest income | 4,268 |  | 1,910 |  | 2,044 |  |  | 224 |  | 90 |
| Total revenue, net of interest expense | 11,284 |  | 4,272 |  | 6,110 |  |  | 726 |  | 176 |
| Provision for credit losses ${ }^{(4)}$ | 2,049 |  | 51 |  | 1,938 |  |  | 17 |  | 43 |
| Noninterest expense | 4,619 |  | 2,185 |  | 1,896 |  |  | 452 |  | 86 |
| Income before income taxes | 4,616 |  | 2,036 |  | 2,276 |  |  | 257 |  | 47 |
| Income tax expense ${ }^{(3)}$ | 1,697 |  | 749 |  | 837 |  |  | 95 |  | 16 |
| Net income | \$ 2,919 |  | \$ 1,287 |  | \$ 1,439 |  | \$ | \$ 162 |  | \$31 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield ${ }^{(3)}$ | 8.18 | \% | 2.93 | \% | 8.33 | \% |  | 2.17 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 18.70 |  | 35.05 |  | 12.90 |  |  | 19.59 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 40.94 |  | 51.15 |  | 31.03 |  |  | 62.32 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$291,028 |  | $\mathrm{n} / \mathrm{m}$ |  | \$193,130 |  |  | \$86,768 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 332,500 |  | \$326,030 |  | $\mathrm{n} / \mathrm{m}$ |  |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(5)}$ | 399,385 |  | 342,249 |  | 226,482 |  |  | 98,132 |  | $\mathrm{n} / \mathrm{m}$ |

[^8]Bank of America Corporation

## Global Consumer and Small Business Banking Business Results



|  | Nine Months Ended September 30, 2006 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{\text { Total }}{ }^{(1)}$ | Deposits ${ }^{(2)}$ |  | $\begin{gathered} \text { Card } \\ \text { Services }^{(1)} \end{gathered}$ |  | Consumer <br> Real Estate |  | ALM/ Other |  |
|  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ 21,059 |  | \$ 7,021 |  | \$ 12,221 |  | \$ 1,477 |  | \$340 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 6,739 |  | 1,403 |  | 5,331 |  | 5 |  |  |
| Service charges | 3,949 |  | 3,946 |  | - |  | 3 |  | - |
| Mortgage banking income | 630 |  | - |  | - |  | 630 |  |  |
| Gains (losses) on sales of debt securities | (1) |  | - |  | - |  | - |  | (1) |
| All other income | 879 |  | 1 |  | 638 |  | 20 |  | 220 |
| Total noninterest income | 12,196 |  | 5,350 |  | 5,969 |  | 658 |  | 219 |
| Total revenue, net of interest expense | 33,255 |  | 12,371 |  | 18,190 |  | 2,135 |  | 559 |
| Provision for credit losses ${ }^{(4)}$ | 5,757 |  | 109 |  | 5,480 |  | 46 |  | 122 |
| Noninterest expense | 13,591 |  | 6,543 |  | 5,505 |  | 1,280 |  | 263 |
| Income before income taxes | 13,907 |  | 5,719 |  | 7,205 |  | 809 |  | 174 |
| Income tax expense ${ }^{(3)}$ | 5,123 |  | 2,108 |  | 2,655 |  | 298 |  | 62 |
| Net income | $\underline{\$ 8,784}$ |  | \$ 3,611 |  | \$ 4,550 |  | \$ 511 |  | \$112 |
|  |  |  |  |  |  |  |  |  |  |
| Net interest yield ${ }^{(3)}$ | 8.17 | \% | 2.92 | \% | 8.60 | \% | 2.21 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 18.56 |  | 33.23 |  | 13.68 |  | 21.82 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 40.87 |  | 52.89 |  | 30.26 |  | 59.94 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$284,261 |  | $\mathrm{n} / \mathrm{m}$ |  | \$189,213 |  | \$83,853 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 333,709 |  | \$327,706 |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(5)}$ | 399,385 |  | 342,249 |  | 226,482 |  | 98,132 |  | $\mathrm{n} / \mathrm{m}$ |

[^9]
(3) Fully taxable-equivalent basis
(4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio
(5) Total assets include asset allocations to match liabilities (i.e., deposits).
$n / m=$ not meaningful
Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

Bank of America Corporation
Global Consumer and Small Business Banking Business Results: Customer Relationship View ${ }^{(1)}$

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Three Months Ended September 30, 2007 |  |  |
|  | Total | Consumer | Mass Market Small Business |
| Net interest income ${ }^{(2)}$ | \$7,265 | \$6,308 | \$957 |
| Noninterest income | 4,720 | 4,052 | 668 |
| Total revenue, net of interest expense | 11,985 | 10,360 | 1,625 |
| Provision for credit losses ${ }^{(3)}$ | 3,121 | 2,580 | 541 |
| Noninterest expense | 4,971 | 4,454 | 517 |
| Income before income taxes | 3,893 | 3,326 | 567 |
| Income tax expense ${ }^{(2)}$ | 1,441 | 1,232 | 209 |
| Net income | $\underline{\text { \$2,452 }}$ | \$2,094 | \$358 |
|  |  |  |  |
|  | Three Months Ended September 30, 2006 |  |  |
|  | Total | Consumer | Mass Market Small Business |
|  |  |  |  |
| Net interest income ${ }^{(2)}$ | \$7,016 | \$6,175 | \$841 |
| Noninterest income | 4,268 | 3,724 | 544 |
| Total revenue, net of interest expense | 11,284 | 9,899 | 1,385 |
| Provision for credit losses ${ }^{(3)}$ | 2,049 | 1,843 | 206 |
| Noninterest expense | 4,619 | 4,137 | 482 |
| Income before income taxes | 4,616 | 3,919 | 697 |
| Income tax expense ${ }^{(2)}$ | 1,697 | 1,441 | 256 |
| Net income | $\underline{\underline{\$ 2,919}}$ | \$2,478 | \$441 |

(1) Presented on a managed basis, specifically Card Services.
(2) Fully taxable-equivalent basis
(3) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.

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

Bank of America Corporation
Global Consumer and Small Business Banking Business Results: Customer Relationship View ${ }^{(1)}$

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30, 2007 |  |  |
|  | Total | Consumer | Mass Market Small Business |
| Net interest income ${ }^{(2)}$ | \$21,409 | \$18,684 | \$2,725 |
| Noninterest income | 13,759 | 11,887 | 1,872 |
| Total revenue, net of interest expense | 35,168 | 30,571 | 4,597 |
| Provision for credit losses ${ }^{(3)}$ | 8,626 | 7,343 | 1,283 |
| Noninterest expense | 14,567 | 13,090 | 1,477 |
| Income before income taxes | 11,975 | 10,138 | 1,837 |
| Income tax expense ${ }^{(2)}$ | 4,416 | 3,739 | 677 |
| Net income | $\underline{\text { \$7,559 }}$ | \$ 6,399 | \$1,160 |


|  | Nine Months Ended September 30, 2006 |  |  |
| :---: | :---: | :---: | :---: |
|  | Total | Consumer | Mass Market Small Business |
|  |  |  |  |
| Net interest income ${ }^{(2)}$ | \$21,059 | \$18,669 | \$2,390 |
| Noninterest income | 12,196 | 10,636 | 1,560 |
| Total revenue, net of interest expense | 33,255 | 29,305 | 3,950 |
| Provision for credit losses ${ }^{(3)}$ | 5,757 | 5,236 | 521 |
| Noninterest expense | 13,591 | 12,175 | 1,416 |
| Income before income taxes | 13,907 | 11,894 | 2,013 |
| Income tax expense ${ }^{(2)}$ | 5,123 | 4,381 | 742 |
| Net income | \$ 8,784 | \$ 7,513 | \$1,271 |

(1) Presented on a managed basis, specifically Card Services.
(2) Fully taxable-equivalent basis
(3) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.

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

## Bank of America Corporation

## Global Consumer and Small Business Banking - Key Indicators

| (Dollars in millions; except as noted) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  | Third Quarter 2007 | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2007 \end{aligned}$ | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2007 \end{aligned}$ | Fourth Quarter 2006 | Third Quarter 2006 |
|  |  | 2007 | 2006 |  |  |  |  |  |
| Deposits Key Indicators |  |  |  |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |  |  |  |
| Checking |  | 124,256 | \$127,297 | \$121,904 | \$125,771 | \$125,127 | \$124,441 | \$125,809 |
| Savings |  | 29,427 | 31,768 | 28,533 | 30,029 | 29,732 | 29,889 | 31,058 |
| MMS |  | 62,522 | 72,285 | 60,890 | 62,554 | 64,159 | 66,066 | 69,049 |
| CD's \& IRA's |  | 100,162 | 93,705 | 101,358 | 99,546 | 99,563 | 99,165 | 97,514 |
| Foreign and other |  | 2,488 | 2,651 | 2,713 | 2,382 | 2,364 | 2,330 | 2,600 |
| Total average deposit balances |  | $\underline{ }$ 318,855 | $\stackrel{\text { \$327,706 }}{ }$ | $\stackrel{\text { \$315,398 }}{\underline{\text { 2, }}}$ | $\stackrel{\text { \$320,282 }}{\underline{~}}$ | $\stackrel{\text { \$320,945 }}{\underline{\text { 2 }}}$ | $\stackrel{\text { \$321,891 }}{\underline{~}}$ | $\stackrel{\text { \$326,030 }}{\underline{~}}$ |
| Total balances migrated to |  |  |  |  |  |  |  |  |
| Premier Banking and Investments |  | 8,968 | \$ 7,021 | \$ 2,560 | \$ 2,857 | \$ 3,551 | \$ 3,667 | \$ 1,671 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |
| Checking |  | 4.27\% | 4.18\% | 4.30\% | 4.27\% | 4.24\% | 4.23\% | 4.19\% |
| Savings |  | 3.73 | 3.41 | 3.71 | 3.71 | 3.77 | 3.70 | 3.45 |
| MMS |  | 3.41 | 2.72 | 3.43 | 3.36 | 3.42 | 3.25 | 2.87 |
| CD's \& IRA's |  | 1.10 | 1.24 | 1.06 | 1.10 | 1.13 | 1.11 | 1.21 |
| Foreign and other |  | 4.33 | 4.25 | 4.32 | 4.28 | 4.41 | 4.27 | 4.23 |
| Total deposit spreads |  | 3.04 | 2.93 | 3.02 | 3.04 | 3.05 | 3.00 | 2.93 |
| Net new retail checking (units in thousands) |  | 1,961 | 2,048 | 757 | 717 | 487 | 363 | 744 |
| Debit purchase volumes |  | 138,316 | \$123,905 | \$ 47,326 | \$ 47,421 | \$ 43,569 | \$ 45,121 | \$ 42,790 |
| Online banking (end of period) |  |  |  |  |  |  |  |  |
| Active accounts (units in thousands) |  | 23,057 | 19,913 | 23,057 | 22,190 | 21,813 | 20,552 | 19,913 |
| Active billpay accounts (units in thousands) |  | 11,928 | 10,589 | 11,928 | 11,567 | 11,285 | 10,832 | 10,589 |
| Card Services Key Indicators |  |  |  |  |  |  |  |  |
| Managed Card - US Consumer and Business Card |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 12.80\% | 12.64\% | 12.72\% | 12.82\% | 12.85\% | 12.98\% | 12.85\% |
| Risk adjusted margin ${ }^{(1)}$ |  | 7.72 | 9.57 | 7.74 | 7.61 | 7.82 | 8.74 | 8.84 |
| Loss rates |  | 4.96 | 3.61 | 4.86 | 5.20 | 4.81 | 4.57 | 4.18 |
| Average outstandings |  | 149,656 | \$144,545 | \$152,961 | \$147,972 | \$147,980 | \$146,939 | \$145,518 |
| Ending outstandings |  | 154,722 | 145,891 | 154,722 | 150,159 | 146,013 | 150,731 | 145,891 |
| New account growth (in thousands) |  | 7,155 | 7,001 | 2,588 | 2,432 | 2,135 | 2,488 | 2,516 |
| Purchase volumes |  | 178,265 | \$173,986 | \$ 61,365 | \$ 61,383 | \$ 55,517 | \$ 62,073 | \$ 60,662 |
| Delinquencies: |  |  |  |  |  |  |  |  |
| 30 Day |  | 5.44\% | 5.14\% | 5.44\% | 5.24\% | 5.44\% | 5.49\% | 5.14\% |
| 90 Day |  | 2.58 | 2.38 | 2.58 | 2.65 | 2.88 | 2.66 | 2.38 |
| Consumer Real Estate Kev Indicators |  |  |  |  |  |  |  |  |
| Mortgage servicing rights at fair value period end balance |  | 3,179 | \$ 2,932 | \$ 3,179 | \$ 3,269 | \$ 2,963 | \$ 2,869 | \$ 2,932 |
| Capitalized mortgage servicing rights (\% of loans serviced) |  | 130 bps | 127 bps | 130 bps | 141 bps | 127 bps | 125 bps | 127 bps |
| Mortgage loans serviced for investors (in billions) |  | 245 | \$ 230 | \$ 245 | \$ 232 | \$ 234 | \$ 230 | \$ 230 |
| Global Consumer and Small Business Banking |  |  |  |  |  |  |  |  |
| Mortgage production |  | 70,934 | \$ 55,553 | \$ 24,533 | \$ 25,755 | \$ 20,646 | \$ 21,370 | \$ 19,095 |
| Home equity production |  | 53,204 | 49,300 | 17,347 | 18,547 | 17,310 | 18,460 | 17,497 |
| Total Corporation |  |  |  |  |  |  |  |  |
| Mortgage production |  | 79,551 | 61,818 | 26,930 | 29,172 | 23,449 | 23,701 | 21,222 |
| Home equity production |  | 64,884 | 61,084 | 21,105 | 22,746 | 21,033 | 21,882 | 21,193 |

(1) Reflects margin and noninterest revenue, adjusted for loss rates.

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

## Bank of America Corporation

## E-Commerce \& BankofAmerica.com

Bank of America has the largest active online banking customer base with 23.1 million subscribers
Bank of America uses a strict Active User standard - customers must have used our online services within the last 90 days.

Currently, approximately 387 companies are presenting 31.4 million e-bills per quarter.



Bank of America Corporation

## Credit Card Data ${ }^{(1)}$



[^10]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

## Bank of America Corporation

## Global Corporate and Investment Banking Segment Results ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2007 |  |  | Second Quarter 2007 |  |  | First Quarter 2007 |  |  | Fourth Quarter 2006 |  |  | ThirdQuarter2006 |  |  |
|  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(2)}$ | \$ | 7,809 |  | 7,356 |  | \$ | 2,747 |  | \$ | 2,634 |  | \$ | 2,428 |  | \$ | 2,521 |  |  | 2,409 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 2,009 |  | 1,989 |  |  | 673 |  |  | 683 |  |  | 653 |  |  | 658 |  |  | 676 |
| Investment and brokerage services |  | 688 |  | 717 |  |  | 235 |  |  | 221 |  |  | 232 |  |  | 225 |  |  | 225 |
| Investment banking income |  | 1,960 |  | 1,720 |  |  | 436 |  |  | 821 |  |  | 703 |  |  | 756 |  |  | 554 |
| Trading account profits (losses) |  | 270 |  | 2,538 |  |  | $(1,445)$ |  |  | 877 |  |  | 838 |  |  | 429 |  |  | 707 |
| Gains on sales of debt securities |  | 2 |  | 21 |  |  | - |  |  | - |  |  | 2 |  |  | 13 |  |  | 11 |
| All other income |  | 1,460 |  | 1,667 |  |  | 239 |  |  | 671 |  |  | 550 |  |  | 551 |  |  | 586 |
| Total noninterest income |  | 6,389 |  | 8,652 |  |  | 138 |  |  | 3,273 |  |  | 2,978 |  |  | 2,632 |  |  | 2,759 |
| Total revenue, net of interest expense |  | 14,198 |  | 16,008 |  |  | 2,885 |  |  | 5,907 |  |  | 5,406 |  |  | 5,153 |  |  | 5,168 |
| Provision for credit losses |  | 384 |  | 82 |  |  | 228 |  |  | 41 |  |  | 115 |  |  | (73) |  |  | 36 |
| Noninterest expense |  | 8,566 |  | 8,572 |  |  | 2,486 |  |  | 3,163 |  |  | 2,917 |  |  | 3,007 |  |  | 2,861 |
| Income before income taxes |  | 5,248 |  | 7,354 |  |  | 171 |  |  | 2,703 |  |  | 2,374 |  |  | 2,219 |  |  | 2,271 |
| Income tax expense ${ }^{(2)}$ |  | 1,948 |  | 2,720 |  |  | 71 |  |  | 992 |  |  | 885 |  |  | 821 |  |  | 838 |
| Net income | \$ | 3,300 |  | $\underline{4,634}$ |  | \$ | 100 |  | \$ | $\underline{1,711}$ |  | \$ | $\xrightarrow{1,489}$ |  | \$ | 1,398 |  |  | 1,433 |
| Net interest yield ${ }^{(2)}$ |  | 1.58 |  | 1.65 |  |  | 1.64 | \% |  | 1.57 | \% |  | 1.51 | \% |  | 1.53 | \% |  | 1.54\% |
| Return on average equity |  | 10.38 |  | 14.59 |  |  | 0.91 |  |  | 16.34 |  |  | 14.53 |  |  | 13.53 |  |  | 13.82 |
| Efficiency ratio ${ }^{(2)}$ |  | 60.33 |  | 53.55 |  |  | 86.19 |  |  | 53.53 |  |  | 53.96 |  |  | 58.34 |  |  | 55.36 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 256,590 |  | 30,345 |  |  | 267,758 |  |  | 253,895 |  |  | 247,898 |  | \$ | 239,384 |  | \$ | 234,800 |
| Total trading-related assets |  | 364,842 |  | 28,642 |  |  | 356,867 |  |  | 377,171 |  |  | 360,530 |  |  | 361,247 |  |  | 339,119 |
| Total market-based earning assets ${ }^{(3)}$ |  | 414,218 |  | 57,853 |  |  | 406,947 |  |  | 426,598 |  |  | 409,135 |  |  | 406,786 |  |  | 376,967 |
| Total earning assets ${ }^{(4)}$ |  | 662,287 |  | 94,551 |  |  | 663,181 |  |  | 673,184 |  |  | 650,353 |  |  | 652,270 |  |  | 619,098 |
| Total assets ${ }^{(4)}$ |  | 752,413 |  | 77,297 |  |  | 757,583 |  |  | 765,094 |  |  | 734,306 |  |  | 733,303 |  |  | 698,456 |
| Total deposits |  | 215,491 |  | 91,773 |  |  | 217,632 |  |  | 220,180 |  |  | 208,561 |  |  | 204,467 |  |  | 194,806 |
| Allocated equity |  | 42,524 |  | 42,451 |  |  | 44,013 |  |  | 41,994 |  |  | 41,537 |  |  | 40,982 |  |  | 41,130 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 275,427 |  | 35,807 |  |  | 275,427 |  |  | 257,537 |  |  | 249,861 |  | \$ | 242,700 |  |  | 235,807 |
| Total trading-related assets |  | 333,107 |  | 96,054 |  |  | 333,107 |  |  | 342,629 |  |  | 333,681 |  |  | 309,097 |  |  | 296,054 |
| Total market-based earning assets ${ }^{(3)}$ |  | 374,905 |  | 38,623 |  |  | 374,905 |  |  | 386,853 |  |  | 385,285 |  |  | 348,717 |  |  | 338,623 |
| Total earning assets ${ }^{(4)}$ |  | 636,794 |  | 81,733 |  |  | 636,794 |  |  | 637,880 |  |  | 628,831 |  |  | 599,326 |  |  | 581,733 |
| Total assets ${ }^{(4)}$ |  | 738,553 |  | 67,345 |  |  | 738,553 |  |  | 731,361 |  |  | 716,128 |  |  | 685,935 |  |  | 667,345 |
| Total deposits |  | 211,577 |  | 91,602 |  |  | 211,577 |  |  | 221,866 |  |  | 210,105 |  |  | 212,028 |  |  | 191,602 |

 other Global Corporate and Investment Banking activities.
(2) Fully taxable-equivalent basis
(3) Total market-based earning assets represents market-based amounts included in the Capital Markets and Advisory Services business
(4) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).

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

Bank of America Corporation
Global Corporate and Investment Banking Business Results
(Dollars in millions)


|  | Three Months Ended September 30, 2006 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | Business Lending | Capital Markets and Advisory Services |  |  | Treasury Services |  |  | ALM/ <br> Other |
| Net interest income ${ }^{(2)}$ | \$ 2,409 |  | \$ 1,118 |  |  | 377 | \$ | 980 |  | \$ (66) |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges | 676 |  | 124 |  |  | 30 |  | 523 |  | (1) |
| Investment and brokerage services | 225 |  | 5 |  |  | 211 |  | 9 |  | - |
| Investment banking income | 554 |  | - |  |  | 554 |  | - |  | - |
| Trading account profits | 707 |  | 11 |  |  | 682 |  | 14 |  | - |
| Gains on sales of debt securities | 11 |  | 3 |  |  | 8 |  | - |  | - |
| All other income | 586 |  | 117 |  |  | 65 |  | 375 |  | 29 |
| Total noninterest income | 2,759 |  | 260 |  |  | 1,550 |  | 921 |  | 28 |
| Total revenue, net of interest expense | 5,168 |  | 1,378 |  |  | 1,927 |  | 1,901 |  | (38) |
| Provision for credit losses | 36 |  | 54 |  |  | (3) |  | (1) |  | (14) |
| Noninterest expense | 2,861 |  | 518 |  |  | 1,458 |  | 896 |  | (11) |
| Income before income taxes | 2,271 |  | 806 |  |  | 472 |  | 1,006 |  | (13) |
| Income tax expense ${ }^{(2)}$ | 838 |  | 287 |  |  | 174 |  | 372 |  | 5 |
| Net income | \$ 1,433 |  | \$ 519 |  |  | 298 | \$ | 634 |  | \$ (18) |
| Net interest yield ${ }^{(2)}$ | 1.54 | \% | 1.89 | \% |  | $\mathrm{n} / \mathrm{m}$ |  | 2.92 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 13.82 |  | 14.15 |  |  | 10.67\% |  | 32.65 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(2)}$ | 55.36 |  | 37.67 |  |  | 75.63 |  | 47.19 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$234,800 |  | \$219,542 |  |  | 11,043 | \$ | 4,210 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 194,806 |  | $\mathrm{n} / \mathrm{m}$ |  |  | 50,978 |  | 143,509 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(3)}$ | 667,345 |  | 243,247 |  |  | 375,573 |  | 160,141 |  | $\mathrm{n} / \mathrm{m}$ |

[^11]Bank of America Corporation
Global Corporate and Investment Banking Business Results
(Dollars in millions)



[^12]Bank of America Corporation
Global Corporate and Investment Banking Business Results: Customer Relationship View
(Dollars in millions)

|  | Three Months Ended September 30, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | Commercial |  | Corporate and <br> Investment Bank |  |  | Other |
| Net interest income ${ }^{(1)}$ | \$ 2,747 |  | \$ | 1,682 |  | \$ 1,180 |  | \$ (115) |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Service charges | 673 |  |  | 315 |  | 356 |  | 2 |
| Investment and brokerage services | 235 |  |  | 8 |  | 227 |  | - |
| Investment banking income | 436 |  |  | 21 |  | 415 |  | - |
| Trading account profits (losses) | $(1,445)$ |  |  | (30) |  | $(1,412)$ |  | (3) |
| Gains (losses) on sales of debt securities | - |  |  | - |  | - |  | - |
| All other income | 239 |  |  | 405 |  | (178) |  | 12 |
| Total noninterest income | 138 |  |  | 719 |  | (592) |  | 11 |
| Total revenue, net of interest expense | 2,885 |  |  | 2,401 |  | 588 |  | (104) |
| Provision for credit losses | 228 |  |  | 168 |  | 60 |  | - |
| Noninterest expense | 2,486 |  |  | 881 |  | 1,624 |  | (19) |
| Income before income taxes | 171 |  |  | 1,352 |  | $(1,096)$ |  | (85) |
| Income tax expense (benefit) ${ }^{(1)}$ | 71 |  |  | 500 |  | (403) |  | (26) |
| Net income | \$ 100 |  | \$ | 852 |  | \$ (693) |  | \$ (59) |
| Net interest yield ${ }^{(1)}$ | 1.64 | \% |  | 3.32 | \% | n/m |  | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 0.91 |  |  | 19.28 |  | (14.11) | \% | n/m |
| Efficiency ratio ${ }^{(1)}$ | 86.19 |  |  | 36.75 |  | n/m |  | n/m |
| Average - total loans and leases | \$267,758 |  | \$ | 196,560 |  | \$71,159 |  | n/m |
| Average - total deposits | 217,632 |  |  | 87,560 |  | 129,956 |  | n/m |
| Period end - total assets ${ }^{(2)}$ | 738,553 |  |  | 221,456 |  | 498,707 |  | n/m |



[^13]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

Bank of America Corporation

## Global Corporate and Investment Banking Business Results: Customer Relationship View



[^14]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

## Bank of America Corporation

## Global Corporate and Investment Banking - Business Lending Key Indicators


 total commercial utilized credit exposure, including loans and leases, standby letters of credit, and financial guarantees, derivative assets, and commercial letters of credit.
 commercial foreclosed properties.
(4) Criticized assets related to the fair value option portfolio are not included. There are no nonperforming assets in the fair value portfolio

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

Bank of America Corporation
Global Corporate and Investment Banking - Capital Markets and Advisory Services Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  |  |  | Second Quarter 2007 |  |  |  | Fourth Quarter 2006 |  | Third <br> Quarter <br> 2006 |  |
|  |  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |
| Investment banking income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory fees | \$ | 334 | \$ | 214 | \$ | 94 | \$ | 110 | \$ | 130 | \$ | 123 | \$ | 85 |
| Debt underwriting |  | 1,395 |  | 1,275 |  | 281 |  | 611 |  | 503 |  | 549 |  | 417 |
| Equity underwriting |  | 231 |  | 231 |  | 61 |  | 100 |  | 70 |  | 84 |  | 52 |
| Total investment banking income |  | 1,960 |  | 1,720 |  | 436 |  | 821 |  | 703 |  | 756 |  | 554 |
| Sales and trading |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 1,527 |  | 1,717 |  | 568 |  | 545 |  | 414 |  | 441 |  | 433 |
| Credit products |  | (82) |  | 675 |  | (885) |  | 326 |  | 477 |  | 146 |  | 237 |
| Structured products |  | 304 |  | 1,103 |  | (569) |  | 521 |  | 352 |  | 346 |  | 373 |
| Total fixed income |  | 1,749 |  | 3,495 |  | (886) |  | 1,392 |  | 1,243 |  | 933 |  | 1,043 |
| Equity income |  | 1,100 |  | 1,198 |  | 244 |  | 435 |  | 421 |  | 373 |  | 330 |
| Total sales and trading |  | 2,849 |  | 4,693 |  | (642) |  | 1,827 |  | 1,664 |  | 1,306 |  | 1,373 |
| Total Capital Markets and Advisory Services market-based revenue ${ }^{(1)}$ | \$ | 4,809 |  | 6,413 |  | (206) |  | 2,648 | \$ | 2,367 |  | 2,062 | \$ | 1,927 |
| Balance sheet (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 183,705 |  | 135,385 |  | 192,844 |  | 185,839 |  | 172,203 |  | 164,545 | \$ | 143,996 |
| Reverse repurchases |  | 63,193 |  | 73,003 |  | 52,436 |  | 70,821 |  | 66,476 |  | 74,845 |  | 73,162 |
| Securities borrowed |  | 90,358 |  | 96,641 |  | 81,404 |  | 92,056 |  | 97,795 |  | 98,371 |  | 98,375 |
| Derivative assets |  | 25,812 |  | 22,447 |  | 28,625 |  | 26,660 |  | 22,080 |  | 21,470 |  | 22,083 |
| Total trading-related assets | \$ | 363,068 | \$ | 327,476 |  | 355,309 |  | $\underline{\text { 375,376 }}$ |  | 358,554 | \$ | 359,231 | \$ | 337,616 |
| Sales credits from secondary trading |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 884 |  | 741 |  | 323 |  | 284 |  | 277 |  | 249 |  | 226 |
| Credit products |  | 987 |  | 585 |  | 359 |  | 335 |  | 293 |  | 233 |  | 191 |
| Structured products |  | 584 |  | 489 |  | 154 |  | 217 |  | 213 |  | 168 |  | 162 |
| Equities |  | 864 |  | 777 |  | 277 |  | 303 |  | 284 |  | 250 |  | 227 |
| Total sales credits |  | 3,319 |  | 2,592 |  | 1,113 |  | 1,139 |  | 1,067 |  | 900 |  | 806 |
| Volatility of product revenues - 1 std dev |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products | \$ | 12.0 | \$ | 7.0 | \$ | 16.3 | \$ | 9.0 | \$ | 9.1 | \$ | 7.2 | \$ | 7.8 |
| Credit products |  | 16.5 |  | 3.4 |  | 21.8 |  | 6.3 |  | 6.0 |  | 2.9 |  | 2.5 |
| Structured products |  | 21.7 |  | 5.2 |  | 33.5 |  | 7.2 |  | 7.6 |  | 5.6 |  | 4.6 |
| Equities |  | 10.6 |  | 4.5 |  | 16.3 |  | 6.3 |  | 4.9 |  | 4.2 |  | 3.6 |
| Total volatility |  | 38.6 |  | 10.1 |  | 54.9 |  | 16.2 |  | 14.6 |  | 12.5 |  | 9.3 |

 on loans for which the fair value option has been elected.

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


Source: Thomson Financial except Syndicated Loans and Leveraged Loans from Loan Pricing Corporation. Ranked based on deal size.
(1) M\&A Announced Advisor Rankings
(2) Tied for \#9

## Highlights

Top 5 rankings in:
Syndicated loans
Leveraged loans Investment grade debt Convertible debt Asset-backed securities

## Bank of America Corporation

## Liquidity Exposure to Special Purpose Entities

(Dollars in millions)

|  | September 30, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | VIEs ${ }^{(1)}$ |  | $\frac{\text { QSPEs }^{(2)}}{\text { Unconsolidated }}$ | Total |
|  | Consolidated | Unconsolidated |  |  |
| Corporation-sponsored multi-seller conduits | \$12,603 | \$50,024 | - | $\overline{\text { \$62,627 }}$ |
| Collateralized debt obligations | 3,240 | 12,281 | - | 15,521 |
| Asset acquisition conduits | 1,319 | 8,766 | - | 10,085 |
| Municipal bond trusts and other SPEs | 348 | 2,116 | 6,377 | 8,841 |
| Customer-sponsored conduits | - | 2,736 | - | 2,736 |
| Total liquidity exposure | \$17,510 | $\stackrel{\text { \$75,923 }}{ }$ | \$6,377 | $\stackrel{\text { \$99,810 }}{\underline{\text { a }}}$ |
|  | June 30, 2007 |  |  |  |
|  | VIEs ${ }^{(1)}$ |  | QSPEs ${ }^{(2)}$ |  |
|  | Consolidated | Unconsolidated | Unconsolidated | Total |
| Corporation-sponsored multi-seller conduits | \$13,638 | \$44,636 | \$ - | \$58,274 |
| Collateralized debt obligations | 3,240 | 12,352 | - | 15,592 |
| Asset acquisition conduits | 1,282 | 9,935 | - | 11,217 |
| Municipal bond trusts and other SPEs | 362 | 1,114 | 6,138 | 7,614 |
| Customer-sponsored conduits | - | 4,237 | - | 4,237 |
| Total liquidity exposure | \$18,522 | $\stackrel{\text { \$72,274 }}{ }$ | \$6,138 | $\stackrel{\text { 996,934 }}{\underline{\text { a }}}$ |



 through a guarantee or similar arrangement, may have to consolidate the VIE. The assets and liabilities of consolidated VIEs are recorded on the Corporation's balance sheet.

 QSPEs to which we have liquidity exposure.

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

Bank of America Corporation
Global Wealth and Investment Management Segment Results ${ }^{(1,2)}$

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third <br> Quarter 2007 |  | Second <br> Quarter $2007$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  | Fourth Quarter 2006 |  |  | Third Quarter 2006 |  |
|  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ 2,893 |  | \$ 2,748 |  | \$ 1,009 |  | \$ 958 |  | \$ 926 |  |  | \$ 924 |  | \$ | 887 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services | 3,029 |  | 2,494 |  | 1,147 |  | 972 |  | 910 |  |  | 889 |  |  | 828 |
| All other income | 174 |  | 216 |  | 44 |  | 78 |  | 52 |  |  | 86 |  |  | 63 |
| Total noninterest income | 3,203 |  | 2,710 |  | 1,191 |  | 1,050 |  | 962 |  |  | 975 |  |  | 891 |
| Total revenue, net of interest expense | 6,096 |  | 5,458 |  | 2,200 |  | 2,008 |  | 1,888 |  |  | 1,899 |  |  | 1,778 |
| Provision for credit losses | (20) |  | (41) |  | (29) |  | (14) |  | 23 |  |  | 2 |  |  | - |
| Noninterest expense | 3,317 |  | 2,881 |  | 1,274 |  | 1,033 |  | 1,010 |  |  | 987 |  |  | 965 |
| Income before income taxes | 2,799 |  | 2,618 |  | 955 |  | 989 |  | 855 |  |  | 910 |  |  | 813 |
| Income tax expense ${ }^{(3)}$ | 1,038 |  | 968 |  | 356 |  | 363 |  | 319 |  |  | 337 |  |  | 300 |
| Net income | \$ 1,761 |  | \$ 1,650 |  | \$ 599 |  | \$ 626 |  | \$ 536 |  | \$ | \$ 573 |  | \$ | 513 |
| Net interest yield ${ }^{(3)}$ | 3.16 | \% | 3.55 | \% | 3.12 | \% | 3.17 | \% | 3.19 | \% |  | 3.34 | \% |  | 3.41 |
| Return on average equity | 22.18 |  | 22.19 |  | 19.98 |  | 25.27 |  | 21.75 |  |  | 22.55 |  |  | 20.95 |
| Efficiency ratio ${ }^{(3)}$ | 54.42 |  | 52.79 |  | 57.91 |  | 51.40 |  | 53.54 |  |  | 51.94 |  |  | 54.31 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ 70,322 |  | \$ 59,890 |  | \$ 77,041 |  | \$ 67,962 |  | \$ 65,839 |  |  | 63,936 |  |  | 61,684 |
| Total earning assets ${ }^{(4)}$ | 122,414 |  | 103,444 |  | 128,345 |  | 121,122 |  | 117,657 |  |  | 109,730 |  |  | 103,285 |
| Total assets ${ }^{(4)}$ | 130,787 |  | 110,963 |  | 138,394 |  | 128,587 |  | 125,235 |  |  | 117,287 |  |  | 110,750 |
| Total deposits | 120,387 |  | 101,063 |  | 127,819 |  | 118,246 |  | 114,955 |  |  | 106,324 |  |  | 100,915 |
| Allocated equity | 10,613 |  | 9,940 |  | 11,887 |  | 9,944 |  | 9,987 |  |  | 10,090 |  |  | 9,710 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ 78,324 |  | \$ 62,723 |  | \$ 78,324 |  | \$ 69,217 |  | \$ 66,695 |  |  | \$ 65,535 |  |  | 62,723 |
| Total earning assets ${ }^{(4)}$ | 130,428 |  | 104,519 |  | 130,428 |  | 121,927 |  | 120,801 |  |  | 117,342 |  |  | 104,519 |
| Total assets ${ }^{(4)}$ | 139,955 |  | 112,298 |  | 139,955 |  | 129,636 |  | 128,619 |  |  | 125,287 |  |  | 112,298 |
| Total deposits | 130,533 |  | 102,249 |  | 130,533 |  | 118,972 |  | 118,124 |  |  | 113,568 |  |  | 102,249 |
| Client assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | \$709,955 |  | \$517,055 |  | \$709,955 |  | \$566,267 |  | \$547,448 |  |  | \$542,977 |  |  | 517,055 |
| Client brokerage assets ${ }^{(5)}$ | 217,916 |  | 193,699 |  | 217,916 |  | 213,711 |  | 209,106 |  |  | 203,799 |  |  | 193,699 |
| Assets in custody | 158,756 |  | 100,130 |  | 158,756 |  | 109,360 |  | 109,163 |  |  | 107,902 |  |  | 100,130 |
| Less: Client brokerage assets and assets in custody included in assets under management | $(87,386)$ |  | $(64,178)$ |  | $(87,386)$ |  | $(80,784)$ |  | $(73,793)$ |  |  | $(67,509)$ |  |  | 64,178) |
| Total net client assets | \$999,241 |  | \$746,706 |  | \$999,241 |  | \$808,554 |  | \$791,924 |  |  | \$787,169 |  |  | 746,706 |

[^15]
## Bank of America Corporation

## Global Wealth and Investment Management Business Results

(Dollars in millions)

|  | Three Months Ended September 30, 2007 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | $\begin{aligned} & \text { U.S. } \\ & \text { Trust }^{(1)} \end{aligned}$ | Columbia <br> Management |  |  | Pre Banki Investm | emier king and $\text { tments }^{(2)}$ |  | ALM/ <br> Other |
| Net interest income ${ }^{(3)}$ | \$ 1,009 |  | \$ 294 |  | \$ 5 |  |  | \$ 671 |  | \$39 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services | 1,147 |  | 365 |  | 490 |  |  | 243 |  | 49 |
| All other income | 44 |  | 15 |  | (7) |  |  | 34 |  | 2 |
| Total noninterest income | 1,191 |  | 380 |  | 483 |  |  | 277 |  | 51 |
| Total revenue, net of interest expense | 2,200 |  | 674 |  | 488 |  |  | 948 |  | 90 |
| Provision for credit losses | (29) |  | (34) |  | - |  |  | 5 |  | - |
| Noninterest expense | 1,274 |  | 481 |  | 307 |  |  | 428 |  | 58 |
| Income before income taxes | 955 |  | 227 |  | 181 |  |  | 515 |  | 32 |
| Income tax expense ${ }^{(3)}$ | 356 |  | 84 |  | 67 |  |  | 190 |  | 15 |
| Net income | \$ 599 |  | \$ 143 |  | \$ 114 |  |  | \$ 325 |  | \$17 |
| Net interest yield ${ }^{(3)}$ | 3.12 | \% | 2.80 | \% | n/m |  |  | 2.70 | \% | n/m |
| Return on average equity | 19.98 |  | 15.93 |  | 26.59 | \% |  | 79.46 |  | n/m |
| Efficiency ratio ${ }^{(3)}$ | 57.91 |  | 71.36 |  | 62.91 |  |  | 45.15 |  | n/m |
| Average - total loans and leases | \$ 77,041 |  | \$41,522 |  | n/m |  |  | \$ 35,478 |  | n/m |
| Average - total deposits | 127,819 |  | 27,771 |  | n/m |  |  | 98,341 |  | n/m |
| Period end - total assets ${ }^{(4)}$ | 139,955 |  | 45,081 |  | \$2,568 |  |  | 102,224 |  | n/m |


|  | Three Months Ended September 30, 2006 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | $\begin{gathered} \text { U.S. } \\ \text { Trust }^{(1)} \end{gathered}$ | Columbia <br> Management |  | Premier <br> Banking and <br> Investments ${ }^{(2)}$ |  |  | $\begin{aligned} & \text { ALM/ } \\ & \text { Other } \end{aligned}$ |
| Net interest income ${ }^{(3)}$ | \$ 887 |  | \$ 221 |  | \$ (14) |  | \$ 634 |  | \$46 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services | 828 |  | 223 |  | 374 |  | 190 |  | 41 |
| All other income | 63 |  | 10 |  | 16 |  | 31 |  | 6 |
| Total noninterest income | 891 |  | 233 |  | 390 |  | 221 |  | 47 |
| Total revenue, net of interest expense | 1,778 |  | 454 |  | 376 |  | 855 |  | 93 |
| Provision for credit losses | - |  | (3) |  | - |  | 2 |  | 1 |
| Noninterest expense | 965 |  | 310 |  | 252 |  | 392 |  | 11 |
| Income before income taxes | 813 |  | 147 |  | 124 |  | 461 |  | 81 |
| Income tax expense ${ }^{(3)}$ | 300 |  | 55 |  | 46 |  | 170 |  | 29 |
| Net income | \$ 513 |  | \$92 |  | \$ 78 |  | \$ 291 |  | \$52 |
| Net interest yield ${ }^{(3)}$ | 3.41 | \% | 2.84 | \% | $\mathrm{n} / \mathrm{m}$ |  | 2.96 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 20.95 |  | 23.44 |  | 18.76\% |  | 65.89 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 54.31 |  | 68.39 |  | 67.06 |  | 45.74 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$ 61,684 |  | \$30,890 |  | $\mathrm{n} / \mathrm{m}$ |  | \$ 30,778 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 100,915 |  | 16,103 |  | $\mathrm{n} / \mathrm{m}$ |  | 84,763 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(4)}$ | 112,298 |  | 32,187 |  | \$ 2,980 |  | 88,139 |  | $\mathrm{n} / \mathrm{m}$ |

[^16]
## Bank of America Corporation

## Global Wealth and Investment Management Business Results

(Dollars in millions)

|  | Nine Months Ended September 30, 2007 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | $\begin{gathered} \text { U.S. } \\ \text { Trust }^{(1)} \end{gathered}$ |  |  |  | Columbia <br> Management |  | Premier <br> Banking and <br> Investments ${ }^{(2)}$ |  | $\mathbf{A L M} /$Other |  |
| Net interest income ${ }^{(3)}$ |  | 2,893 |  | \$ | 743 |  | \$ | 8 | \$ | 2,009 |  | \$ 133 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 3,029 |  |  | 839 |  |  | 1,358 |  | 704 |  | 128 |
| All other income |  | 174 |  |  | 39 |  |  | 19 |  | 105 |  | 11 |
| Total noninterest income |  | 3,203 |  |  | 878 |  |  | 1,377 |  | 809 |  | 139 |
| Total revenue, net of interest expense |  | 6,096 |  |  | 1,621 |  |  | 1,385 |  | 2,818 |  | 272 |
| Provision for credit losses |  | (20) |  |  | (25) |  |  | - |  | 5 |  | - |
| Noninterest expense |  | 3,317 |  |  | 1,099 |  |  | 861 |  | 1,256 |  | 101 |
| Income before income taxes |  | 2,799 |  |  | 547 |  |  | 524 |  | 1,557 |  | 171 |
| Income tax expense ${ }^{(3)}$ |  | 1,038 |  |  | 202 |  |  | 194 |  | 576 |  | 66 |
| Net income |  | $\xrightarrow{1,761}$ |  |  | 345 |  | \$ | 330 | \$ | 981 |  | $\stackrel{\text { \$ } 105}{ }$ |
| Net interest yield ${ }^{(3)}$ |  | 3.16 |  |  | 2.76 | \% |  | n/m |  | 2.79 | \% | n/m |
| Return on average equity |  | 22.18 |  |  | 21.22 |  |  | 26.39\% |  | 81.23 |  | n/m |
| Efficiency ratio ${ }^{(3)}$ |  | 54.42 |  |  | 67.80 |  |  | 62.21 |  | 44.54 |  | n/m |
| Average - total loans and leases |  | 70,322 |  |  | 35,999 |  |  | n/m | \$ | 34,300 |  | n/m |
| Average - total deposits |  | 120,387 |  |  | 23,728 |  |  | n/m |  | 96,062 |  | n/m |
| Period end - total assets ${ }^{(4)}$ |  | 139,955 |  |  | 45,081 |  | \$ | 2,568 |  | 102,224 |  | n/m |
|  | Nine Months Ended September 30, 2006 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total |  | $\begin{gathered} \text { U.S. } \\ \text { Trust }^{(1)} \\ \hline \end{gathered}$ |  |  |  | Columbia <br> Management |  | Premier <br> Banking and <br> Investments ${ }^{(2)}$ |  |  | $\begin{aligned} & \text { ALM/ } \\ & \text { Other } \\ & \hline \end{aligned}$ |
| Net interest income ${ }^{(3)}$ |  | 2,748 |  | \$ | 677 |  | \$ | (34) | \$ | 1,910 |  | \$ 195 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 2,494 |  |  | 691 |  |  | 1,116 |  | 569 |  | 118 |
| All other income |  | 216 |  |  | 69 |  |  | 37 |  | 90 |  | 20 |
| Total noninterest income |  | 2,710 |  |  | 760 |  |  | 1,153 |  | 659 |  | 138 |
| Total revenue, net of interest expense |  | 5,458 |  |  | 1,437 |  |  | 1,119 |  | 2,569 |  | 333 |
| Provision for credit losses |  | (41) |  |  | (51) |  |  | - |  | 10 |  | - |
| Noninterest expense |  | 2,881 |  |  | 923 |  |  | 738 |  | 1,149 |  | 71 |
| Income before income taxes |  | 2,618 |  |  | 565 |  |  | 381 |  | 1,410 |  | 262 |
| Income tax expense ${ }^{(3)}$ |  | 968 |  |  | 209 |  |  | 141 |  | 522 |  | 96 |
| Net income |  | $\xrightarrow{1,650}$ |  |  | 356 |  | \$ | 240 | \$ | 888 |  | \$ 166 |
| Net interest yield ${ }^{(3)}$ |  | 3.55 |  |  | 2.98 | \% |  | $\mathrm{n} / \mathrm{m}$ |  | 3.00 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity |  | 22.19 |  |  | 33.02 |  |  | 19.83\% |  | 71.76 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ |  | 52.79 |  |  | 64.22 |  |  | 65.99 |  | 44.72 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases |  | 59,890 |  |  | 0,353 |  |  | $\mathrm{n} / \mathrm{m}$ | \$ | 29,518 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits |  | 101,063 |  |  | 15,941 |  |  | $\mathrm{n} / \mathrm{m}$ |  | 85,065 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(4)}$ |  | 112,298 |  |  | 32,187 |  | \$ | 2,980 |  | 88,139 |  | $\mathrm{n} / \mathrm{m}$ |

[^17]
## Bank of America Corporation

## Global Wealth and Investment Management - Key Indicators

(Dollars in millions, except as noted)

|  | Nine Months Ended |  |  |  | ThirdQuarter2007 |  | Second Quarter 2007 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  | Fourth <br> Quarter <br> 2006 |  | Third Quarter 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |
| Investment and Brokerage Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Trust ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 817 |  | 672 | \$ | 357 | \$ | 242 | \$ | 218 | \$ | 217 | \$ | 217 |
| Brokerage income |  | 22 |  | 19 |  | 8 |  | 8 |  | 6 |  | 6 |  | 6 |
| Total | \$ | 839 |  | 691 |  | 365 | \$ | 250 | \$ | 224 | \$ | 223 | \$ | 223 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Columbia Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 1,355 |  | 1,113 | \$ | 489 | \$ | 444 | \$ | 422 | \$ | 416 | \$ | 373 |
| Brokerage income |  |  |  | 3 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |
| Total | \$ | 1,358 |  | 1,116 |  | 490 | \$ | 445 | \$ | 423 | \$ | 417 | \$ | 374 |
| Premier Banking and Investments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 221 |  | 156 |  | 81 | \$ | 73 | \$ | 67 | \$ | 60 | \$ | 57 |
| Brokerage income |  | 483 |  | 413 |  | 162 |  | 167 |  | 154 |  | 149 |  | 133 |
| Total | \$ | 704 |  | 569 |  | 243 | \$ | $\underline{240}$ | \$ | 221 | \$ | 209 | \$ | 190 |
| All Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 128 |  | 118 | \$ | 49 | \$ | 37 | \$ | 42 | \$ | 40 | \$ | 41 |
| Brokerage income |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Total | \$ | 128 |  | 118 | \$ | 49 | \$ | 37 | \$ | 42 | \$ | 40 | \$ | 41 |
| Total Global Wealth and Investment Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 2,521 |  | 2,059 | \$ | 976 | \$ | 796 | \$ | 749 | \$ | 733 | \$ | 688 |
| Brokerage income |  | 508 |  | 435 |  | 171 |  | 176 |  | 161 |  | 156 |  | 140 |
| Total investment and brokerage services | \$ | 3,029 |  | 2,494 |  | 1,147 |  | 972 | \$ | 910 | \$ | 889 | \$ | 828 |

Assets under management by business:

| Assets under management by business: |  |  |
| :---: | :---: | :---: |
| U.S. Trust ${ }^{(1)}$ | \$225,297 | \$134,917 |
| Columbia Management | 511,996 | 410,781 |
| Retirement and GWIM Client Solutions ${ }^{(3)}$ | 44,512 | 31,799 |
| Premier Banking and Investments | 21,392 | 16,804 |
| Eliminations ${ }^{(4)}$ | $(94,255)$ | $(79,256)$ |
| International Wealth Management | 1,013 | 2,010 |
| Total assets under management | $\stackrel{\text { \$709,955 }}{\underline{-1 / 2}}$ | $\stackrel{\text { \$517,055 }}{\underline{\text { a }}}$ |
| Assets under management rollforward: |  |  |
| Beginning balance | \$542,977 | \$482,394 |
| Net flows ${ }^{(3)}$ | 27,497 | 21,268 |
| Market valuation/other | 139,481 | 13,393 |
| Ending balance | \$709,955 | $\underline{\$ 517,055}$ |
| Assets under management mix: |  |  |
| Money market/other | \$246,748 | \$198,385 |
| Fixed income | 109,117 | 87,125 |
| Equity | 354,090 | 231,545 |
| Total assets under management | \$709,955 | $\underline{\text { \$517,055 }}$ |
| Client Brokerage Assets | \$217,916 | \$193,699 |
| Premier Banking and Investments Metrics |  |  |
| Client facing associates |  |  |
| Number of client managers | 2,505 | 2,292 |
| Number of financial advisors | 1,847 | 1,905 |
| All other | 1,020 | 1,093 |
| Total client facing associates | 5,372 | 5,290 |
| Financial Advisor Productivity ${ }^{(5)}$ (in thousands) | \$ 332 | \$ 275 |
| Total client balances ${ }^{(6)}$ | \$299,275 | \$265,612 |
| Number of Households with Banking and Brokerage Relationships (in thousands) | 267 | 238 |
| U.S. Trust Metrics ${ }^{(1)}$ |  |  |
| Client facing associates | 3,911 | 2,045 |
| Total client balances ${ }^{(6)}$ | \$403,088 | \$206,777 |
| Columbia Management Performance Metrics |  |  |
| \# of 4 or 5 Star Funds by Morningstar | 47 | 36 |
| \% of Assets Under Management in 4 or 5 Star Rated Funds ${ }^{(7)}$ | 55\% | 61\% |


| \$225,297 | \$144,054 | \$140,521 | \$139,172 | \$134,917 |
| :---: | :---: | :---: | :---: | :---: |
| 511,996 | 453,092 | 438,651 | 433,426 | 410,781 |
| 44,512 | 27,043 | 25,481 | 31,197 | 31,799 |
| 21,392 | 22,183 | 20,312 | 18,640 | 16,804 |
| $(94,255)$ | $(81,653)$ | $(79,568)$ | $(81,435)$ | $(79,256)$ |
| 1,013 | 1,548 | 2,051 | 1,977 | 2,010 |
| $\stackrel{\text { \$709,955 }}{ }$ | $\stackrel{\text { \$566,267 }}{ }$ | $\stackrel{\text { \$547,448 }}{\underline{8}}$ | $\stackrel{\text { \$542,977 }}{\underline{1077}}$ | $\stackrel{\text { \$517,055 }}{\underline{-1 / 2}}$ |
| \$566,267 | \$547,448 | \$542,977 | \$517,055 | \$500,144 |
| 18,066 | 7,763 | 1,668 | 16,604 | 10,901 |
| 125,622 | 11,056 | 2,803 | 9,318 | 6,010 |
| $\stackrel{\text { \$709,955 }}{ }$ | $\stackrel{\text { \$566,267 }}{ }$ | $\stackrel{\text { \$547,448 }}{\underline{\text { a }}}$ | $\stackrel{\text { \$542,977 }}{\underline{\text { a }}}$ | $\stackrel{\text { \$517,055 }}{ }$ |
| \$246,748 | \$213,481 | \$208,482 | \$208,549 | \$198,385 |
| 109,117 | 83,425 | 84,504 | 86,665 | 87,125 |
| 354,090 | 269,361 | 254,462 | 247,763 | 231,545 |
| \$709,955 | \$566,267 | \$547,448 | \$542,977 | \$517,055 |
| \$217,916 | \$213,711 | \$209,106 | \$203,799 | \$193,699 |
| 2,505 | 2,498 | 2,525 | 2,420 | 2,292 |
| 1,847 | 1,888 | 1,927 | 1,954 | 1,905 |
| 1,020 | 1,094 | 1,218 | 1,207 | 1,093 |
| 5,372 | 5,480 | 5,670 | 5,581 | 5,290 |
| \$ 116 | \$ 114 | \$ 102 | \$ 98 | \$ 91 |
| \$299,275 | \$292,455 | \$288,138 | \$279,659 | \$265,612 |
| 267 | 256 | 248 | 244 | 238 |
| 3,911 | 2,105 | 2,144 | 2,121 | 2,045 |
| \$403,088 | \$227,086 | \$222,414 | \$219,911 | \$206,777 |
| 47 | 40 | 38 | 35 | 36 |
| 55\% | 51\% | 58\% | 57\% | 61\% |

(1) In July 2007, the acquisition of U.S. Trust Corporation was completed combining with the former Private Bank creating U.S. Trust, Bank of America Private Wealth Management and results of the combined business were reported for periods ending after July 1, 2007.
(2) The acquisition of U.S. Trust Corporation contributed $\$ 115.6$ billion to assets under management
(3) First quarter 2007 balances were impacted by one large $\$ 5.4$ billion outflow related to one large institutional client in the Retirement and GWIM Client Solutions.
(4) The elimination of client brokerage assets and assets in custody that are also included in assets under management.
(5) Financial advisor productivity is defined as full service gross production divided by average number of total financial advisors.
(6) Client balances are defined as deposits, assets under management, client brokerage assets and other assets in custody.
(7) Results shown are defined by Columbia Management's calculation using Morningstar's Overall Rating criteria for 4 \& 5 star rating. The assets under management of the Columbia Funds that had a \& 5 star rating were totaled then divided by the assets under management of all the funds in the ranking.

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

## Bank of America Corporation

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | ThirdQuarter2007 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 20007 \end{aligned}$$2007$ |  | First Quarter 2007 |  | FourthQuarter |  | Third Quarter 2006 |  |
|  |  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(2)}$ | \$ | $(5,743)$ | \$ | $(4,303)$ | \$ | $(2,031)$ | \$ | $(1,943)$ | \$ | $(1,769)$ | \$ | $(1,628)$ | \$ | $(1,418)$ |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 2,136 |  | 2,969 |  | 739 |  | 676 |  | 721 |  | 826 |  | 841 |
| Equity investment income |  | 3,467 |  | 1,841 |  | 852 |  | 1,719 |  | 896 |  | 1,031 |  | 687 |
| Gains (losses) on sales of debt securities |  | 70 |  | (484) |  | 7 |  | 2 |  | 61 |  | 9 |  | (480) |
| All other income |  | (646) |  | 218 |  | (333) |  | (255) |  | (58) |  | (119) |  | 632 |
| Total noninterest income |  | 5,027 |  | 4,544 |  | 1,265 |  | 2,142 |  | 1,620 |  | 1,747 |  | 1,680 |
| Total revenue, net of interest expense |  | (716) |  | 241 |  | (766) |  | 199 |  | (149) |  | 119 |  | 262 |
| Provision for credit losses ${ }^{(3)}$ |  | $(3,915)$ |  | $(2,358)$ |  | $(1,290)$ |  | $(1,311)$ |  | $(1,314)$ |  | $(1,136)$ |  | (920) |
| Merger and restructuring charges |  | 270 |  | 561 |  | 84 |  | 75 |  | 111 |  | 244 |  | 269 |
| All other noninterest expense |  | 13 |  | 899 |  | (272) |  | (89) |  | 374 |  | 71 |  | 149 |
| Income before income taxes |  | 2,916 |  | 1,139 |  | 712 |  | 1,524 |  | 680 |  | 940 |  | 764 |
| Income tax expense ${ }^{(2)}$ |  | 822 |  | 330 |  | 165 |  | 536 |  | 121 |  | 249 |  | 213 |
| Net income |  | 2,094 | \$ | 809 | \$ | 547 | \$ | 988 | \$ | 559 | \$ | 691 | \$ | 551 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 99,161 |  | 67,413 |  | 04,061 |  | 01,096 |  | 92,200 |  | 80,664 |  | 85,965 |
| Total earning assets |  | 218,780 |  | 216,264 |  | 238,018 |  | 13,691 |  | 04,264 |  | 95,394 |  | 39,638 |
| Total assets |  | 269,603 |  | 271,951 |  | 285,392 |  | 64,710 |  | 58,413 |  | 48,941 |  | 94,032 |
| Total deposits |  | 34,720 |  | 44,007 |  | 35,478 |  | 31,986 |  | 36,708 |  | 41,564 |  | 48,630 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 102,003 |  | 76,412 |  | 02,003 |  | 07,429 |  | 97,085 |  | 90,594 |  | 76,412 |
| Total earning assets |  | 248,264 |  | 186,822 |  | 48,264 |  | 19,457 |  | 99,041 |  | 97,268 |  | 86,822 |
| Total assets |  | 299,104 |  | 270,183 |  | 299,104 |  | 69,673 |  | 47,527 |  | 49,142 |  | 70,183 |
| Total deposits |  | 35,975 |  | 39,259 |  | 35,975 |  | 31,688 |  | 29,654 |  | 38,706 |  | 39,259 |

 merger and restructuring charges, intersegment eliminations, and the results of certain businesses that are expected to be or have been sold or liquidated. All Other also includes certain amounts associated with ALM


 offsetting securitization impact to present Global Consumer and Small Business Banking on a managed basis. (See Exhibit A: Non-GAAP Reconciliations - All Other - Reconciliation on page 44).
(2) Fully taxable-equivalent basis
3) Provision for credit losses represents the provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.

## Components of Equity Investment Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third <br> Quarter 2007 |  | SecondQuarter2007 | FirstQuarter2007 |  | Fourth Quarter 2006 |  | ThirdQuarter2006 |
|  |  | 2007 |  | 2006 |  |  |  |  |  |  |  |  |
| Principal Investing |  | 2,100 | \$ | 1,347 | \$ | 275 | \$ 1,250 |  | \$ 575 |  | \$ 547 | \$ 604 |
| Corporate and Strategic Investments |  | 1,367 |  | 494 |  | 577 | 469 |  | 321 |  | 484 | 83 |
| Total equity investment income included in All Other |  | 3,467 |  | 1,841 |  | 852 | 1,719 |  | 896 |  | 1,031 | 687 |
| Total equity investment income included in the business segments |  | 280 |  | 281 |  | 52 | 110 |  | 118 |  | 36 | 18 |
| Total consolidated equity investment income | \$ | 3,747 | \$ | 2,122 | \$ | 904 | \$ 1,829 |  | \$1,014 |  | \$ 1,067 | \$ 705 |

[^18]
## Bank of America Corporation

Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2007 \\ \hline \end{gathered}$ | Increase <br> (Decrease) |
| Consumer |  |  |  |
| Residential mortgage | \$271,753 | \$269,721 | \$ 2,032 |
| Credit card - domestic | 58,716 | 57,036 | 1,680 |
| Credit card - foreign | 12,986 | 12,205 | 781 |
| Home equity | 101,046 | 96,467 | 4,579 |
| Direct/Indirect consumer | 70,424 | 66,181 | 4,243 |
| Other consumer ${ }^{(1)}$ | 7,780 | 8,041 | (261) |
| Total consumer | 522,705 | 509,651 | 13,054 |
| Commercial |  |  |  |
| Commercial - domestic ${ }^{(2)}$ | 177,251 | 164,620 | 12,631 |
| Commercial real estate ${ }^{(3)}$ | 40,374 | 36,950 | 3,424 |
| Commercial lease financing | 20,357 | 20,053 | 304 |
| Commercial - foreign | 28,325 | 23,755 | 4,570 |
| Total commercial loans measured at historical cost | 266,307 | 245,378 | 20,929 |
| Commercial loans measured at fair value ${ }^{(4)}$ | 4,525 | 3,606 | 919 |
| Total commercial | 270,832 | 248,984 | 21,848 |
| Total loans and leases | $\xrightarrow{\text { \$793,537 }}$ | $\stackrel{\text { \$758,635 }}{ }$ | $\xrightarrow{\text { S34,902 }}$ |

(1) Includes foreign consumer loans of $\$ 4.6$ billion and $\$ 4.7$ billion, and consumer finance loans of $\$ 3.1$ billion and $\$ 3.3$ billion at September 30, 2007 and June 30, 2007 .
(2) Includes small business commercial - domestic loans of $\$ 16.4$ billion and $\$ 15.5$ billion at September 30, 2007 and June 30, 2007.
(3) Includes domestic commercial real estate loans of $\$ 39.1$ billion and $\$ 36.2$ billion, and foreign commercial real estate loans of $\$ 1.2$ billion and $\$ 674$ million at September 30 , 2007 and June $30,2007$.
 and commercial real estate loans of \$224 million and \$198 million at September 30, 2007 and June 30, 2007.

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

Bank of America Corporation
Average Loans and Leases by Business Segment

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

[^19]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

## Bank of America Corporation

## Commercial Credit Exposure by Industry ${ }^{(1,2,3)}$

(Dollars in millions)

|  | Commercial Utilized |  |  | Total Commercial Committed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 30 } \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2007 \end{gathered}$ | Increase (Decrease) | $\begin{gathered} \hline \text { September 30 } \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2007 \end{gathered}$ | Increase (Decrease) |
| Diversified financials | \$ 33,417 | $\overline{\$ 35,986}$ | \$ $(2,569)$ | \$ 81,592 | \$80,491 | \$ 1,101 |
| Real estate ${ }^{(4)}$ | 55,963 | 53,046 | 2,917 | 80,254 | 77,356 | 2,898 |
| Government and public education | 29,814 | 22,788 | 7,026 | 57,119 | 50,198 | 6,921 |
| Retailing | 29,946 | 28,102 | 1,844 | 46,870 | 45,094 | 1,776 |
| Capital goods | 18,964 | 18,461 | 503 | 40,821 | 38,872 | 1,949 |
| Banks | 28,673 | 27,984 | 689 | 37,427 | 37,729 | (302) |
| Consumer services | 20,875 | 19,670 | 1,205 | 35,978 | 33,508 | 2,470 |
| Healthcare equipment and services | 19,177 | 17,388 | 1,789 | 34,277 | 33,989 | 288 |
| Materials | 18,115 | 16,331 | 1,784 | 31,524 | 29,043 | 2,481 |
| Individuals and trusts | 19,208 | 17,904 | 1,304 | 28,322 | 27,047 | 1,275 |
| Commercial services and supplies | 18,494 | 16,829 | 1,665 | 27,201 | 25,673 | 1,528 |
| Food, beverage and tobacco | 11,930 | 11,489 | 441 | 23,069 | 22,956 | 113 |
| Energy | 9,913 | 9,593 | 320 | 19,810 | 19,171 | 639 |
| Media | 9,488 | 8,779 | 709 | 18,212 | 18,343 | (131) |
| Utilities | 5,777 | 5,182 | 595 | 17,453 | 17,682 | (229) |
| Insurance | 8,042 | 7,491 | 551 | 16,399 | 15,875 | 524 |
| Transportation | 10,560 | 10,568 | (8) | 15,491 | 15,567 | (76) |
| Religious and social organizations | 7,784 | 7,569 | 215 | 10,367 | 10,042 | 325 |
| Consumer durables and apparel | 5,156 | 4,799 | 357 | 9,522 | 9,211 | 311 |
| Technology hardware and equipment | 3,746 | 3,685 | 61 | 9,244 | 8,659 | 585 |
| Telecommunication services | 3,446 | 3,504 | (58) | 8,237 | 8,332 | (95) |
| Software and services | 3,733 | 2,991 | 742 | 8,132 | 7,060 | 1,072 |
| Pharmaceuticals and biotechnology | 3,748 | 3,608 | 140 | 7,268 | 7,217 | 51 |
| Automobiles and components | 1,795 | 2,047 | (252) | 5,144 | 6,053 | (909) |
| Food and staples retailing | 2,220 | 2,206 | 14 | 4,316 | 4,493 | (177) |
| Household and personal products | 856 | 653 | 203 | 2,540 | 2,187 | 353 |
| Semiconductors and semiconductor equipment | 810 | 612 | 198 | 1,551 | 1,370 | 181 |
| Other | 7,465 | 9,195 | (1,730) | 7,984 | 9,601 | $(1,617)$ |
| Total commercial credit exposure by industry | \$389,115 | \$368,460 | \$20,655 | \$686,124 | \$662,819 | \$23,305 |
| Net credit default protection purchased on total commitments (5) |  |  |  | \$ $(5,037)$ | \$ $(2,041)$ |  |

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

## Bank of America Corporation

Net Credit Default Protection by Maturity Profile

|  | $\begin{gathered} \text { September } 30 \\ 2007 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 23 \% | 17 \% |
| Greater than one year and less than or equal to five years | 57 | 37 |
| Greater than five years | 20 | 46 |
| Total net credit default protection | 100 \% | $100 \%$ |

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

## (Dollars in millions)

| Ratings | September 30, 2007 |  | June 30, 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Net Notional | Percent | Net Notional | Percent |
| AAA | \$ (11) | 0.2 \% | \$ 6 | (0.3) \% |
| AA | (96) | 1.9 | 36 | (1.8) |
| A | $(1,755)$ | 34.8 | (598) | 29.3 |
| BBB | $(2,296)$ | 45.6 | (459) | 22.5 |
| BB | $(1,215)$ | 24.1 | (538) | 26.4 |
| B | (155) | 3.1 | (127) | 6.2 |
| CCC and below | (75) | 1.5 | (55) | 2.7 |
| NR ${ }^{(2)}$ | 566 | (11.2) | (306) | 15.0 |
| Total net credit default protection | \$(5,037) | 100.0 \% | \$(2,041) | 100.0 \% |

 and the net notional credit protection sold is shown as a positive amount.
 credit default swaps indices include names in and across each of the ratings categories

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

## Bank of America Corporation

## Selected Emerging Markets ${ }^{(1)}$

(Dollars in millions)

|  | Loans and Leases, and Loan <br> Commitments | $\begin{gathered} \text { Other } \\ \text { Financing }{ }^{(2)} \\ \hline \end{gathered}$ | Derivative <br> Assets ${ }^{(3)}$ | Securities/Other <br> Investments ${ }^{(4)}$ | Total Cross-border Exposure ${ }^{(5)}$ | Local Country Exposure Net of Local Liabilities ${ }^{(6)}$ | Total Emerging Markets Exposure September 30, 2007 | Increase (Decrease) from June 30, 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| By Region/Country |  |  |  |  |  |  |  |  |
| Asia Pacific |  |  |  |  |  |  |  |  |
| China ${ }^{(7)}$ | \$ 277 | \$ 128 | \$ 247 | \$ 3,369 | \$ 4,021 | \$143 | \$ 4,164 | \$ 231 |
| South Korea | 250 | 786 | 122 | 2,940 | 4,098 | - | 4,098 | 154 |
| India | 1,232 | 869 | 362 | 1,220 | 3,683 | - | 3,683 | 415 |
| Singapore | 435 | 66 | 179 | 915 | 1,595 | - | 1,595 | 467 |
| Taiwan | 326 | 62 | 74 | 168 | 630 | 311 | 941 | (91) |
| Hong Kong | 363 | 59 | 167 | 287 | 876 | - | 876 | 295 |
| Other Asia Pacific ${ }^{(8)}$ | 126 | 112 | 11 | 538 | 787 | 27 | 814 | 158 |
| Total Asia Pacific | 3,009 | 2,082 | 1,162 | 9,437 | 15,690 | 481 | 16,171 | 1,629 |
| Latin America |  |  |  |  |  |  |  |  |
| Mexico ${ }^{(9)}$ | 1,045 | 215 | 33 | 3,045 | 4,338 | - | 4,338 | (27) |
| Brazil ${ }^{(10)}$ | 311 | 112 | 62 | 2,665 | 3,150 | 218 | 3,368 | 73 |
| Chile | 429 | 58 | - | 19 | 506 | 6 | 512 | 214 |
| Other Latin America ${ }^{(8)}$ | 111 | 190 | 48 | 90 | 439 | 176 | 615 | 52 |
| Total Latin America | 1,896 | 575 | 143 | 5,819 | 8,433 | 400 | 8,833 | 312 |
| Middle East and Africa |  |  |  |  |  |  |  |  |
| South Africa | 456 | 4 | 22 | 136 | 618 | - | 618 | (608) |
| Other Middle East and Africa ${ }^{(8)}$ | 585 | 71 | 138 | 172 | 966 | - | 966 | 17 |
| Total Middle East and Africa | 1,041 | 75 | 160 | 308 | 1,584 | - | 1,584 | (591) |
| Central and Eastern Europe ${ }^{(8)}$ | 39 | 66 | 74 | 258 | 437 | - | 437 | 109 |
| Total emerging markets exposure | \$5,985 | \$2,798 | \$1,539 | \$15,822 | \$26,144 | \$881 | \$27,025 | \$1,459 |


 accordance with SFAS 159 at September 30, 2007 and June 30, 2007.
(2) Includes acceptances, standby letters of credit, commercial letters of credit and formal guarantees.
 June 30, 2007 there were $\$ 2$ million and less than $\$ 1$ million of other marketable securities collateralizing derivative assets.
 where the underlying securities are U.S. Treasury securities, in which case the domicile is the U.S., are excluded from this presentation.
 denominated, consistent with FFIEC reporting rules.



 million.
(7) Securities/Other Investments include an investment of $\$ 3.0$ billion in China Construction Bank.
(8) No country included in Other Asia Pacific, Other Latin America, Other Middle East and Africa, and Central and Eastern Europe had total foreign exposure of more than $\$ 500$ million
(9) Securities/Other Investments include an investment of $\$ 2.7$ billion in Grupo Financiero Santander Serfin.
(10) Securities/Other Investments include an investment of $\$ 2.6$ billion in Banco Itau Holding Financeira S.A.

Certainprior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation

## Nonperforming Assets

## (Dollars in millions)

|  | $\begin{gathered} \text { September } 30 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage | \$ 1,176 | \$ 867 | \$ 732 | \$ 660 | \$ 599 |
| Home equity ${ }^{(1)}$ | 764 | 496 | 363 | 291 | 211 |
| Direct/Indirect consumer ${ }^{(1)}$ | 6 | 3 | 2 | 2 | 1 |
| Other consumer | 94 | 94 | 133 | 77 | 86 |
| Total consumer | 2,040 | 1,460 | 1,230 | 1,030 | 897 |
| Commercial - domestic ${ }^{(2)}$ | 646 | 399 | 404 | 505 | 491 |
| Commercial real estate | 352 | 280 | 189 | 118 | 68 |
| Commercial lease financing | 29 | 27 | 21 | 42 | 35 |
| Commercial - foreign | 16 | 17 | 29 | 13 | 36 |
|  | 1,043 | 723 | 643 | 678 | 630 |
| Small business commercial - domestic | 97 | 101 | 97 | 79 | 53 |
| Total commercial | 1,140 | 824 | 740 | 757 | 683 |
| Total nonperforming loans and leases | 3,180 | 2,284 | 1,970 | 1,787 | 1,580 |
| Foreclosed properties | 192 | 108 | 89 | 69 | 76 |
| Total nonperforming assets ${ }^{(3,4)}$ | \$3,372 | \$2,392 | \$2,059 | \$1,856 | \$1,656 |
| Loans past due 90 days or more and still accruing (4,5) | \$ 2,955 | \$2,798 | \$2,870 | \$3,056 | \$2,719 |
| Nonperforming assets/Total assets ${ }^{(6)}$ | 0.21 \% | 0.16 \% | 0.14 \% | 0.13 \% | 0.11 \% |
| Nonperforming assets/Total loans, leases and foreclosed properties ${ }^{(6)}$ | 0.43 | 0.32 | 0.29 | 0.26 | 0.25 |
| Nonperforming loans and leases/Total loans and leases ${ }^{(6)}$ | 0.40 | 0.30 | 0.27 | 0.25 | 0.24 |
| Allowance for credit losses: |  |  |  |  |  |
| Allowance for loan and lease losses | \$9,535 | \$9,060 | \$8,732 | \$9,016 | \$8,872 |
| Reserve for unfunded lending commitments | 392 | 376 | 374 | 397 | 388 |
| Total allowance for credit losses | \$9,927 | \$9,436 | \$9,106 | \$9,413 | \$9,260 |
| Allowance for loan and lease losses/Total loans and leases measured at historical cost ${ }^{(6)}$ | 1.21 \% | 1.20 \% | 1.21 \% | 1.28 \% | 1.33 \% |
| Allowance for loan and lease losses/Total nonperforming loans and leases measured at historical cost | 300 | 397 | 443 | 505 | 562 |
| Commercial criticized exposure ${ }^{(7)}$ | \$10,820 | \$7,187 | \$7,119 | \$7,061 | \$7,257 |
| Commercial criticized exposure/Commercial utilized exposure ${ }^{(7)}$ | $3.05 \%$ | 2.17 \% | 2.24 \% | 2.20 \% | 2.29 \% |


(2) Excludes small business commercial - domestic loans.
 2006, and September 30, 2006, respectively.
 accruing interest measured under fair value in accordance with SFAS 159.
(5) Balances do not include loans held-for-sale past due 90 days or more and still accruing interest included in other assets of $\$ 8$ million and $\$ 23$ million at September 30,2007 and 2006.
(6) Ratios do not include loans measured at fair value in accordance with SFAS 159 of $\$ 4.53$ billion, $\$ 3.61$ billion and $\$ 3.86$ billion at September 30, 2007, June 30, 2007 and March 31, 2007, respectively.
 been 3.65 percent, 2.25 percent and 2.41 percent at September 30, 2007, June 30, 2007 and March 31, 2007, respectively. Including assets held-for-sale, the ratios would have been 2.23 percent and 2.22 percent at December 31, 2006 and September 30, 2006.

Loans are classified as domestic or foreign based upon the domicile of the borrower.
Certain prior period amounts have been reclassified to conform to current period presentation.

Bank of America Corporation
Quarterly Net Charge-offs/Losses and Net Charge-off/Loss Ratios ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Held Basis | Third Quarter 2007 |  |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  |  |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2007 \end{aligned}$ |  |  |  | Fourth <br> Quarter $2006^{(2,3)}$ |  |  |  | Third Quarter $2006^{(2,3)}$ |  |  |  |  |
|  |  | mount | Percent |  |  | Amount | Percent |  |  | Amount | Percent |  |  | Amount | $\underline{\text { Percent }}$ |  |  | Amount | Percent |  |
| Residential mortgage | \$ | 13 | 0.02 | \% | \$ | \$ 11 | 0.02 | \% |  | \$ 6 | 0.01 | \% | \$ | \$ 9 | 0.02 | \% |  | \$ 6 | 0.01 | \% |
| Credit card - domestic |  | 712 | 4.91 |  |  | 807 | 5.76 |  |  | 806 | 5.66 |  |  | 884 | 5.86 |  |  | 853 | 5.42 |  |
| Credit card - foreign |  | 96 | 3.19 |  |  | 86 | 2.88 |  |  | 88 | 3.22 |  |  | 79 | 3.03 |  |  | 70 | 2.94 |  |
| Home equity |  | 50 | 0.20 |  |  | 28 | 0.12 |  |  | 17 | 0.08 |  |  | 19 | 0.09 |  |  | 11 | 0.06 |  |
| Direct/Indirect consumer |  | 312 | 1.78 |  |  | 241 | 1.50 |  |  | 235 | 1.59 |  |  | 190 | 1.41 |  |  | 152 | 1.17 |  |
| Other consumer |  | 119 | 5.99 |  |  | 100 | 4.96 |  |  | 92 | 4.22 |  |  | 101 | 3.78 |  |  | 85 | 3.03 |  |
| Total consumer |  | 1,302 | 0.99 |  |  | 1,273 | 1.03 |  |  | 1,244 | 1.06 |  |  | 1,282 | 1.14 |  |  | 1,177 | 1.07 |  |
| Commercial - domestic ${ }^{(4)}$ |  | 13 | 0.03 |  |  | 32 | 0.09 |  |  | 25 | 0.07 |  |  | 8 | 0.02 |  |  | 12 | 0.03 |  |
| Commercial real estate |  | 28 | 0.28 |  |  | (1) | (0.01) |  |  | 3 | 0.03 |  |  | 1 | 0.01 |  |  | 2 | 0.02 |  |
| Commercial lease financing |  | (3) | (0.07) |  |  | (11) | (0.21) |  |  | (1) | (0.03) |  |  | 12 | 0.22 |  |  | - | - |  |
| Commercial - foreign |  | (4) | (0.06) |  |  | 6 | 0.10 |  |  | (3) | (0.05) |  |  | (1) | (0.02) |  |  | (13) | (0.21) |  |
|  |  | 34 | 0.05 |  |  | 26 | 0.05 |  |  | 24 | 0.04 |  |  | 20 | 0.03 |  |  | 1 | - |  |
| Small business commercial - domestic |  | 237 | 5.89 |  |  | 196 | 5.23 |  |  | 159 | 4.59 |  |  | 115 | 3.44 |  |  | 99 | 3.16 |  |
| Total commercial |  | 271 | 0.42 |  |  | 222 | 0.37 |  |  | 183 | 0.31 |  |  | 135 | 0.22 |  |  | 100 | 0.17 |  |
| Total net charge-offs | \$ | $\underline{1,573}$ | 0.80 |  |  | \$ 1,495 | 0.81 |  |  | \$ 1,427 | 0.81 |  |  | $\underline{\text { 1,417 }}$ | 0.82 |  |  | \$ 1,277 | 0.75 |  |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer and Small Business Banking ${ }^{(5)}$ | \$ | 2,687 | 3.21 | \% |  | \$ 2,662 | 3.37 | \% |  | \$ 2,433 | 3.20 | \% |  | \$ 2,336 | 3.09 | \% |  | \$ 2,109 | 2.87 | \% |
| Global Corporate and Investment Banking |  | 114 | 0.17 |  |  | 74 | 0.12 |  |  | 102 | 0.17 |  |  | 85 | 0.14 |  |  | 82 | 0.14 |  |
| Global Wealth and Investment Management |  | 16 | 0.08 |  |  | 4 | 0.03 |  |  | 18 | 0.11 |  |  | 2 | 0.01 |  |  | - | - |  |
| All Other ${ }^{(5)}$ |  | $(1,244)$ | (4.74) |  |  | $(1,245)$ | (4.94) |  |  | $(1,126)$ | (4.95) |  |  | $(1,006)$ | (4.95) |  |  | (914) | (4.22) |  |
| Total net charge-offs | \$ | 1,573 | 0.80 |  |  | \$ 1,495 | 0.81 |  |  | \$ 1,427 | 0.81 |  |  | \$ 1,417 | 0.82 |  |  | \$ 1,277 | 0.75 |  |
| Supplemental managed basis data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit card - domestic | \$ | 1,707 | 4.76 | \% |  | \$ 1,786 | 5.17 | \% |  | \$ 1,651 | 4.80 | \% |  | \$ 1,615 | 4.61 | \% |  | \$ 1,479 | 4.23 | \% |
| Credit card - foreign |  | 317 | 4.24 |  |  | 313 | 4.31 |  |  | 302 | 4.37 |  |  | 291 | 4.30 |  |  | 269 | 4.17 |  |
| Total credit card managed net losses | \$ | 2,024 | 4.67 |  |  | \$ 2,099 | 5.02 |  |  | \$ 1,953 | 4.73 |  |  | $\underline{\text { S 1,906 }}$ | 4.56 |  |  | \$ 1,748 | 4.23 |  |
| Total commercial |  | 271 | 0.42 |  |  | 222 | 0.37 |  |  | 183 | 0.31 |  |  | 135 | 0.22 |  |  | 107 | 0.18 |  |
| Total managed losses |  | 2,839 | 1.27 |  |  | 2,766 | 1.31 |  |  | 2,572 | 1.26 |  |  | 2,453 | 1.23 |  |  | 2,195 | 1.11 |  |

[^21]Loans are classified as domestic or foreign based upon the domicile of the borrower.
Certain prior period amounts have been reclassified to conform to current period presentation.


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

## Bank of America Corporation

## Year-to-Date Net Charge-offs/Losses and Net Charge-off/Loss Ratios ${ }^{(1)}$

(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  |  | $2006{ }^{(2,3)}$ |  |  |
| Held Basis | Amount | Percent |  | Amount | Percent |  |
| Residential mortgage | \$ 30 | 0.02 | \% | \$ 30 | 0.02 | \% |
| Credit card - domestic | 2,325 | 5.44 |  | 2,210 | 4.53 |  |
| Credit card - foreign | 270 | 3.09 |  | 146 | 2.24 |  |
| Home equity | 95 | 0.13 |  | 32 | 0.06 |  |
| Direct/Indirect consumer | 788 | 1.60 |  | 334 | 0.92 |  |
| Other consumer | 311 | 5.03 |  | 202 | 2.52 |  |
| Total consumer | 3,819 | 1.02 |  | 2,954 | 0.96 |  |
| Commercial - domestic ${ }^{(4)}$ | 70 | 0.06 |  | (33) | (0.03) |  |
| Commercial real estate | 30 | 0.11 |  | 2 | 0.01 |  |
| Commercial lease financing | (15) | (0.10) |  | (40) | (0.26) |  |
| Commercial - foreign | (1) | (0.01) |  | (7) | (0.04) |  |
|  | 84 | 0.05 |  | (78) | (0.05) |  |
| Small business commercial - domestic | 592 | 5.27 |  | 246 | 2.84 |  |
| Total commercial | 676 | 0.37 |  | 168 | 0.10 |  |
| Total net charge-offs | $\stackrel{\text { \$4,495 }}{ }$ | 0.80 |  | \$3,122 | 0.65 |  |
| By Business Segment: |  |  |  |  |  |  |
| Global Consumer and Small Business Banking ${ }^{(5)}$ | \$7,782 | 3.26 | \% | \$5,287 | 2.49 | \% |
| Global Corporate and Investment Banking | 290 | 0.15 |  | 161 | 0.09 |  |
| Global Wealth and Investment Management | 38 | 0.07 |  | (44) | (0.09) |  |
| All Other ${ }^{(5)}$ | $(3,615)$ | (4.87) |  | $(2,282)$ | (4.52) |  |
| Total net charge-offs | \$4,495 | 0.80 |  | \$3,122 | 0.65 |  |
| Supplemental managed basis data |  |  |  |  |  |  |
| Credit card - domestic | \$5,144 | 4.91 | \% | \$3,779 | 3.65 | \% |
| Credit card - foreign | 932 | 4.31 |  | 689 | 3.82 |  |
| Total credit card managed net losses | \$6,076 | 4.81 |  | \$4,468 | 3.68 |  |
| Total commercial | 676 | 0.37 |  | 199 | 0.11 |  |
| Total managed losses | 8,177 | 1.27 |  | 5,488 | 0.98 |  |

 and lease category.
 commercial - domestic \$17 million for the nine months ended September 30, 2006.
 ratios excluding the impact of SOP 03-3.

(4) Excludes small business commercial - domestic loans.
(5) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services. The securitization offset is included within All Other.

Loans are classified as domestic or foreign based upon the domicile of the borrower.
Certain prior period amounts have been reclassified to conform to current period presentation.

Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation

## Global Consumer and Small Business Banking - Reconciliation

(Dollars in millions)

|  | Nine Months Ended September 30, 2007 |  |  | Nine Months Ended September 30, 2006 |  |  | Third Quarter 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Managed $\text { Basis }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Impact }^{(2)} \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Held } \\ & \text { Basis } \end{aligned}$ | Managed $\text { Basis }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Impact }^{(2)} \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Held } \\ & \text { Basis } \end{aligned}$ | Managed $\text { Basis }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Impact }^{(2)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Held } \\ & \text { Basis } \end{aligned}$ |
| Net interest income ${ }^{(3)}$ | \$ 21,409 | \$ (5,956) | \$15,453 | \$21,059 | \$ (5,664) | \$15,395 | \$ 7,265 | \$ | $(2,085)$ | \$5,180 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income | 7,564 | 2,528 | 10,092 | 6,739 | 3,569 | 10,308 | 2,587 |  | 896 | 3,483 |
| Service charges | 4,384 | - | 4,384 | 3,949 | - | 3,949 | 1,519 |  | - | 1,519 |
| Mortgage banking income | 843 | - | 843 | 630 | - | 630 | 244 |  | - | 244 |
| Gains (losses) on sales of debt securities | (1) | - | (1) | (1) | - | (1) | - |  | - | - |
| All other income | 969 | (221) | 748 | 879 | (245) | 634 | 370 |  | (70) | 300 |
| Total noninterest income | 13,759 | 2,307 | 16,066 | 12,196 | 3,324 | 15,520 | 4,720 |  | 826 | 5,546 |
| Total revenue, net of interest expense | 35,168 | $(3,649)$ | 31,519 | 33,255 | $(2,340)$ | 30,915 | 11,985 |  | $(1,259)$ | 10,726 |
| Provision for credit losses | 8,626 | $(3,649)$ | 4,977 | 5,757 | $(2,340)$ | 3,417 | 3,121 |  | $(1,259)$ | 1,862 |
| Noninterest expense | 14,567 | - | 14,567 | 13,591 | - | 13,591 | 4,971 |  | - | 4,971 |
| Income before income taxes | 11,975 | - | 11,975 | 13,907 | - | 13,907 | 3,893 |  | - | 3,893 |
| Income tax expense ${ }^{(3)}$ | 4,416 | - | 4,416 | 5,123 | - | 5,123 | 1,441 |  | - | 1,441 |
| Net income | \$ 7,559 | \$ | \$ 7,559 | \$ 8,784 | \$ | \$ 8,784 | \$ 2,452 | \$ | - | \$2,452 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$319,089 | \$(102,675) | \$216,414 | \$284,261 | \$ $(95,050)$ | \$189,211 | \$331,656 |  | $(104,317)$ | \$227,339 |
| Period end - total loans and leases | 337,783 | $(103,542)$ | 234,241 | 294,207 | $(98,683)$ | 195,524 | 337,783 |  | $(103,542)$ | 234,241 |
|  | Second Quarter 2007 |  |  | First Quarter 2007 |  |  | Fourth Quarter 2006 |  |  |  |
|  | Managed <br> Basis ${ }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Impact }^{(2)} \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Held } \\ \text { Basis } \end{gathered}$ | Managed <br> Basis ${ }^{(1)}$ | $\begin{gathered} \text { Securitization } \\ \text { Impact }^{(2)} \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Held } \\ & \text { Basis } \end{aligned}$ | Managed <br> Basis ${ }^{(1)}$ |  | $\begin{aligned} & \text { ritization } \\ & \text { pact }^{(2)} \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Held } \\ & \text { Basis } \end{aligned}$ |
| Net interest income ${ }^{(3)}$ | \$ 7,132 | \$ (1,981) | \$ 5,151 | \$ 7,012 | \$ (1,890) | \$ 5,122 | \$ 7,138 | \$ | $(1,929)$ | \$ 5,209 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,596 | 793 | 3,389 | 2,381 | 839 | 3,220 | 2,635 |  | 996 | 3,631 |
| Service charges | 1,488 | - | 1,488 | 1,377 | - | 1,377 | 1,394 |  | - | 1,394 |
| Mortgage banking income | 297 | - | 297 | 302 | - | 302 | 247 |  | - | 247 |
| Gains (losses) on sales of debt securities | - | - | - | (1) | - | (1) | (1) |  | - | (1) |
| All other income | 331 | (74) | 257 | 268 | (77) | 191 | 258 |  | (90) | 168 |
| Total noninterest income | 4,712 | 719 | 5,431 | 4,327 | 762 | 5,089 | 4,533 |  | 906 | 5,439 |
| Total revenue, net of interest expense | 11,844 | $(1,262)$ | 10,582 | 11,339 | $(1,128)$ | 10,211 | 11,671 |  | $(1,023)$ | 10,648 |
| Provision for credit losses | 3,094 | $(1,262)$ | 1,832 | 2,411 | $(1,128)$ | 1,283 | 2,777 |  | $(1,023)$ | 1,754 |
| Noninterest expense | 4,911 | - | 4,911 | 4,685 | - | 4,685 | 4,784 |  | - | 4,784 |
| Income before income taxes | 3,839 | - | 3,839 | 4,243 | - | 4,243 | 4,110 |  | - | 4,110 |
| Income tax expense ${ }^{(3)}$ | 1,403 | - | 1,403 | 1,572 | - | 1,572 | 1,516 |  | - | 1,516 |
| Net income | \$ 2,436 | \$ | \$ 2,436 | \$ 2,671 | \$ - | \$ 2,671 | \$ 2,594 | \$ | - | \$ 2,594 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$317,246 | \$(101,905) | \$215,341 | \$308,105 | \$(101,776) | \$206,329 | \$299,614 |  | $(99,765)$ | \$199,849 |
| Period end - total loans and leases | 324,452 | $(102,752)$ | 221,700 | 309,992 | $(102,363)$ | 207,629 | 307,661 |  | $(101,865)$ | 205,796 |
|  |  |  |  |  |  |  | Third Quarter 2006 |  |  |  |
|  |  |  |  |  |  |  | Managed <br> Basis ${ }^{(1)}$ | Securitit Impa | ization $\mathrm{ct}^{(2)}$ | Held Basis |
| Net interest income ${ }^{(3)}$ |  |  |  |  |  |  | \$ 7,016 | \$ | $(1,872)$ | \$ 5,144 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income |  |  |  |  |  |  | 2,333 |  | 1,032 | 3,365 |
| Service charges |  |  |  |  |  |  | 1,410 |  | - | 1,410 |
| Mortgage banking income |  |  |  |  |  |  | 215 |  | - | 215 |
| Gains (losses) on sales of debt securities |  |  |  |  |  |  | - |  | - | - |
| All other income |  |  |  |  |  |  | 310 |  | (68) | 242 |
| Total noninterest income |  |  |  |  |  |  | 4,268 |  | 964 | 5,232 |
| Total revenue, net of interest expense |  |  |  |  |  |  | 11,284 |  | (908) | 10,376 |
| Provision for credit losses |  |  |  |  |  |  | 2,049 |  | (908) | 1,141 |
| Noninterest expense |  |  |  |  |  |  | 4,619 |  | - | 4,619 |
| Income before income taxes |  |  |  |  |  |  | 4,616 |  | - | 4,616 |
| Income tax expense ${ }^{(3)}$ |  |  |  |  |  |  | 1,697 |  | - | 1,697 |
| Net income |  |  |  |  |  |  | \$ 2,919 | \$ | - | \$ 2,919 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases |  |  |  |  |  |  | \$291,028 |  | 97,371) | \$193,657 |
| Period end - total loans and leases |  |  |  |  |  |  | 294,207 |  | 98,683) | 195,524 |

(1) Provision for credit losses represents the provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
(2) The securitization impact on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses.
(3) Fully taxable-equivalent basis

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



 purpose entity which is excluded from the Corporation's Consolidated Financial Statements in accordance with generally accepted accounting principles (GAAP).

 repricing of interest rates as held loans. Global Consumer and Small Business Banking's managed income statement line items differ from a held basis reported as follows:
 to securitized loans.

 as management continues to manage this impact within Global Consumer and Small Business Banking .

Exhibit A: Non-GAAP Reconciliations - continued

## Bank of America Corporation

## All Other - Reconciliation

(Dollars in millions)

|  | Nine Months Ended September 30, 2007 |  |  | Nine Months Ended September 30, 2006 |  |  | Third Quarter 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Reported } \\ \text { Basis }^{(1)} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ | As <br> Adjusted | Reported $\text { Basis }{ }^{(1)}$ | $\begin{gathered} \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ | As Adjusted | $\begin{gathered} \hline \text { Reported } \\ \text { Basis }^{(1)} \\ \hline \end{gathered}$ | $\begin{gathered} \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ | As Adjusted |
| Net interest income ${ }^{(3)}$ | \$ (5,743) | \$ 5,956 | \$ 213 | \$ $(4,303)$ | \$ 5,664 | \$ 1,361 | \$ $(2,031)$ | \$ 2,085 | \$ 54 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 2,136 | $(2,528)$ | (392) | 2,969 | $(3,569)$ | (600) | 739 | (896) | (157) |
| Equity investment income | 3,467 | - | 3,467 | 1,841 | - | 1,841 | 852 | - | 852 |
| Gains (losses) on sales of debt securities | 70 | - | 70 | (484) | - | (484) | 7 | - | 7 |
| All other income | (646) | 221 | (425) | 218 | 245 | 463 | (333) | 70 | (263) |
| Total noninterest income | 5,027 | $(2,307)$ | 2,720 | 4,544 | $(3,324)$ | 1,220 | 1,265 | (826) | 439 |
| Total revenue, net of interest expense | (716) | 3,649 | 2,933 | 241 | 2,340 | 2,581 | (766) | 1,259 | 493 |
| Provision for credit losses | $(3,915)$ | 3,649 | (266) | $(2,358)$ | 2,340 | (18) | $(1,290)$ | 1,259 | (31) |
| Merger and restructuring charges | 270 | - | 270 | 561 | - | 561 | 84 | - | 84 |
| All other noninterest expense | 13 | - | 13 | 899 | - | 899 | (272) | - | (272) |
| Income before income taxes | 2,916 | - | 2,916 | 1,139 | - | 1,139 | 712 | - | 712 |
| Income tax expense ${ }^{(3)}$ | 822 | - | 822 | 330 | - | 330 | 165 | - | 165 |
| Net income | \$ 2,094 | \$ - | \$ 2,094 | \$ 809 | \$ - | \$ 809 | \$ 547 | \$ | \$ 547 |
| Balance sheet |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$ 99,161 | \$102,675 | \$201,836 | \$67,413 | \$95,050 | \$162,463 | \$104,061 | \$104,317 | \$208,378 |
| Period end - total loans and leases | 102,003 | 103,542 | 205,545 | 76,412 | 98,683 | 175,095 | 102,003 | 103,542 | 205,545 |
|  | Second Quarter 2007 |  |  | First Quarter 2007 |  |  | Fourth Quarter 2006 |  |  |
|  | Reported Basis ${ }^{(1)}$ | Securitization Offset ${ }^{(2)}$ | As Adjusted | Reported <br> Basis (1) | Securitization Offset ${ }^{(2)}$ | As Adjusted | Reported Basis ${ }^{(1)}$ | $\begin{gathered} \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ | As Adjusted |
| Net interest income ${ }^{(3)}$ | \$ (1,943) | \$ 1,981 | \$ 38 | \$(1,769) | \$ 1,890 | \$ 121 | \$(1,628) | \$ 1,929 | \$ 301 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 676 | (793) | (117) | 721 | (839) | (118) | 826 | (996) | (170) |
| Equity investment income | 1,719 | - | 1,719 | 896 | - | 896 | 1,031 | - | 1,031 |
| Gains on sales of debt securities | 2 | - | 2 | 61 | - | 61 | 9 | - | 9 |
| All other income | (255) | 74 | (181) | (58) | 77 | 19 | (119) | 90 | (29) |
| Total noninterest income | 2,142 | (719) | 1,423 | 1,620 | (762) | 858 | 1,747 | (906) | 841 |
| Total revenue, net of interest expense | 199 | 1,262 | 1,461 | (149) | 1,128 | 979 | 119 | 1,023 | 1,142 |
| Provision for credit losses | $(1,311)$ | 1,262 | (49) | $(1,314)$ | 1,128 | (186) | $(1,136)$ | 1,023 | (113) |
| Merger and restructuring charges | 75 | - | 75 | 111 | - | 111 | 244 | - | 244 |
| All other noninterest expense | (89) | - | (89) | 374 | - | 374 | 71 | - | 71 |
| Income before income taxes | 1,524 | - | 1,524 | 680 | - | 680 | 940 | - | 940 |
| Income tax expense ${ }^{(3)}$ | 536 | - | 536 | 121 | - | 121 | 249 | - | 249 |
| Net income | \$ 988 | \$ | \$ 988 | \$ 559 | \$ | \$ 559 | \$ 691 | \$ - | \$ 691 |
| Balance sheet |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$101,096 | \$101,905 | \$203,001 | \$92,200 | \$101,776 | \$193,976 | \$80,664 | \$99,765 | \$180,429 |
| Period end - total loans and leases | 107,429 | 102,752 | 210,181 | 97,085 | 102,363 | 199,448 | 90,594 | 101,865 | 192,459 |


|  | Third Quarter 2006 |  |  |
| :---: | :---: | :---: | :---: |
|  | Reported $\text { Basis }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Offset }^{(2)} \\ & \hline \end{aligned}$ | As Adjusted |
| Net interest income ${ }^{(3)}$ | \$ $(1,418)$ | \$ 1,872 | \$ 454 |
| Noninterest income: |  |  |  |
| Card income | 841 | $(1,032)$ | (191) |
| Equity investment income | 687 | - | 687 |
| Gains (losses) on sales of debt securities | (480) | - | (480) |
| All other income | 632 | 68 | 700 |
| Total noninterest income | 1,680 | (964) | 716 |
| Total revenue, net of interest expense | 262 | 908 | 1,170 |
| Provision for credit losses | (920) | 908 | (12) |
| Merger and restructuring charges | 269 | - | 269 |
| All other noninterest expense | 149 | - | 149 |
| Income before income taxes | 764 | - | 764 |
| Income tax expense ${ }^{(3)}$ | 213 | - | 213 |
| Net income | \$ 551 | \$ - | \$ 551 |
| Balance sheet |  |  |  |
| Average - total loans and leases | \$85,965 | \$97,371 | \$183,336 |
| Period end - total loans and leases | 76,412 | 98,683 | 175,095 |

[^22][^23]Exhibit A: Non-GAAP Reconciliations - continued
Reconciliation of Net Charge-offs and Net Charge-off Ratios to Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-3, ${ }^{2)}$

## Net Charge-offs and Net Charge-off Ratios As Reported

| (Dollars in millions) | Nine Months Ended September 30, 2006 |  |  | Fourth Quarter 2006 |  |  | Third Quarter 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Outstanding |  |  | Average Outstanding |  |  | Average Outstanding |  |  |
|  | Amount | Loans and Leases | $\underline{\text { Percent }{ }^{(3)}}$ | Amount | Loans and Leases | Percent ${ }^{(3)}$ | Amount | Loans and Leases | Percent ${ }^{(3)}$ |
| Residential mortgage | \$ 30 | \$201,777 | 0.02\% | 9 | \$225,985 | 0.02\% | \$ 6 | \$222,889 | 0.01\% |
| Credit card - domestic | 2,210 | 65,198 | 4.53 | 884 | 59,802 | 5.86 | 853 | 62,508 | 5.42 |
| Credit card - foreign | 146 | 8,725 | 2.24 | 79 | 10,375 | 3.03 | 70 | 9,455 | 2.94 |
| Home equity | 32 | 76,098 | 0.06 | 19 | 84,905 | 0.09 | 11 | 79,899 | 0.06 |
| Direct/Indirect consumer | 334 | 48,799 | 0.92 | 190 | 53,480 | 1.41 | 152 | 51,536 | 1.17 |
| Other consumer | 202 | 10,748 | 2.52 | 101 | 10,597 | 3.78 | 85 | 11,076 | 3.03 |
| Total consumer | 2,954 | 411,345 | 0.96 | 1,282 | 445,144 | 1.14 | 1,177 | 437,363 | 1.07 |
| Commercial - domestic | 213 | 148,746 | 0.19 | 123 | 158,604 | 0.31 | 111 | 153,007 | 0.29 |
| Commercial real estate | 2 | 36,968 | 0.01 | 1 | 36,851 | 0.01 | 2 | 37,471 | 0.02 |
| Commercial lease financing | (40) | 20,762 | (0.26) | 12 | 21,159 | 0.22 | - | 20,875 | - |
| Commercial - foreign | (7) | 24,088 | (0.04) | (1) | 21,840 | (0.02) | (13) | 24,761 | (0.21) |
| Total commercial | 168 | 230,564 | 0.10 | 135 | 238,454 | 0.22 | 100 | 236,114 | 0.17 |
| Total net charge-offs | \$3,122 | \$641,909 | 0.65 | \$1,417 | \$683,598 | 0.82 | \$1,277 | \$673,477 | 0.75 |
| Impact of SOP 03-3 ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$- |  |  | \$- |  |  | \$- |  |  |
| Credit card - domestic | 88 |  |  | 11 |  |  | 10 |  |  |
| Credit card - foreign | 49 |  |  | 4 |  |  | 5 |  |  |
| Home equity | - |  |  | - |  |  | - |  |  |
| Direct/Indirect consumer | 72 |  |  | 6 |  |  | 5 |  |  |
| Other consumer | 37 |  |  | 4 |  |  | 6 |  |  |
| Total consumer | 246 |  |  | 25 |  |  | 26 |  |  |
| Commercial - domestic | 17 |  |  | - |  |  | - |  |  |
| Commercial real estate | - |  |  | - |  |  | - |  |  |
| Commercial lease financing | - |  |  | - |  |  | - |  |  |
| Commercial - foreign | - |  |  | - |  |  | - |  |  |
| Total commercial | 17 |  |  | - |  |  | - |  |  |
| Total net charge-offs | \$263 |  |  | 25 |  |  | 26 |  |  |

## Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-3

| Residential mortgage | \$ | 30 | \$ | 201,777 | 0.02\% | \$ | 9 | \$ | 225,985 | 0.02\% | \$ | 6 | \$ | 222,889 | 0.01\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card - domestic |  | 2,298 |  | 65,198 | 4.71 |  | 895 |  | 59,802 | 5.93 |  | 863 |  | 62,508 | 5.48 |
| Credit card - foreign |  | 195 |  | 8,725 | 2.98 |  | 83 |  | 10,375 | 3.22 |  | 75 |  | 9,455 | 3.13 |
| Home equity |  | 32 |  | 76,098 | 0.06 |  | 19 |  | 84,905 | 0.09 |  | 11 |  | 79,899 | 0.06 |
| Direct/Indirect consumer |  | 406 |  | 48,799 | 1.11 |  | 196 |  | 53,480 | 1.45 |  | 157 |  | 51,536 | 1.22 |
| Other consumer |  | 239 |  | 10,748 | 2.98 |  | 105 |  | 10,597 | 3.93 |  | 91 |  | 11,076 | 3.22 |
| Total consumer |  | 3,200 |  | 411,345 | 1.04 |  | 1,307 |  | 445,144 | 1.17 |  | 1,203 |  | 437,363 | 1.09 |
| Commercial - domestic |  | 230 |  | 148,746 | 0.21 |  | 123 |  | 158,604 | 0.31 |  | 111 |  | 153,007 | 0.29 |
| Commercial real estate |  | 2 |  | 36,968 | 0.01 |  | 1 |  | 36,851 | 0.01 |  | 2 |  | 37,471 | 0.02 |
| Commercial lease financing |  | (40) |  | 20,762 | (0.26) |  | 12 |  | 21,159 | 0.22 |  | - |  | 20,875 | - |
| Commercial - foreign |  | (7) |  | 24,088 | (0.04) |  | (1) |  | 21,840 | (0.02) |  | (13) |  | 24,761 | (0.21) |
| Total commercial |  | 185 |  | 230,564 | 0.11 |  | 135 |  | 238,454 | 0.22 |  | 100 |  | 236,114 | 0.17 |
| Total net charge-offs | \$ | 3,385 | \$ | 641,909 | 0.70 | \$ | 1,442 | \$ | 683,598 | 0.84 | \$ | 1,303 | \$ | 673,477 | 0.77 |

[^24]Certainprior period amounts have been reclassified to conform to current period presentation.


[^0]:    * Preliminary data
    (1) Ratios do not include loans measured at fair value in accordance with SFAS 159 at and for the three and nine months ended September 30, 2007.
    (2) Does not include 631,145 shares issued in conjunction with the merger with MBNA.

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

[^2]:    (1) Effective April 1, 2007, the Corporation changed its income statement presentation to reflect gains (losses) on sales of debt securities as a component of noninterest income.
    (2) Fully taxable-equivalent basis

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

[^3]:    (1) Effective April 1, 2007, the Corporation changed its income statement presentation to reflect gains (losses) on sales of debt securities as a component of noninterest income.

[^4]:    
    
    
     "Accounting for Uncertainty in Income Taxes, an interpretation of FASB Statement No. I09" (FIN 48). The adoption of FIN 48 reduced the beginning balance of retained earnings by $\$ 146$ million.
     which reduced accumulated other comprehensive income (loss) by approximately \$1,308 million, net of tax.

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

[^5]:    *Preliminary data on risk-based capital

[^6]:    (1) Yields on AFS debt securities are calculated based on fair value rather than historical cost balances. The use of fair value does not have a material impact on net interest yield.
    (2) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cash basis.
    (3) Includes home equity loans of $\$ 16.7$ billion and $\$ 15.6$ billion in the third and second quarters of 2007 and $\$ 9.9$ billion in the third quarter of 2006
     and second quarters of 2007 and $\$ 8.1$ billion in the third quarter of 2006 .
    (5) Includes domestic commercial real estate loans of $\$ 38.0$ billion and $\$ 36.2$ billion in the third and second quarters of 2007 and $\$ 36.7$ billion in the third quarter of 2006
    
     the third and second quarters of 2007 and \$(48) million in the third quarter of 2006.

[^7]:     Management believes this presentation is useful to investors because it adjusts for the impact of our hedging decisions and provides a better understanding of our hedging activities. The impact of interest rate risk management derivatives is not material to the average balances presented above.
    (2) The following presents the impact of interest rate risk management derivatives on interest income and interest expense.

[^8]:    (1) Presented on a managed basis, specifically Card Services
    
    (3) Fully taxable-equivalent basis
    (4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
    (5) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful
    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

[^9]:    (1) Presented on a managed basis, specifically Card Services

[^10]:    (1) Credit Card includes U.S. Consumer Card and foreign credit card. Does not include Business Credit Card.

[^11]:    (1) Includes $\$ 22$ million of net interest income on loans for which the fair value option has been elected and is not considered market-based income.
    (2) Fully taxable-equivalent basis
    (3) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful
    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

[^12]:    1) Includes $\$ 44$ million of net interest income on loans for which the fair value option has been elected and is not considered market-based income.
    (2) Fully taxable-equivalent basis
    (3) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful
    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation
[^13]:    (1) Fully taxable-equivalent basis
    (2) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful

[^14]:    (1) Fully taxable-equivalent basis
    (2) Total assets include asset allocations to match liabilities (i.e., deposits)
    $n / m=$ not meaningful

[^15]:     Investments. In addition, ALM/Other primarily includes the results of ALM activities.
     reported for periods ending after July 1, 2007.
    (3) Fully taxable-equivalent basis
    (4) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).
    (5) Client brokerage assets include non-discretionary brokerage and fee-based assets.

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

[^16]:     reported for periods ending after July 1, 2007.
    
    (3) Fully taxable-equivalent basis
    (4) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful
    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

[^17]:     reported for periods ending after July 1, 2007
    
    (3) Fully taxable-equivalent basis
    (4) Total assets include asset allocations to match liabilities (i.e., deposits)
    $n / m=$ not meaningful

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

[^19]:    (1) Global Consumer and Small Business Banking is presented on a managed basis with a corresponding offset recorded in All Other.

[^20]:    
    
     reduced.
     $\$ 3.61$ billion, issued letters of credit at notional value of $\$ 1.1$ billion and $\$ 1.1$ billion, and unfunded loan commitments at notional value of $\$ 19.1$ billion and $\$ 20.6$ billion at September 30 , 2007 and June $30,2007$.
    (3) Includes small business commercial - domestic exposure.
     operating cash flow and primary source of repayment as key factors
    (5) A negative amount reflects net notional credit protection purchased.

[^21]:     and lease category.
    
     and March 31, 2007. Refer to Exhibit A on page 45 for a reconciliation of net charge-offs and net charge-off ratios to the net charge-offs and net charge-off ratios excluding the impact of SOP 03-3.
    
    (4) Excludes small business commercial-domestic loans.
    (5) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services. The securitization offset is included within All Other

[^22]:    (1) Provision for credit losses represents provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.
    (2) The securitization offset on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses.
    (3) Fully taxable-equivalent basis

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

[^24]:     impact on net charge-offs was not material.
    (2) The impact of SOP 03-3 was immaterial for the three months ended March 31, 2007, June 30, 2007, and September 30, 2007 and for the nine months ended September 30, 2007.
    (3) Percentage amounts are calculated as annualized net charge-offs divided by average outstanding loans and leases during the period for each loan category.
    (4) The impact of SOP 03-3 on average outstanding loans and leases for the three months ended September 30, 2006 and December 31, 2006, and for the nine months ended September 30, 2006 was immaterial.

