# SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

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

Date of Report (Date of earliest event reported): April 21, 2008

## BANK OF AMERICA CORPORATION

(Exact name of registrant as specified in its charter)
Delaware
(State or other jurisdiction of incorporation)
1-6523
(Commission File Number)
56-0906609
(IRS Employer Identification No.)
100 North Tryon Street
Charlotte, North Carolina 28255
(Address of principal executive offices)
(800) 299-2265
(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)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

On April 21, 2008, Bank of America Corporation (the "Registrant") announced financial results for the first quarter ended March 31, 2008, reporting first quarter net income of $\$ 1.21$ billion and diluted earnings per common share of $\$ 0.23$. A copy of the press release announcing the Registrant's results for the first quarter ended March 31 , 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 7.01. REGULATION FD DISCLOSURE.

On April 21, 2008, the Registrant held an investor conference call and webcast to disclose financial results for the first quarter ended March 31, 2008. 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 March 31, 2008, 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 April 21, 2008, the Registrant announced financial results for the first quarter ended March 31, 2008, reporting first quarter net income of $\$ 1.21$ billion and diluted earnings per common share of $\$ 0.23$. A copy of the press release announcing the Registrant's results for the first quarter ended March 31, 2008 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

Dated: April 21, 2008

## EXHIBIT INDEX

EXHIBIT NO. DESCRIPTION OF EXHIBIT

Press Release dated April 21, 2008 with respect to the Registrant's financial results for the first quarter ended March 31, 2008
Supplemental Information prepared for use on April 21, 2008 in connection with financial results for the first quarter ended March 31, 2008

April 21, 2008
Investors May Contact:
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# Bank of America Earns \$1.21 Billion, or \$0.23 per Share, in the First Quarter 

## Adds $\$ 3.30$ billion to loan loss reserve

First-quarter trading losses, writedowns lower than fourth quarter
Equity investment gains of $\$ 776$ million from the Visa IPO
Deposit growth accelerates

## Commercial lending strength continues

CHARLOTTE - Bank of America Corporation today reported first-quarter 2008 net income declined to $\$ 1.21$ billion from $\$ 5.26$ billion a year earlier. Diluted earnings per share fell 80 percent to $\$ 0.23$ from $\$ 1.16$ in the same period in 2007.
"Despite revenue growth in most of our businesses, these results clearly did not meet our expectations," said Kenneth D. Lewis, chairman and chief executive officer. "The weakness in the economy and prolonged disruptions in the capital markets took their toll on our performance. That said, we are continuing to invest in growth initiatives across the company, and believe our core strengths-including our diverse income stream, liquidity and capital-put us in a strong position to withstand the jolts to the system and emerge even stronger when conditions improve."

With regard to the outlook for the U.S. economy, Lewis noted that gross domestic product (GDP) growth is expected to be minimal at best in the second quarter, with a slight pickup in the second half of the year.
"Our earnings power from our core business activities is strong and growing," Lewis added. "We are bringing innovative new products to market, taking market share and expanding customer relationships across the company. Nevertheless, we remain concerned about the health of the consumer given the prolonged housing slump, subprime issues, employment levels and higher fuel and food prices."

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The primary factors reducing first-quarter earnings were the following:

- Provision expense increased by $\$ 4.78$ billion from a year-ago, to $\$ 6.01$ billion due to rising credit costs - particularly in the home equity, small business and homebuilder portfolios - including a $\$ 3.30$ billion increase to the reserve.
- Trading-related losses were $\$ 1.31$ billion compared with income of $\$ 1.66$ billion a year earlier, driven primarily by $\$ 1.47$ billion in writedowns of collateralized debt obligations (CDOs) and $\$ 439$ million in writedowns of leveraged loans. Trading-related losses were $\$ 5.15$ billion in the fourth quarter of 2007, which included CDO-related writedowns of $\$ 5.28$ billion.


## First Quarter 2008 Business Highlights

- Total retail sales increased 10 percent to 13 million products, driven by strong growth in checking and savings, debit and online banking. Net new retail checking accounts grew 14 percent or by 557,000 . Key contributors of growth include free Online Checking and our Affinity and Group Banking products. Additionally 45 percent of new checking account openings participated in Keep the Change ${ }^{\text {TM }}$, Bank of America's savings program that combines debit cards and deposit products.
- Total average retail deposits increased $\$ 51$ billion, or 11 percent, on solid increases in certificates of deposit and consumer checking accounts and the addition of U.S. Trust and LaSalle. Debit card purchase volume increased 15 percent.
- Direct-to-consumer mortgage originations in the quarter rose 32 percent, resulting in the highest quarter since 2003, as low mortgage rates in January spurred refinancing activity.
- Business Lending, a unit within Global Corporate and Investment Banking, had organic loan growth of 11 percent, or 30 percent including the acquisition of LaSalle. Capital Markets and Advisory Services, also within Global Corporate and Investment Banking, had a record quarter in foreign exchange, a very strong quarter in interest rate products and earned a \#3 ranking in U.S. equity underwriting. ${ }^{1}$
- Within Global Wealth and Investment Management, loans rose 30 percent and deposits increased 29 percent, including the impact of the U.S. Trust and LaSalle acquisitions.

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- Total assets under management (AUM) in Global Wealth and Investment Management increased to more than \$607 billion, including the impact of the U.S. Trust and LaSalle acquisitions and the sale of Marsico Capital Management in the second half of 2007. On a 1-year and 3-year AUMweighted basis, 75 percent and 86 percent, respectively, of the Columbia and Excelsior equity funds were in the top 2 performance quartiles compared with their peer group. ${ }^{2}$
- The integration of U.S. Trust and LaSalle remains on schedule. In May, U.S. Trust is scheduled to convert trust, custody and investment management accounts for legacy U.S. Trust clients to the Bank of America platform, and LaSalle will convert to the Bank of America brand, providing LaSalle customers with even greater access to Bank of America products and services. The Countrywide acquisition is still expected to close in the third quarter of 2008.


## First Quarter 2008 Business Accomplishments

- The $\$ 0$ Online Equity Trades initiative resulted in more than 20,000 net new self-directed accounts.
- Mobile Banking recorded approximately 224,000 activations reaching 840,000 active customers.
- Keep the Change ${ }^{T M}$ reached 8 million net new enrollments since inception, with 974,000 customers alone signing up in the first quarter
- Columbia Management ranked \#1 out of 61 mutual fund families by Lipper/ Barron's in its annual Fund Families Survey for the 5 year period ending December 31, 2007. ${ }^{3}$


## First Quarter 2008 Financial Summary

## Revenue and Expense

Revenue net of interest expense on a fully taxable-equivalent basis declined 6 percent to $\$ 17.30$ billion from $\$ 18.48$ billion in the first quarter a year earlier.
Net interest income on a fully taxable-equivalent basis rose 20 percent to $\$ 10.29$ billion from $\$ 8.60$ billion in the first quarter of 2007 on strong loan growth; an increase from market-based net interest income; and the addition of LaSalle. The increase was partially offset by higher funding costs. The net interest yield improved 12 basis points to 2.73 percent.


 limited eligibility and may not be available to all investors.
 important information, please refer to page 10 of this Press Release.

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Noninterest income declined 29 percent to $\$ 7.01$ billion from $\$ 9.89$ billion a year earlier. Increases in service charges, card income, mortgage-banking income and investment and brokerage services were more than offset by trading account losses and lower other income related to CDO writedowns. Equity investment income remained essentially unchanged as the gain from the Visa, Inc. initial public offering was offset by reductions in Principal Investing gains.

Noninterest expense was relatively flat compared to a year earlier as lower personnel expenses and the reversal of litigation costs related to Visa were offset by modest increases in most other expense categories. Pretax merger and restructuring charges related to acquisitions were $\$ 170$ million compared with $\$ 111$ million a year earlier due to the addition of U.S. Trust and LaSalle.

## Credit Quality

Credit quality deteriorated from more favorable levels experienced in the first half of 2007. Weak markets, particularly geographic regions that have experienced the most significant home price declines, and the slowing economy resulted in credit deterioration in several portfolios particularly home equity, small business and homebuilders.

Provision expense rose $\$ 4.78$ billion from the year-ago period mainly because of additions to the allowance for loan and lease losses in consumer and commercial portfolios directly tied to housing. Portfolio seasoning and the impact of a slowing economy on domestic consumer and small business portfolios also drove reserve additions compared with reductions a year earlier from securitization activities and the sale of a portfolio. Net charge-offs increased $\$ 1.29$ billion from a year ago, also reflecting housing market deterioration and slowing economic conditions.

- Provision for credit losses was $\$ 6.01$ billion, up from $\$ 3.31$ billion in the fourth quarter of 2007 , and $\$ 1.24$ billion in the first quarter of 2007.
- Net charge-offs were $\$ 2.72$ billion, or 1.25 percent, of total average loans and leases compared with $\$ 1.99$ billion, or 0.91 percent, in the fourth quarter of 2007 and $\$ 1.43$ billion, or 0.81 percent, in the first quarter of 2007.
- Total managed net losses were $\$ 4.14$ billion, or 1.69 percent, of total average managed loans and leases compared with $\$ 3.31$ billion, or 1.34 percent, in the fourth quarter of 2007 and $\$ 2.57$ billion, or 1.26 percent, in the first quarter of 2007.
- Nonperforming assets were $\$ 7.83$ billion, or 0.90 percent, of total loans, leases and foreclosed properties at quarter-end compared to $\$ 5.95$ billion, or 0.68 percent, at December 31, 2007 and $\$ 2.06$ billion, or 0.29 percent, at March 31, 2007. Results for the period ended March 31, 2007 do not include LaSalle.
- The allowance for loan and lease losses was $\$ 14.89$ billion, or 1.71 percent, of loans and leases measured at historical cost, at March 31, 2008. That compared with $\$ 11.59$ billion, or 1.33 percent, at December 31, 2007 and $\$ 8.73$ billion, or 1.21 percent, at March 31, 2007. Results for the period ended March 31, 2007 do not include LaSalle.


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## Capital Management

Total shareholders' equity was $\$ 156.31$ billion at March 31 . Period-end assets were $\$ 1.74$ trillion. The Tier 1 Capital ratio was 7.51 percent, up from 6.87 percent at December 31, 2007 after the company raised about $\$ 13$ billion in capital through the issuance of preferred stock in January. The Tier 1 ratio was 8.57 percent in the year ago quarter.

Bank of America paid a cash dividend of $\$ 0.64$ per share in the quarter. The company also issued about 15 million common shares primarily related to restricted stock activity and did not repurchase any shares. Period-end common shares issued and outstanding were 4.45 billion for the first quarter of 2008 and 4.44 billion for the fourth and first quarters of 2007.

## 2008 First Quarter Business Segment Results

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

| (Dollars in millions) | Q1 2008 | Q1 2007 |
| :---: | :---: | :---: |
| Total managed revenue, net of interest expense ${ }^{2}$ | \$ 13,306 | \$ 11,331 |
| Provision for credit losses | 6,452 | 2,411 |
| Noninterest expense | 5,139 | 4,675 |
| Net income | 1,090 | 2,672 |
| Efficiency ratio | 38.62\% | 41.26\% |
| Return on average equity | 6.64 | 17.62 |
| Managed loans ${ }^{3}$ | \$ 363,001 | \$ 308,105 |
| Deposits ${ }^{3}$ | 343,436 | 326,480 |
|  | At 3/31/08 | At 3/31/07 |
| Period ending deposits | \$ 349,606 | \$ 334,918 |

${ }^{1}$ 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 17 percent as mortgage banking income more than doubled and both card income and service charges increased 14 percent helping generate a 30 percent increase in noninterest income.

Net income fell 59 percent from a year ago, as credit costs rose and expenses increased 10 percent.
The provision for credit losses increased by $\$ 4.04$ billion to $\$ 6.45$ billion compared with a year ago. The increase was due to reserve additions for home equity reflecting the impacts of housing weakness and the slowing economy, as well as seasoning of the consumer portfolios and deterioration in the small business portfolio. Net losses increased $\$ 1.25$ billion to $\$ 3.69$ billion, reflecting housing market deterioration and weakened economic conditions.

- Deposits net revenue declined 4 percent to $\$ 4.09$ billion as spread compression and competitive pricing of deposits negatively impacted net interest income despite strong average deposit growth of 5 percent. Noninterest expenses increased $\$ 327$ million, largely due to the acquisition of LaSalle and higher deposit levels and transaction volume, resulting in net income of $\$ 995$ million, down 25 percent.
- Card Services managed net revenue increased 21 percent to $\$ 7.33$ billion due to 15 percent growth in net interest income and 33 percent growth in noninterest income driven by 14 percent growth in average loans and leases, Card Services allocation of the Visa, Inc. IPO gain and higher card income. Net income of $\$ 670$ million was down 39 percent as the higher net revenue and the reversal of litigation costs related to Visa were more than offset by higher credit costs.
- Consumer Real Estate had $\$ 1.31$ billion in net revenue, a 57 percent increase, as mortgage banking income more than doubled to $\$ 656$ million. Net income fell to a loss of $\$ 773$ million due to higher credit costs related to deterioration in the home equity portfolio.


## Global Corporate and Investment Banking

| (Dollars in millions) | Q1 2008 | Q1 2007 |
| :---: | :---: | :---: |
| Total revenue, net of interest expense ${ }^{1}$ | \$ 3,168 | \$ 5,400 |
| Provision for credit losses | 523 | 115 |
| Noninterest expense | 2,461 | 2,930 |
| Net income | 115 | 1,477 |
| Efficiency ratio | 77.68\% | 54.26\% |
| Return on average equity | 0.78 | 14.41 |
| Loans and leases ${ }^{2}$ | \$324,733 | \$247,898 |
| Trading-related assets ${ }^{2}$ | 361,921 | 360,530 |
| Deposits ${ }^{2}$ | 235,800 | 208,561 |

${ }^{1}$ Fully taxable-equivalent basis
2 Balances averaged for period
Net revenue decreased 41 percent and net income fell 92 percent on CDO and leveraged finance-related writedowns. Also impacting net income was an increase in credit costs offset in part by a decline in noninterest expense.

The provision for credit losses increased $\$ 408$ million to $\$ 523$ million. The impact of the housing market slowdown on the homebuilder loan portfolio drove additions to the credit loss reserves and higher net charge-offs. Higher net charge-offs related to seasoning of the dealer-related retail portfolios, and modest increases in middle market net charge-offs from very low prior year levels also contributed to the increased provision.

- Business Lending net revenue increased 22 percent to $\$ 1.64$ billion due to improvements in net interest income, driven by an increase in average loans and leases of 30 percent due to the acquisition of LaSalle and organic loan growth. Net income declined 27 percent to $\$ 337$ million as the revenue increase was more than offset by the increase in credit costs.
- Capital Markets and Advisory Services had negative net revenue of $\$ 621$ million compared with net revenue of $\$ 2.37$ billion a year earlier. This was due primarily to CDO-related losses and writedowns on leveraged loans and commitments. The business had a net loss of $\$ 1.10$ billion compared with net income of $\$ 528$ million a year earlier.
- Treasury Services net revenue increased 24 percent to $\$ 2.14$ billion due to its allocation of the gain from the Visa, Inc. IPO and increased service charges. Net income increased 68 percent to $\$ 875$ million as a result of the increased revenues and due to lower expenses related primarily to the reversal of litigation costs related to Visa.


## Global Wealth and Investment Management



Net revenue in Global Wealth and Investment Management increased 8 percent. Asset management fees rose 39 percent to $\$ 899$ million mainly from the addition of U.S. Trust and LaSalle. The increase was offset by a $\$ 220$ million loss related to support provided to certain cash funds.

Net income declined 54 percent as noninterest expense rose 35 percent due mainly to the additions of U.S. Trust and LaSalle combined with increased expenses related to the retirement and mass affluent initiatives. Provision for credit losses increased to $\$ 243$ million from $\$ 23$ million a year ago due to deterioration in the home equity portfolio from housing market weakness.

- U.S. Trust, Bank of America Private Wealth Management net revenue rose 47 percent to $\$ 675$ million driven by the acquisition of U.S. Trust and LaSalle. Net income rose 31 percent to $\$ 106$ million.
- Columbia Management net revenue declined 44 percent to $\$ 179$ million, reflecting the support provided to certain cash funds, offset in part by the addition of U.S. Trust and growth in investment and brokerage services revenue. A net loss of $\$ 79$ million resulted from the cash funds support and higher revenue-related operating expenses.
- Premier Banking and Investments net revenue decreased 8 percent to $\$ 841$ million on lower net interest income related to spread compression, driven by deposit mix and competitive pricing of deposits. Net income fell 67 percent to $\$ 104$ million as credit costs increased by $\$ 238$ million reflecting home equity portfolio deterioration.


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

| (Dollars in millions) | Q1 2008 | Q1 2007 |
| :--- | ---: | ---: |
|  | Total revenue, net of interest expense ${ }^{2}$ | $(1,093)$ |
| Provision for credit losses | $(1,208)$ | $(1,314)$ |
| Noninterest expense | $(279$ | 517 |
| Net income | $(223)$ | 615 |
| Loans and leases $^{3}$ | $\$ 102,285$ | $\$ 92,200$ |

${ }^{1}$ 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, investment management 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 recorded a net loss of $\$ 223$ million compared to net income of $\$ 615$ million in the year earlier period. The decline was mainly due to lower equity investment income in Principal Investing and the absence of earnings from certain liquidated businesses when compared to last year. These decreases were partially offset by increases in gains on sales of debt securities and lower expenses related to stock-based compensation granted to retirement-eligible employees.

Note: Chief Executive Officer Kenneth D. Lewis and Chief Financial Officer Joe L. Price will discuss first quarter 2008 results in a conference call at 9:30 a.m. EDT today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http:///investor.bankofamerica.com. For a listen-only connection to the conference call, dial 800.894.5910 and the conference ID: 79795.

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## 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 59 million consumer and small business relationships with more than 6,100 retail banking offices, nearly 18,500 ATMs and award-winning online banking with nearly 25 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 more than 150 countries and has relationships with 99 percent of the U.S. Fortune 500 companies and 83 percent of the Fortune Global 500. Bank of America Corporation stock (NYSE: BAC) is a component of the Dow Jones Industrial Average and 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.

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Columbia Management: Columbia Management Group, LLC ("Columbia Management") is the primary investment management division of Bank of America Corporation. Columbia Management entities furnish investment management services and products for institutional and individual investors. Columbia Funds and Excelsior Funds are distributed by Columbia Management Distributors, Inc., member FINRA and SIPC. Columbia Management Distributors, Inc. is part of Columbia Management and an affiliate of Bank of America Corporation.
nvestors should carefully consider the investment objectives, risks, charges and expenses of any Columbia Fund or Excelsior Fund before investing. Contact your Columbia Management representative for a prospectus, which contains this and other important information about the fund. Read it carefully before investing.

Barron's, February 4, 2008. Past performance is no guarantee of future results. For the one, five and ten year periods ended 12/31/07, our fund family ranked 19 (of 67 fund families), 1 (of 61 fund families) and 17 (of 52 fund families) in the annual Lipper/Barron's Fund Families Survey. Mutual funds are advised by Columbia Management, the primary investment management division of Bank of America Corporation. Lipper calculated the returns of each fund, adjusted for 12b-1 fees and sales charges, and gave it a preliminary ranking, or percentile, in its category measuring how it compared with all peers tracked by Lipper. The percentile ranking was then weighted by asset size relative to the fund family's other assets in its general classification, e.g. world equity. This score was then multiplied by the weighting of its general classification, as determined by the entire Lipper universe of funds. Had 12b-1 fees or sales loads been included, rankings would have been lower.

## Bank of America Corporation and Subsidiaries

## Selected Financial Data

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

| Summary Income Statement | Three Months Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Net interest income | \$ | 9,991 | \$ | 8,268 |
| Total noninterest income |  | 7,012 |  | 9,887 |
| Total revenue, net of interest expense |  | 17,003 |  | 18,155 |
| Provision for credit losses |  | 6,010 |  | 1,235 |
| Noninterest expense, before merger and restructuring charges |  | 9,025 |  | 8,986 |
| Merger and restructuring charges |  | 170 |  | 111 |
| Income before income taxes |  | 1,798 |  | 7,823 |
| Income tax expense |  | 588 |  | 2,568 |
| Net income | \$ | 1,210 | \$ | 5,255 |
| Earnings per common share | \$ | 0.23 | \$ | 1.18 |
| Diluted earnings per common share |  | 0.23 |  | 1.16 |
| Summary Average Balance Sheet | Three Months Ended March 31 |  |  |  |
|  | 2008 |  | 2007 |  |
| Total loans and leases |  | 875,661 | \$ | 714,042 |
| Debt securities |  | 219,377 |  | 186,498 |
| Total earning assets |  | 1,510,295 |  | 1,321,946 |
| Total assets |  | 1,764,927 |  | 1,521,418 |
| Total deposits |  | 787,623 |  | 686,704 |
| Shareholders' equity |  | 154,728 |  | 133,588 |
| Common shareholders' equity |  | 141,456 |  | 130,737 |


| Performance Ratios |  |  |  | Three Months Ended March $\mathbf{3 1}$ |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |


|  | March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |
| Total nonperforming assets | \$ | 7,827 |  | 2,059 |  |
| Nonperforming assets as a \% of total loans, leases and foreclosed properties ${ }^{(1)}$ |  | 0.90 | \% | 0.29 | \% |
| Allowance for loan and lease losses | \$ | 14,891 |  | 8,732 |  |
| Allowance for loan and lease losses as a \% of total loans and leases measured at historical cost (1) |  | 1.71 | \% | 1.21 | \% |
| Capital Management | March 31 |  |  |  |  |
|  |  | 2008 |  | 2007 |  |
| Risk-based capital ratios: |  |  |  |  |  |
| Tier 1 |  | 7.51* | \% | 8.57 | \% |
| Total |  | 11.71* |  | 11.94 |  |
| Tier 1 leverage ratio |  | 5.61 * |  | 6.25 |  |
| Period-end common shares issued and outstanding |  | 4,452,810 |  | 4,439,070 |  |


|  | hree Months Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Shares issued |  | 14,925 |  | 28,919 |
| Shares repurchased |  | - |  | $(48,000)$ |
| Average common shares issued and outstanding |  | 4,427,823 |  | 4,432,664 |
| Average diluted common shares issued and outstanding |  | 4,461,201 |  | 4,497,028 |
| Dividends paid per common share | \$ | 0.64 | \$ | 0.56 |


| Summary Ending Balance Sheet | March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Total loans and leases | \$ | 873,870 | \$ | 723,633 |
| Total debt securities |  | 223,000 |  | 181,886 |
| Total earning assets |  | 1,458,017 |  | 1,302,856 |
| Total assets |  | 1,736,502 |  | 1,502,157 |
| Total deposits |  | 797,069 |  | 692,801 |
| Total shareholders' equity |  | 156,309 |  | 134,856 |
| Common shareholders' equity |  | 139,003 |  | 132,005 |
| Book value per share of common stock | \$ | 31.22 | \$ | 29.74 |

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

## Bank of America Corporation and Subsidiaries

## Business Segment Results

(Dollars in millions)

| Global Consumer and Small Business Banking (1) | Three Months Ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 13,306 |  | \$ | 11,331 |
| Provision for credit losses ${ }^{(3)}$ |  | 6,452 |  |  | 2,411 |
| Noninterest expense |  | 5,139 |  |  | 4,675 |
| Net income |  | 1,090 |  |  | 2,672 |
| Efficiency ratio ${ }^{(2)}$ |  | 38.62 | \% |  | 41.26 |
| Return on average equity |  | 6.64 |  |  | 17.62 |
| Average - total loans and leases | \$ | 363,001 |  | \$ | 308,105 |
| Average - total deposits |  | 343,436 |  |  | 326,480 |
| Deposits |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 4,090 |  | \$ | 4,241 |
| Net income |  | 995 |  |  | 1,318 |
| Card Services ${ }^{(1)}$ |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 7,332 |  | \$ | 6,047 |
| Net income |  | 670 |  |  | 1,099 |
| Consumer Real Estate |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 1,307 |  | \$ | 833 |
| Net income (loss) |  | (773) |  |  | 205 |


| Global Corporate and Investment Banking | Three Months Ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 3,168 |  | \$ | 5,400 |
| Provision for credit losses |  | 523 |  |  | 115 |
| Noninterest expense |  | 2,461 |  |  | 2,930 |
| Net income |  | 115 |  |  | 1,477 |
| Efficiency ratio ${ }^{(2)}$ |  | 77.68 |  |  | 54.26 |
| Return on average equity |  | 0.78 | \% |  | 14.41 |
| Average - total loans and leases | \$ | 324,733 |  | \$ | 247,898 |
| Average - total deposits |  | 235,800 |  |  | 208,561 |
| Business Lending |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 1,636 |  | \$ | 1,336 |
| Net income |  | 337 |  |  | 463 |
| Capital Markets and Advisory Services |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | (621) |  | \$ | 2,365 |
| Net income (loss) |  | $(1,103)$ |  |  | 528 |
| Treasury Services |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 2,136 |  | \$ | 1,722 |
| Net income |  | 875 |  |  | 521 |


| Global Wealth and Investment Manageme | Three Months Ended March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 1,922 |  | \$ | 1,781 |
| Provision for credit losses |  | 243 |  |  | 23 |
| Noninterest expense |  | 1,316 |  |  | 975 |
| Net income |  | 228 |  |  | 491 |
| Efficiency ratio ${ }^{(2)}$ |  | 68.49 | \% |  | 54.75 |
| Return on average equity |  | 7.92 |  |  | 22.61 |
| Average - total loans and leases | \$ | 85,642 |  | \$ | 65,839 |
| Average - total deposits |  | 148,500 |  |  | 114,955 |
| U.S. Trust ${ }^{(4)}$ |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 675 |  | \$ | 458 |
| Net income |  | 106 |  |  | 81 |
| Columbia Management |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 179 |  | \$ | 321 |
| Net income (loss) |  | (79) |  |  | 54 |
| Premier Banking and Investments |  |  |  |  |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | 841 |  | \$ | 913 |
| Net income |  | 104 |  |  | 315 |


| All Other ${ }^{(1)}$ | Three Months Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ | $(1,093)$ | \$ | (28) |
| Provision for credit losses ${ }^{(5)}$ |  | $(1,208)$ |  | $(1,314)$ |
| Noninterest expense |  | 279 |  | 517 |
| Net income (loss) |  | (223) |  | 615 |
| Average - total loans and leases | \$ | 102,285 | \$ | 92,200 |
| Average - total deposits |  | 59,887 |  | 36,708 |

[^2]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries <br> Supplemental Financial Data



## Bank of America Corporation and Subsidiaries

## 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 evaluates the results of Global Consumer and Small Business Banking. Managed basis assumes that securitized loans 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 accounting principles generally accepted in the United States (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.


## Global Consumer and Small Business Banking

|  | Three Ended March 31, 2008 |  |  |  |  |  | Three Ended March 31, 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Managed Basis ${ }^{(1)}$ |  | Securitization Impact ${ }^{(2)}$ |  | Held <br> Basis |  | $\begin{aligned} & \hline \text { Managed } \\ & \text { Basis }{ }^{(1)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { Securitization } \\ & \text { Impact }{ }^{(2)} \\ & \hline \end{aligned}$ |  | Held Basis |  |
| Net interest income ${ }^{(3)}$ | \$ | \$ 7,684 | \$ | $(2,055)$ | \$ | 5,629 | \$ | 7,004 | \$ | $(1,890)$ | \$ | 5,114 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 2,725 |  | 704 |  | 3,429 |  | 2,381 |  | 839 |  | 3,220 |
| Service charges |  | 1,566 |  | - |  | 1,566 |  | 1,377 |  | - |  | 1,377 |
| Mortgage banking income |  | 656 |  | - |  | 656 |  | 302 |  | - |  | 302 |
| All other income |  | 675 |  | (65) |  | 610 |  | 267 |  | (77) |  | 190 |
| Total noninterest income |  | 5,622 |  | 639 |  | 6,261 |  | 4,327 |  | 762 |  | 5,089 |
| Total revenue, net of interest expense |  | 13,306 |  | $(1,416)$ |  | 11,890 |  | 11,331 |  | $(1,128)$ |  | 10,203 |
| Provision for credit losses |  | 6,452 |  | $(1,416)$ |  | 5,036 |  | 2,411 |  | $(1,128)$ |  | 1,283 |
| Noninterest expense |  | 5,139 |  | - |  | 5,139 |  | 4,675 |  | - |  | 4,675 |
| Income before income taxes |  | 1,715 |  | - |  | 1,715 |  | 4,245 |  | - |  | 4,245 |
| Income tax expense ${ }^{(3)}$ |  | 625 |  | - |  | 625 |  | 1,573 |  | - |  | 1,573 |
| Net income | \$ | 1,090 | \$ | - | \$ | 1,090 | \$ | 2,672 | \$ | - | \$ | 2,672 |
| Average - total loans and leases |  | \$363,001 |  | $(105,176)$ |  | 257,825 |  | 308,105 |  | (01,776) |  | 206,329 |

All Other

|  | Three Ended March 31, 2008 |  |  |  | Three Ended March 31, 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Basis (4) | Securitization Offset ${ }^{(2)}$ |  | As Adjusted | Reported$\text { Basis }{ }^{(4)}$ |  | $\begin{aligned} & \text { Securitization } \\ & \text { Offset }{ }^{(2)} \\ & \hline \end{aligned}$ |  | As Adjusted |  |
| Net interest income ${ }^{(3)}$ | \$ $(1,990)$ |  | \$ 2,055 | \$ 65 | \$ | $(1,752)$ | \$ | 1,890 | \$ | 138 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income | 664 |  | (704) | (40) |  | 721 |  | (839) |  | (118) |
| Equity investment income | 268 |  | - | 268 |  | 896 |  | - |  | 896 |
| Gains on sales of debt securities | 220 |  | - | 220 |  | 61 |  | - |  | 61 |
| All other income (loss) | (255) |  | 65 | (190) |  | 46 |  | 77 |  | 123 |
| Total noninterest income | 897 |  | (639) | 258 |  | 1,724 |  | (762) |  | 962 |
| Total revenue, net of interest expense | $(1,093)$ |  | 1,416 | 323 |  | (28) |  | 1,128 |  | 1,100 |
| Provision for credit losses | $(1,208)$ |  | 1,416 | 208 |  | $(1,314)$ |  | 1,128 |  | (186) |
| Merger and restructuring charges | 170 |  | - | 170 |  | 111 |  | - |  | 111 |
| All other noninterest expense | 109 |  | - | 109 |  | 406 |  | - |  | 406 |
| Income (loss) before income taxes | (164) |  | - | (164) |  | 769 |  | - |  | 769 |
| Income tax expense ${ }^{(3)}$ | 59 |  | - | 59 |  | 154 |  | - |  | 154 |
| Net income (loss) | \$ (223) | \$ | \$ - | \$ (223) | \$ | 615 | \$ | \$ - | \$ | 615 |
| Average - total loans and leases | \$ 102,285 | \$ | 105,176 | \$ 207,461 | \$ | 92,200 |  | 101,776 |  | 93,976 |

(1) Provision for credit losses represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
(2) The securitization impact/offset on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses.
(2) The securitization impact/offset on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses.
(4) Provision for credit losses represents the provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.

[^3]
# Bank of America 



## Supplemental Information <br> First Quarter 2008

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.
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All Other - Reconciliation
Reconciliation of Net Charge-offs and Net Charge-off Ratios to Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-339
Appendix: Selected Slides from the First Quarter 2008 Earnings Release Presentation

## Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

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

|  |  | First Quarter 2008 |  |  | Fourth Quarter 2007 |  |  | Third Quarter 2007 |  |  | Second Quarter 2007 |  |  | First Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 9,991 |  | \$ | 9,164 |  | \$ | 8,615 |  | \$ | 8,386 |  | \$ | 8,268 |
| Noninterest income |  | 7,012 |  |  | 3,508 |  |  | 7,314 |  |  | 11,177 |  |  | 9,887 |
| Total revenue, net of interest expense |  | 17,003 |  |  | 12,672 |  |  | 15,929 |  |  | 19,563 |  |  | 18,155 |
| Provision for credit losses |  | 6,010 |  |  | 3,310 |  |  | 2,030 |  |  | 1,810 |  |  | 1,235 |
| Noninterest expense, before merger and restructuring charges |  | 9,025 |  |  | 10,137 |  |  | 8,459 |  |  | 9,018 |  |  | 8,986 |
| Merger and restructuring charges |  | 170 |  |  | 140 |  |  | 84 |  |  | 75 |  |  | 111 |
| Income tax expense (benefit) |  | 588 |  |  | $(1,183)$ |  |  | 1,658 |  |  | 2,899 |  |  | 2,568 |
| Net income |  | 1,210 |  |  | 268 |  |  | 3,698 |  |  | 5,761 |  |  | 5,255 |
| Diluted earnings per common share |  | 0.23 |  |  | 0.05 |  |  | 0.82 |  |  | 1.28 |  |  | 1.16 |
| Average diluted common shares issued and outstanding |  | ,461,201 |  |  | ,470,108 |  |  | ,475,917 |  |  | ,476,799 |  |  | 4,497,028 |
| Dividends paid per common share | \$ | 0.64 |  | \$ | 0.64 |  | \$ | 0.64 |  | \$ | 0.56 |  | \$ | 0.56 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.28 | \% |  | 0.06 | \% |  | 0.93 | \% |  | 1.48 | \% |  | 1.40 |
| Return on average common shareholders' equity |  | 2.90 |  |  | 0.60 |  |  | 11.02 |  |  | 17.55 |  |  | 16.16 |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 31.22 |  | \$ | 32.09 |  | \$ | 30.45 |  | \$ | 29.95 |  | \$ | 29.74 |
| Tangible book value per share of common stock ${ }^{(1)}$ |  | 13.73 |  |  | 14.62 |  |  | 15.25 |  |  | 15.11 |  |  | 14.94 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 37.91 |  | \$ | 41.26 |  | \$ | 50.27 |  | \$ | 48.89 |  | \$ | 51.02 |
| High closing price for the period |  | 45.03 |  |  | 52.71 |  |  | 51.87 |  |  | 51.82 |  |  | 54.05 |
| Low closing price for the period |  | 35.31 |  |  | 41.10 |  |  | 47.00 |  |  | 48.80 |  |  | 49.46 |
| Market capitalization |  | 168,806 |  |  | 183,107 |  |  | 223,041 |  |  | 216,922 |  |  | 226,481 |
| Number of banking centers - domestic |  | 6,148 |  |  | 6,149 |  |  | 5,748 |  |  | 5,749 |  |  | 5,737 |
| Number of branded ATMs - domestic |  | 18,491 |  |  | 18,753 |  |  | 17,231 |  |  | 17,183 |  |  | 17,117 |
| Full-time equivalent employees |  | 209,096 |  |  | 209,718 |  |  | 198,000 |  |  | 195,675 |  |  | 199,429 |

3. We believe the use of this non-GAAP 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 and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

## Fully taxable-equivalent basis data

|  | First Quarter 2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | First Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | $\overline{\text { \$10,291 }}$ |  | $\overline{\$ 9,814}$ |  | \$8,990 |  | \$8,781 |  | \$8,597 |
| Total revenue, net of interest expense | 17,303 |  | 13,322 |  | 16,304 |  | 19,958 |  | 18,484 |
| Net interest yield | 2.73 | \% | 2.61 | \% | 2.61 | \% | 2.59 | \% | 2.61 |
| Efficiency ratio | 53.13 |  | 77.14 |  | 52.40 |  | 45.56 |  | 49.22 |

## 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

Other companies may define or calculate supplemental financial data differently. See the tables below for supplemental financial data and corresponding reconciliations to GAAP financial measures for the quarters ended March 31, 2008, December 31, 2007, September 30, 2007, June 30, 2007 and March 31, 2007.

## Reconciliation of net income to operating earnings

|  | FirstQuarter2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 1,210 | \$ | 268 | \$ | 3,698 | \$ | 5,761 | \$ | 5,255 |
| Merger and restructuring charges |  | 170 |  | 140 |  | 84 |  | 75 |  | 111 |
| Related income tax benefit |  | (63) |  | (52) |  | (31) |  | (28) |  | (41) |
| Operating earnings | \$ | 1,317 | \$ | 356 | \$ | 3,751 | \$ | 5,808 | \$ | 5,325 |

## Reconciliation of ending common shareholders' equity to ending common tangible shareholders' equity



## Operating basis

| Return on average assets | 0.30 | \% | 0.08 | \% | 0.94 | \% | 1.49 | \% | 1.42 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Return on average common shareholders' equity | 3.20 |  | 0.85 |  | 11.18 |  | 17.70 |  | 16.38 |  |
| Return on average tangible shareholders' equity | 6.87 |  | 2.12 |  | 22.21 |  | 34.34 |  | 31.81 |  |
| Efficiency ratio ${ }^{(1)}$ | 52.15 |  | 76.09 |  | 51.89 |  | 45.18 |  | 48.62 |  |

[^4]Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income



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) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |
| Assets |  |  |  |
| Cash and cash equivalents | \$ 40,512 | \$ 42,531 | \$ 31,549 |
| Time deposits placed and other short-term investments | 8,807 | 11,773 | 12,037 |
| Federal funds sold and securities purchased under agreements to resell | 120,289 | 129,552 | 138,646 |
| Trading account assets | 165,693 | 162,064 | 174,218 |
| Derivative assets | 50,925 | 34,662 | 25,279 |
| Debt securities | 223,000 | 214,056 | 181,886 |
| Loans and leases, net of allowance: |  |  |  |
| Loans and leases | 873,870 | 876,344 | 723,633 |
| Allowance for loan and lease losses | $(14,891)$ | $(11,588)$ | $(8,732)$ |
| Total loans and leases, net of allowance | 858,979 | 864,756 | 714,901 |
| Premises and equipment, net | 11,297 | 11,240 | 9,271 |
| Mortgage servicing rights (includes \$3,163, \$3,053 and \$2,963 measured at fair value) | 3,470 | 3,347 | 3,141 |
| Goodwill | 77,872 | 77,530 | 65,696 |
| Intangible assets | 9,821 | 10,296 | 9,217 |
| Other assets | 165,837 | 153,939 | 136,316 |
| Total assets | \$1,736,502 | \$1,715,746 | \$1,502,157 |
| Liabilities |  |  |  |
| Deposits in domestic offices: |  |  |  |
| Noninterest-bearing | \$ 193,789 | \$ 188,466 | \$ 174,082 |
| Interest-bearing | 506,062 | 501,882 | 425,197 |
| Deposits in foreign offices: |  |  |  |
| Noninterest-bearing | 3,333 | 3,761 | 3,346 |
| Interest-bearing | 93,885 | 111,068 | 90,176 |
| Total deposits | 797,069 | 805,177 | 692,801 |
| Federal funds purchased and securities sold under agreements to repurchase | 219,738 | 221,435 | 234,413 |
| Trading account liabilities | 76,032 | 77,342 | 77,289 |
| Derivative liabilities | 29,170 | 22,423 | 17,946 |
| Commercial paper and other short-term borrowings | 190,856 | 191,089 | 156,844 |
| Accrued expenses and other liabilities (includes \$507, \$518 and \$374 of reserve for unfunded lending commitments) | 64,528 | 53,969 | 35,446 |
| Long-term debt | 202,800 | 197,508 | 152,562 |
| Total liabilities | 1,580,193 | 1,568,943 | 1,367,301 |
| Shareholders' equity |  |  |  |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 7,325,067, 185,067 and 121,739 shares | 17,306 | 4,409 | 2,851 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized - 7,500,000,000 shares; issued and outstanding - 4,452,810,412, 4,437,885,419 and 4,439,069,837 shares | 61,080 | 60,328 | 60,536 |
| Retained earnings | 79,554 | 81,393 | 79,996 |
| Accumulated other comprehensive income (loss) | (884) | 1,129 | $(7,660)$ |
| Other | (747) | (456) | (867) |
| Total shareholders' equity | 156,309 | 146,803 | 134,856 |
| Total liabilities and shareholders' equity | \$1,736,502 | \$1,715,746 | \$1,502,157 |

[^5]|  |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | FirstQuarter2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk-based capital: |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ 93,910 |  | \$ 83,372 |  | \$ 94,108 |  | \$ 94,979 |  | \$ 91,112 |
| Total capital | 146,547 |  | 133,720 |  | 135,786 |  | 135,059 |  | 126,958 |
| Risk-weighted assets | 1,251,301 |  | 1,212,905 |  | 1,145,069 |  | 1,115,150 |  | 1,062,883 |
| Tier 1 capital ratio | 7.51 | \% | 6.87 | \% | 8.22 | \% | 8.52 | \% | 8.57 |
| Total capital ratio | 11.71 |  | 11.02 |  | 11.86 |  | 12.11 |  | 11.94 |
| Tangible equity ratio ${ }^{(2)}$ | 4.16 |  | 3.62 |  | 4.09 |  | 4.19 |  | 4.20 |
| Tier 1 leverage ratio | 5.61 |  | 5.04 |  | 6.20 |  | 6.33 |  | 6.25 |

(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

No common shares were repurchased in the first quarter of 2008.
189.4 million shares remain outstanding under the 2007 authorized program.
14.9 million shares were issued in the first quarter of 2008.

Capital Management


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

Bank of America Corporation and Subsidiaries

## Core Net Interest Income - Managed Basis

(Dollars in millions)

|  | First <br> Quarter <br> 2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| As reported | \$ 10,291 |  | \$ 9,814 |  | \$ 8,990 |  | \$ | 8,781 |  | \$ |
| Impact of market-based net interest income ${ }^{(2)}$ | $(1,308)$ |  | (809) |  | (787) |  |  | (633) |  |  |
| Core net interest income | 8,983 |  | 9,005 |  | 8,203 |  |  | 8,148 |  |  |
| Impact of securitizations ${ }^{(3)}$ | 2,090 |  | 2,021 |  | 2,009 |  |  | 1,952 |  |  |
| Core net interest income - managed basis | \$ 11,073 |  | \$ 11,026 |  | \$ 10,212 |  | \$ | $\underline{10,100}$ |  | \$ |
| Average earning assets |  |  |  |  |  |  |  |  |  |  |
| As reported | \$1,510,295 |  | \$1,502,998 |  | \$1,375,795 |  |  | ,358,199 |  |  |
| Impact of market-based earning assets ${ }^{(2)}$ | $(403,403)$ |  | $(406,974)$ |  | $(407,066)$ |  |  | $(426,759)$ |  |  |
| Core average earning assets | 1,106,892 |  | 1,096,024 |  | 968,729 |  |  | 931,440 |  |  |
| Impact of securitizations | 102,577 |  | 104,385 |  | 104,181 |  |  | 102,357 |  |  |
| Core average earning assets - managed basis | \$1,209,469 |  | \$1,200,409 |  | \$1,072,910 |  |  | $\underline{\text {,033,797 }}$ |  |  |
| Net interest yield contribution ${ }^{(1,4)}$ |  |  |  |  |  |  |  |  |  |  |
| As reported | 2.73 | \% | 2.61 | \% | 2.61 | \% |  | 2.59 | \% |  |
| Impact of market-based activities ${ }^{(2)}$ | 0.52 |  | 0.67 |  | 0.77 |  |  | 0.91 |  |  |
| Core net interest yield on earning assets | 3.25 |  | 3.28 |  | 3.38 |  |  | 3.50 |  |  |
| Impact of securitizations | 0.42 |  | 0.38 |  | 0.42 |  |  | 0.41 |  |  |
| Core net interest yield on earning assets - managed basis | 3.67 | \% | 3.66 | \% | 3.80 | \% |  | 3.91 | \% |  |

(1) Fully taxable-equivalent basis
 million for the three months ended March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 2007, respectively, of net interest income on loans for which the fair value option 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.
(4) Quarterly yields are calculated on an annualized basis.

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

Bank of America Corporation and Subsidiaries
Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis
(Dollars in millions)


[^7]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 - Isolating Hedge Income/Expense ${ }^{(1)}$
(Dollars in millions)

|  | First Quarter 2008 |  |  |  |  |  | Fourth Quarter 2007 |  |  |  |  |  | First Quarter 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |  | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |  | Average Balance | Interest <br> Income/ Expense |  | Yield/ Rate |  |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments ${ }^{(2)}$ | \$ | 10,596 | \$ | 98 | 3.71 | \% | \$ | 10,459 |  | 126 | 4.79 | \% | 15,023 | \$ | 196 | 5.29 | \% |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ |  | 145,043 |  | 1,278 | 3.53 |  |  | 151,938 |  | 1,843 | 4.84 |  | 166,195 |  | 2,085 | 5.04 |  |
| Trading account assets |  | 192,410 |  | 2,417 | 5.04 |  |  | 190,700 |  | 2,422 | 5.06 |  | 175,249 |  | 2,357 | 5.41 |  |
| Debt securities ${ }^{(2)}$ |  | 219,377 |  | 2,836 | 5.17 |  |  | 206,873 |  | 2,795 | 5.40 |  | 186,498 |  | 2,455 | 5.27 |  |
| Loans and leases: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 270,541 |  | 3,837 | 5.68 |  |  | 277,058 |  | 3,972 | 5.73 |  | 246,618 |  | 3,504 | 5.69 |  |
| Credit card - domestic |  | 63,277 |  | 1,774 | 11.28 |  |  | 60,063 |  | 1,781 | 11.76 |  | 57,720 |  | 1,887 | 13.26 |  |
| Credit card - foreign |  | 15,241 |  | 474 | 12.51 |  |  | 14,329 |  | 464 | 12.86 |  | 11,133 |  | 317 | 11.55 |  |
| Home equity |  | 116,562 |  | 1,872 | 6.46 |  |  | 112,369 |  | 2,043 | 7.21 |  | 89,559 |  | 1,679 | 7.60 |  |
| Direct/Indirect consumer |  | 78,941 |  | 1,699 | 8.65 |  |  | 75,426 |  | 1,658 | 8.72 |  | 64,038 |  | 1,303 | 8.25 |  |
| Other consumer |  | 3,813 |  | 87 | 9.14 |  |  | 3,918 |  | 71 | 7.24 |  | 4,928 |  | 122 | 9.93 |  |
| Total consumer |  | 548,375 |  | 9,743 | 7.13 |  |  | 543,163 |  | 9,989 | 7.32 |  | 473,996 |  | 8,812 | 7.50 |  |
| Commercial - domestic ${ }^{(2)}$ |  | 212,394 |  | 3,225 | 6.11 |  |  | 213,200 |  | 3,731 | 6.94 |  | 163,620 |  | 2,933 | 7.27 |  |
| Commercial real estate |  | 62,202 |  | 887 | 5.74 |  |  | 59,702 |  | 1,053 | 6.99 |  | 36,117 |  | 672 | 7.55 |  |
| Commercial lease financing |  | 22,227 |  | 261 | 4.69 |  |  | 22,239 |  | 574 | 10.33 |  | 19,651 |  | 175 | 3.55 |  |
| Commercial - foreign ${ }^{(2)}$ |  | 30,463 |  | 387 | 5.11 |  |  | 29,815 |  | 425 | 5.67 |  | 20,658 |  | 312 | 6.12 |  |
| Total commercial |  | 327,286 |  | 4,760 | 5.85 |  |  | 324,956 |  | 5,783 | 7.07 |  | 240,046 |  | 4,092 | 6.91 |  |
| Total loans and leases |  | 875,661 |  | 14,503 | 6.65 |  |  | 868,119 |  | 15,772 | 7.22 |  | 714,042 |  | 12,904 | 7.30 |  |
| Other earning assets ${ }^{(2)}$ |  | 67,208 |  | 1,130 | 6.75 |  |  | 74,909 |  | 1,305 | 6.93 |  | 64,939 |  | 1,013 | 6.29 |  |
| Total earning assets - excluding hedge impact |  | 1,510,295 |  | 22,262 | 5.92 |  |  | ,502,998 |  | 24,263 | 6.43 |  | 1,321,946 |  | 21,010 | 6.41 |  |
| Net hedge income (expense) on assets |  |  |  | (103) |  |  |  |  |  | (134) |  |  |  |  | (121) |  |  |
| Total earning assets - including hedge impact |  | 1,510,295 |  | 22,159 | 5.89 |  |  | 1,502,998 |  | 24,129 | 6.39 |  | 1,321,946 |  | 20,889 | 6.37 |  |
| Cash and cash equivalents |  | 33,949 |  |  |  |  |  | 33,714 |  |  |  |  | 33,623 |  |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 220,683 |  |  |  |  |  | 205,755 |  |  |  |  | 165,849 |  |  |  |  |
| Total assets |  | 1,764,927 |  |  |  |  |  | ,742,467 |  |  |  |  | \$ 1,521,418 |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 31,798 | \$ | 50 | 0.63 | \% | \$ | 31,961 | \$ | 50 | 0.63 | \% | 32,773 | \$ | 41 | 0.50 | \% |
| NOW and money market deposit accounts ${ }^{(2)}$ |  | 248,949 |  | 1,134 | 1.83 |  |  | 240,914 |  | 1,329 | 2.19 |  | 212,249 |  | 931 | 1.78 |  |
| Consumer CDs and IRAs ${ }^{(2)}$ |  | 188,005 |  | 1,950 | 4.17 |  |  | 183,910 |  | 2,033 | 4.38 |  | 159,505 |  | 1,638 | 4.16 |  |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ |  | 32,201 |  | 318 | 3.97 |  |  | 34,997 |  | 418 | 4.73 |  | 13,376 |  | 134 | 4.05 |  |
| Total domestic interest-bearing deposits |  | 500,953 |  | 3,452 | 2.77 |  |  | 491,782 |  | 3,830 | 3.09 |  | 417,903 |  | 2,744 | 2.66 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ |  | 39,196 |  | 398 | 4.08 |  |  | 45,050 |  | 553 | 4.87 |  | 40,372 |  | 529 | 5.32 |  |
| Governments and official institutions |  | 14,650 |  | 132 | 3.62 |  |  | 16,506 |  | 192 | 4.62 |  | 14,482 |  | 178 | 4.98 |  |
| Time, savings and other |  | 53,064 |  | 476 | 3.61 |  |  | 51,919 |  | 521 | 3.98 |  | 39,534 |  | 380 | 3.90 |  |
| Total foreign interest-bearing deposits |  | 106,910 |  | 1,006 | 3.79 |  |  | 113,475 |  | 1,266 | 4.43 |  | 94,388 |  | 1,087 | 4.67 |  |
| Total interest-bearing deposits |  | 607,863 |  | 4,458 | 2.95 |  |  | 605,257 |  | 5,096 | 3.34 |  | 512,291 |  | 3,831 | 3.03 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings |  | 452,854 |  | 4,134 | 3.67 |  |  | 456,530 |  | 5,639 | 4.90 |  | 414,104 |  | 5,466 | 5.35 |  |
| Trading account liabilities |  | 82,432 |  | 840 | 4.10 |  |  | 81,500 |  | 825 | 4.02 |  | 77,635 |  | 892 | 4.66 |  |
| Long-term debt ${ }^{(2)}$ |  | 198,463 |  | 2,387 | 4.81 |  |  | 196,444 |  | 2,554 | 5.20 |  | 148,627 |  | 1,924 | 5.18 |  |
| Total interest-bearing liabilities - excluding hedge impact |  | 1,341,612 |  | 11,819 | 3.54 |  |  | , ,339,731 |  | 14,114 | 4.19 |  | 1,152,657 |  | 12,113 | 4.25 |  |
| Net hedge (income) expense on liabilities |  |  |  | 49 |  |  |  |  |  | 201 |  |  |  |  | 179 |  |  |
| Total interest-bearing liabilities - including hedge impact |  | 1,341,612 |  | 11,868 | 3.55 |  |  | ,339,731 |  | 14,315 | 4.25 |  | 1,152,657 |  | 12,292 | 4.31 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 179,760 |  |  |  |  |  | 176,368 |  |  |  |  | 174,413 |  |  |  |  |
| Other liabilities |  | 88,827 |  |  |  |  |  | 81,444 |  |  |  |  | 60,760 |  |  |  |  |
| Shareholders' equity |  | 154,728 |  |  |  |  |  | 144,924 |  |  |  |  | 133,588 |  |  |  |  |
| Total liabilities and shareholders' equity |  | 1,764,927 |  |  |  |  |  | 1,742,467 |  |  |  |  | \$ 1,521,418 |  |  |  |  |
| Net interest spread |  |  |  |  | 2.38 |  |  |  |  |  | 2.24 |  |  |  |  | 2.16 |  |
| Impact of noninterest-bearing sources |  |  |  |  | 0.39 |  |  |  |  |  | 0.46 |  |  |  |  | 0.54 |  |
| Net interest income/yield on earning assets - excluding hedge impact |  |  |  | 10,443 | 2.77 | \% |  |  |  | 10,149 | 2.70 | \% |  | \$ | 8,897 | 2.70 | \% |
| Net impact of hedge income (expense) |  |  |  | (152) | (0.04) |  |  |  |  | (335) | (0.09) |  |  |  | (300) | (0.09) |  |
| Net interest income/yield on earning assets |  |  |  | 10,291 | 2.73 | \% |  |  | \$ | 9,814 | 2.61 | \% |  | \$ | 8,597 | 2.61 | \% |

(1) This table presents a non-GAAP financial measure. The impact of interest rate risk management derivatives is shown separately. Interest income and interest expense amounts, and the yields and rates have been adjusted. 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:

|  | First Quarter 2008 | Fourth Quarter 2007 | First Quarter 2007 |
| :---: | :---: | :---: | :---: |
| Time deposits placed and other short-term investments | \$ (4) | \$ (4) | \$ (27) |
| Federal funds sold and securities purchased under agreements to resell | (70) | (95) | (106) |
| Debt securities | (1) | - | (4) |
| Commercial - domestic | (27) | (27) | 1 |
| Commercial - foreign | - | 1 | 18 |
| Other earning assets | (1) | (9) | (3) |
| Net hedge income (expense) on assets | \$(103) | \$(134) | \$(121) |

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

| NOW and money market deposit accounts | \$ 5 | \$ | \$ |
| :---: | :---: | :---: | :---: |
| Consumer CDs and IRAs | 121 | 146 | 194 |
| Negotiable CDs, public funds and other time deposits | 2 | 2 | 2 |
| Banks located in foreign countries | 2 | 4 | 2 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 8 | (40) | (148) |
| Long-term debt | (89) | 84 | 124 |
| Net hedge (income) expense on liabilities | \$ 49 | \$201 |  |

[^8]

Total Revenue, Net of Interest Expense ${ }^{(1,2)}$ Three Months Ended March 31, 2008

Global Wealth and Investment
Management


[^9]
## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking Segment Results ${ }^{(1,2)}$

(Dollars in millions; except as noted)

|  | First Quarter 2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | First Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income ${ }^{(3)}$ | \$ 7,684 |  | \$ 7,462 |  | \$ 7,252 |  | \$ 7,109 |  | \$ 7,004 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 2,725 |  | 2,625 |  | 2,587 |  | 2,596 |  | 2,381 |
| Service charges | 1,566 |  | 1,624 |  | 1,519 |  | 1,488 |  | 1,377 |
| Mortgage banking income | 656 |  | 490 |  | 244 |  | 297 |  | 302 |
| All other income | 675 |  | 374 |  | 371 |  | 331 |  | 267 |
| Total noninterest income | 5,622 |  | 5,113 |  | 4,721 |  | 4,712 |  | 4,327 |
| Total revenue, net of interest expense | 13,306 |  | 12,575 |  | 11,973 |  | 11,821 |  | 11,331 |
| Provision for credit losses ${ }^{(4)}$ | 6,452 |  | 4,303 |  | 3,121 |  | 3,094 |  | 2,411 |
| Noninterest expense | 5,139 |  | 5,495 |  | 4,962 |  | 4,902 |  | 4,675 |
| Income before income taxes | 1,715 |  | 2,777 |  | 3,890 |  | 3,825 |  | 4,245 |
| Income tax expense ${ }^{(3)}$ | 625 |  | 868 |  | 1,440 |  | 1,398 |  | 1,573 |
| Net income | \$ 1,090 |  | \$ 1,909 |  | \$ 2,450 |  | \$ 2,427 |  | \$ 2,672 |
| Net interest yield ${ }^{(3)}$ | 8.25 | \% | 8.04 | \% | 8.31 | \% | 8.14 | \% | 8.12 |
| Return on average equity | 6.64 |  | 11.30 |  | 15.62 |  | 15.79 |  | 17.62 |
| Efficiency ratio ${ }^{(3)}$ | 38.62 |  | 43.70 |  | 41.44 |  | 41.47 |  | 41.26 |
| Balance sheet ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$363,001 |  | \$353,672 |  | \$331,656 |  | \$317,246 |  | \$308,105 |
| Total earning assets ${ }^{(5)}$ | 374,409 |  | 368,163 |  | 346,251 |  | 350,201 |  | 349,672 |
| Total assets ${ }^{(5)}$ | 428,756 |  | 426,113 |  | 399,196 |  | 403,258 |  | 403,463 |
| Total deposits | 343,436 |  | 340,940 |  | 321,552 |  | 326,623 |  | 326,480 |
| Allocated equity | 65,984 |  | 66,989 |  | 62,222 |  | 61,661 |  | 61,493 |
| Period end |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$364,279 |  | \$359,952 |  | \$337,783 |  | \$324,452 |  | \$309,992 |
| Total earning assets ${ }^{(5)}$ | 383,874 |  | 383,471 |  | 347,057 |  | 349,138 |  | 354,183 |
| Total assets ${ }^{(5)}$ | 437,237 |  | 443,073 |  | 401,151 |  | 403,689 |  | 409,883 |
| Total deposits | 349,606 |  | 344,850 |  | 321,137 |  | 326,883 |  | 334,918 |
| Period end (in billions) |  |  |  |  |  |  |  |  |  |
| Mortgage servicing portfolio | \$ 404.3 |  | \$ 399.0 |  | \$ 376.9 |  | \$ 360.1 |  | \$ 345.1 |

 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 37)
(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 and Subsidiaries

## Global Consumer and Small Business Banking Business Results

(Dollars in millions)

(1) Presented on a managed basis, specifically Card Services
 Global Wealth and Investment Management.
(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 and Subsidiaries

## Global Consumer and Small Business Banking - Key Indicators

| (Dollars in millions; except as noted) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fourth Quarter 2007 |  | Second Quarter 2007 |  |
| Deposits Key Indicators |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |
| Checking | \$125,358 | \$124,340 | \$121,904 | \$125,771 | \$125,127 |
| Savings | 28,796 | 28,927 | 28,533 | 30,029 | 29,732 |
| MMS | 66,228 | 64,628 | 60,890 | 62,554 | 64,159 |
| CD's \& IRA's | 115,038 | 114,538 | 101,358 | 99,546 | 99,563 |
| Foreign and other | 2,062 | 3,005 | 2,713 | 2,382 | 2,364 |
| Total average deposit balances | \$337,482 | \$335,438 | \$315,398 | \$320,282 | \$320,945 |
| Total balances migrated to |  |  |  |  |  |
| Premier Banking and Investments | \$ 7,059 | \$ 2,443 | \$ 2,560 | \$ 2,857 | \$ 3,551 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |
| Checking | 4.29\% | 4.31\% | 4.30\% | 4.27\% | 4.24\% |
| Savings | 3.89 | 3.77 | 3.71 | 3.71 | 3.77 |
| MMS | 1.54 | 2.83 | 3.43 | 3.36 | 3.42 |
| CD's \& IRA's | 0.53 | 0.89 | 1.06 | 1.10 | 1.13 |
| Foreign and other | 4.44 | 4.38 | 4.32 | 4.28 | 4.41 |
| Total deposit spreads | 2.41 | 2.79 | 3.02 | 3.04 | 3.05 |
| Net new retail checking (units in thousands) | 557 | 343 | 757 | 717 | 487 |
| Debit purchase volumes | \$ 50,090 | \$ 51,128 | \$ 47,326 | \$ 47,421 | \$ 43,569 |
| Online banking (end of period) |  |  |  |  |  |
| Active accounts (units in thousands) | 24,949 | 23,791 | 23,057 | 22,190 | 21,813 |
| Active billpay accounts (units in thousands) | 13,081 | 12,552 | 11,928 | 11,567 | 11,285 |
| Card Services Key Indicators |  |  |  |  |  |
| Managed Card - US Consumer and Business Card |  |  |  |  |  |
| Gross interest yield | 11.74\% | 12.32\% | 12.71\% | 12.80\% | 12.84\% |
| Risk adjusted margin ${ }^{(1)}$ | 6.51 | 7.57 | 7.78 | 7.61 | 7.81 |
| Loss rates | 5.67 | 5.03 | 4.84 | 5.21 | 4.82 |
| Average outstandings | \$161,685 | \$156,329 | \$151,405 | \$146,693 | \$146,985 |
| Ending outstandings | 161,353 | 161,373 | 153,039 | 148,746 | 144,881 |
| New account growth (in thousands) | 2,042 | 2,164 | 2,546 | 2,387 | 2,092 |
| Purchase volumes | \$ 56,757 | \$ 64,713 | \$ 61,247 | \$ 61,275 | \$ 55,428 |
|  |  |  |  |  |  |
| 30 Day | 5.93\% | 5.70\% | 5.42\% | 5.29\% | 5.45\% |
| 90 Day | 3.01 | 2.80 | 2.57 | 2.68 | 2.90 |
| Consumer Real Estate Key Indicators |  |  |  |  |  |
| Mortgage servicing rights at fair value period end balance | \$ 3,163 | \$ 3,053 | \$ 3,179 | \$ 3,269 | \$ 2,963 |
| Capitalized mortgage servicing rights (\% of loans serviced) | 118bps | 118bps | 130 bps | 141 bps | 127 bps |
| Mortgage loans serviced for investors (in billions) | \$ 268 | \$ 259 | \$ 245 | \$ 232 | \$ 234 |
| Global Consumer and Small Business Banking |  |  |  |  |  |
| Mortgage production | \$ 18,044 | \$ 22,370 | \$ 24,533 | \$ 25,755 | \$ 20,646 |
| Home equity production | 13,821 | 16,001 | 17,352 | 18,552 | 17,321 |
| Total Corporation |  |  |  |  |  |
| Mortgage production | 21,922 | 24,834 | 26,930 | 29,172 | 23,449 |
| Home equity production | 16,641 | 19,299 | 21,105 | 22,746 | 21,033 |

(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 and Subsidiaries

## E-Commerce \& BankofAmerica.com

Bank of America has the largest active online banking customer base with 24.9 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 399 companies are presenting 35.4 million e-bills per quarter.




## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ |  | First Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans |  |  |  |  |  |  |  |  |  |  |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Held credit card outstandings | \$ 75,911 |  | \$ 80,724 |  | \$ 71,702 |  | \$ 69,241 |  | \$ 65,920 |  |
| Securitization impact | 107,847 |  | 102,967 |  | 102,068 |  | 100,611 |  | 99,495 |  |
| Managed credit card outstandings | \$183,758 |  | \$183,691 |  | \$173,770 |  | \$169,852 |  | \$165,415 |  |
| Average |  |  |  |  |  |  |  |  |  |  |
| Held credit card outstandings | \$ 78,518 |  | \$ 74,392 |  | \$ 69,486 |  | \$ 68,181 |  | \$ 68,853 |  |
| Securitization impact | 105,176 |  | 104,019 |  | 102,516 |  | 99,388 |  | 98,539 |  |
| Managed credit card outstandings |  |  | $\stackrel{\text { \$178,411 }}{ }$ |  | $\stackrel{\text { \$172,002 }}{ }$ |  | $\underline{\$ 167,569}$ |  | $\stackrel{\text { \$167,392 }}{ }$ |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Credit Ouality |  |  |  |  |  |  |  |  |  |  |
| Charge-Offs \$ |  |  |  |  |  |  |  |  |  |  |
| Held net charge-offs | \$ 956 |  | \$ 846 |  | \$ 808 |  | \$ 893 |  | \$ 894 |  |
| Securitization impact | 1,416 |  | 1,292 |  | 1,216 |  | 1,206 |  | 1,059 |  |
| Managed credit card net losses | \$ 2,372 |  | \$ 2,138 |  | \$ 2,024 |  | \$ 2,099 |  | \$ 1,953 |  |
| Charge-Offs \% |  |  |  |  |  |  |  |  |  |  |
| Held net charge-offs | 4.90 | \% | 4.51 | \% | 4.61 | \% | 5.25 | \% | 5.27 | \% |
| Securitization impact | 0.29 |  | 0.24 |  | 0.06 |  | (0.23) |  | (0.54) |  |
| Managed credit card net losses | 5.19 | \% | 4.75 | \% | 4.67 | \% | 5.02 | \% | 4.73 | \% |
| 30+ Delinquency \$ |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | \$ 4,017 |  | \$ 4,298 |  | \$ 3,727 |  | \$ 3,593 |  | \$ 3,660 |  |
| Securitization impact | 6,288 |  | 5,710 |  | 5,381 |  | 5,034 |  | 5,144 |  |
| Managed delinquency | $\stackrel{\text { \$ 10,305 }}{ }$ |  | \$ 10,008 |  | \$ 9,108 |  | \$ 8,627 |  | \$ 8,804 |  |
| 30+ Delinquency \% |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | 5.29 | \% | 5.32 | \% | 5.20 | \% | 5.19 | \% | 5.55 | \% |
| Securitization impact | 0.32 |  | 0.13 |  | 0.04 |  | (0.11) |  | (0.23) |  |
| Managed delinquency | 5.61 | \% | 5.45 | \% | 5.24 | \% | 5.08 | \% | 5.32 | \% |
| 90+ Delinquency \$ |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | \$ 2,055 |  | \$ 2,126 |  | \$ 1,788 |  | \$ 1,850 |  | \$ 1,986 |  |
| Securitization impact | 3,137 |  | 2,757 |  | 2,514 |  | 2,480 |  | 2,633 |  |
| Managed delinquency | \$ 5,192 |  | \$ 4,883 |  | \$ 4,302 |  | \$ 4,330 |  | \$ 4,619 |  |
| 90+ Delinquency \% |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | 2.71 | \% | 2.63 | \% | 2.49 | \% | 2.67 | \% | 3.01 | \% |
| Securitization impact | 0.12 |  | 0.03 |  | (0.01) |  | (0.12) |  | (0.22) |  |
| Managed delinquency | 2.83 | \% | 2.66 | \% | 2.48 | \% | 2.55 | \% | 2.79 | \% |

(1) Credit Card includes U.S. Consumer Card and foreign credit card. Does not include Business Credit Card.

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

## Bank of America Corporation and Subsidiaries

## Mass Market Small Business Banking Results: Relationship View ${ }^{(1)}$

(Dollars in millions)


|  | Three Months Ended December 31, $2007{ }^{(2)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | Total | Global Consumer and Small Business Banking | Other ${ }^{(3)}$ |
| Net interest income ${ }^{(4)}$ | \$ 951 | \$ 900 | \$ 51 |
| Noninterest income | 636 | 550 | 86 |
| Total revenue, net of interest expense | 1,587 | 1,450 | 137 |
| Provision for credit losses ${ }^{(5)}$ | 508 | 505 | 3 |
| Noninterest expense | 515 | 477 | 38 |
| Income before income taxes | 564 | 468 | 96 |
| Income tax expense ${ }^{(4)}$ | 209 | 172 | 37 |
| Net income | \$ 355 | \$ 296 | \$ 59 |


(1) Presented on a managed basis.
(2) Includes Small Business and Business Banking results of the acquired LaSalle Bank Corporation beginning on October 1, 2007.
(3) Includes Mass Market Small Business Banking results within Global Corporate and Investment Banking and Global Wealth and Investment Management
(4) Fully taxable-equivalent basis
(5) 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 and Subsidiaries

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

(Dollars in millions)

|  | FirstQuarter2008 |  |  | Fourth Quarter 2007 |  |  | Third Quarter 2007 |  |  | Second Quarter 2007 |  |  | First Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income ${ }^{(2)}$ | \$ | 3,599 |  | \$ | 3,434 |  | \$ | 2,739 |  | \$ | 2,623 |  | \$ | 2,422 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 788 |  |  | 760 |  |  | 672 |  |  | 683 |  |  | 654 |
| Investment and brokerage services |  | 245 |  |  | 222 |  |  | 235 |  |  | 221 |  |  | 232 |
| Investment banking income |  | 665 |  |  | 577 |  |  | 436 |  |  | 821 |  |  | 703 |
| Trading account profits (losses) |  | $(1,790)$ |  |  | $(5,434)$ |  |  | $(1,445)$ |  |  | 877 |  |  | 838 |
| All other income (loss) |  | (339) |  |  | (314) |  |  | 241 |  |  | 671 |  |  | 551 |
| Total noninterest income |  | (431) |  |  | $(4,189)$ |  |  | 139 |  |  | 3,273 |  |  | 2,978 |
| Total revenue, net of interest expense |  | 3,168 |  |  | (755) |  |  | 2,878 |  |  | 5,896 |  |  | 5,400 |
| Provision for credit losses |  | 523 |  |  | 268 |  |  | 227 |  |  | 42 |  |  | 115 |
| Noninterest expense |  | 2,461 |  |  | 3,352 |  |  | 2,498 |  |  | 3,175 |  |  | 2,930 |
| Income (loss) before income taxes |  | 184 |  |  | $(4,375)$ |  |  | 153 |  |  | 2,679 |  |  | 2,355 |
| Income tax expense (benefit) ${ }^{(2)}$ |  | 69 |  |  | $(1,633)$ |  |  | 63 |  |  | 984 |  |  | 878 |
| Net income (loss) | \$ | 115 |  | \$ | $\stackrel{(2,742)}{ }$ |  | \$ | 90 |  | \$ | 1,695 |  | \$ | 1,477 |
| Net interest yield ${ }^{(2)}$ |  | 2.01 | \% |  | 1.90 | \% |  | 1.64 | \% |  | 1.56 | \% |  | 1.51 |
| Return on average equity |  | 0.78 |  |  | (20.32) |  |  | 0.81 |  |  | 16.19 |  |  | 14.41 |
| Efficiency ratio ${ }^{(2)}$ |  | 77.68 |  |  | n/m |  |  | 86.80 |  |  | 53.85 |  |  | 54.26 |

Balance sheet

| Average |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ 324,733 | \$ | 325,721 | \$ | 267,758 | \$ | 253,895 | \$ | 247,898 |
| Total trading-related assets | 361,921 |  | 354,334 |  | 356,867 |  | 377,171 |  | 360,530 |
| Total market-based earning assets ${ }^{(3)}$ | 403,403 |  | 406,974 |  | 407,065 |  | 426,758 |  | 409,290 |
| Total earning assets ${ }^{(4)}$ | 718,804 |  | 718,675 |  | 663,181 |  | 673,184 |  | 650,353 |
| Total assets ${ }^{(4)}$ | 834,463 |  | 823,750 |  | 757,645 |  | 765,118 |  | 734,309 |
| Total deposits | 235,800 |  | 236,254 |  | 217,632 |  | 220,180 |  | 208,561 |
| Allocated equity | 58,911 |  | 53,520 |  | 44,014 |  | 42,000 |  | 41,543 |
| Period end |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ 325,767 | \$ | 324,174 | \$ | 275,427 | \$ | 257,537 | \$ | 249,861 |
| Total trading-related assets | 317,256 |  | 308,315 |  | 333,107 |  | 342,629 |  | 333,681 |
| Total market-based earning assets ${ }^{(3)}$ | 347,563 |  | 359,946 |  | 375,100 |  | 386,958 |  | 385,495 |
| Total earning assets ${ }^{(4)}$ | 668,953 |  | 673,529 |  | 636,794 |  | 637,880 |  | 628,831 |
| Total assets ${ }^{(4)}$ | 791,962 |  | 776,207 |  | 738,631 |  | 731,378 |  | 716,132 |
| Total deposits | 233,778 |  | 246,788 |  | 211,577 |  | 221,866 |  | 210,105 |

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

Bank of America Corporation and Subsidiaries

## Global Corporate and Investment Banking Business Results

(Dollars in millions)


|  | Three Months Ended March 31, 2007 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Business Lending |  |  | Capital Markets and Advisory Services |  |  | Treasury Services |  |  | ALM/ Other |  |
| Net interest income ${ }^{(2)}$ | 2,422 |  |  | 1,060 |  | \$ | 481 |  | \$ | 965 |  | \$ (84) |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges | 654 |  |  | 126 |  |  | 27 |  |  | 501 |  | - |
| Investment and brokerage services | 232 |  |  | 1 |  |  | 221 |  |  | 10 |  | - |
| Investment banking income | 703 |  |  | - |  |  | 703 |  |  | - |  | - |
| Trading account profits (losses) | 838 |  |  | (3) |  |  | 829 |  |  | 12 |  | - |
| All other income | 551 |  |  | 152 |  |  | 104 |  |  | 234 |  | 61 |
| Total noninterest income | 2,978 |  |  | 276 |  |  | 1,884 |  |  | 757 |  | 61 |
| Total revenue, net of interest expense | 5,400 |  |  | 1,336 |  |  | 2,365 |  |  | 1,722 |  | (23) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | 115 |  |  | 103 |  |  | 11 |  |  | 1 |  | - |
| Noninterest expense | 2,930 |  |  | 490 |  |  | 1,513 |  |  | 894 |  | 33 |
| Income (loss) before income taxes | 2,355 |  |  | 743 |  |  | 841 |  |  | 827 |  | (56) |
| Income tax expense (benefit) ${ }^{(2)}$ | 878 |  |  | 280 |  |  | 313 |  |  | 306 |  | (21) |
| Net income (loss) | \$ 1,477 |  |  | 463 |  |  | 528 |  | \$ | 521 |  | \$ (35) |
| Net interest yield ${ }^{(2)}$ | 1.51 | \% |  | 1.84 | \% |  | $\mathrm{n} / \mathrm{m}$ |  |  | 2.88 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 14.41 |  |  | 12.79 |  |  | 18.36 | \% |  | 27.37 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(2)}$ | 54.26 |  |  | 36.68 |  |  | 63.95 |  |  | 51.94 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$247,898 |  |  | \$228,766 |  |  | 14,139 |  | \$ | 4,982 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 208,561 |  |  | $\mathrm{n} / \mathrm{m}$ |  |  | 59,422 |  |  | 48,989 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(3)}$ | 716,132 |  |  | 240,818 |  |  | 24,877 |  |  | 60,003 |  | $\mathrm{n} / \mathrm{m}$ |

(1) Includes $\$ 27$ million and $\$ 26$ million of net interest income on loans for which the fair value option has been elected and is not considered market-based income for the three months ended March 31, 2008 and December 31, 2007.
(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.

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


|  | Three Months Ended March 31, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | Commercial | Corporate and Investment Bank |  |  | Other |  |
| Net interest income ${ }^{(1)}$ | \$ 2,422 |  | \$ 1,626 |  | \$ | - 899 |  | \$(103) |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Service charges | 654 |  | 305 |  |  | 348 |  | 1 |
| Investment and brokerage services | 232 |  | 9 |  |  | 223 |  | - |
| Investment banking income | 703 |  | 15 |  |  | 687 |  | 1 |
| Trading account profits (losses) | 838 |  | (2) |  |  | 840 |  | - |
| All other income | 551 |  | 391 |  |  | 102 |  | 58 |
| Total noninterest income | 2,978 |  | 718 |  |  | 2,200 |  | 60 |
| Total revenue, net of interest expense | 5,400 |  | 2,344 |  |  | 3,099 |  | (43) |
| Provision for credit losses | 115 |  | 96 |  |  | 16 |  | 3 |
| Noninterest expense | 2,930 |  | 944 |  |  | 1,954 |  | 32 |
| Income (loss) before income taxes | 2,355 |  | 1,304 |  |  | 1,129 |  | (78) |
| Income tax expense (benefit) ${ }^{(1)}$ | 878 |  | 487 |  |  | 420 |  | (29) |
| Net income (loss) | \$ 1,477 |  | \$ 817 |  |  | - 709 |  | $\stackrel{\text { \$ (49) }}{ }$ |
| Net interest yield ${ }^{(1)}$ | 1.51 | \% | 3.35 | \% |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 14.41 |  | 19.78 |  |  | 16.25 | \% | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(1)}$ | 54.26 |  | 40.26 |  |  | 63.04 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$247,898 |  | \$190,611 |  |  | 57,726 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 208,561 |  | 87,277 |  |  | 121,284 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(2)}$ | 716,132 |  | 212,987 |  |  | 485,228 |  | $\mathrm{n} / \mathrm{m}$ |

[^11][^12]
## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2008 |  | Fourth Quarter 2007 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ |  | Second Quarter 2007 |  |  |  |  |
| Business lending revenue, net of interest expense |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending ${ }^{(1)}$ | \$ 324 |  | \$ 249 |  | \$ 156 |  | \$ | 196 |  | \$ | 179 |
| Commercial lending | 1,288 |  | 1,588 |  | 1,035 |  |  | 1,092 |  |  | 978 |
| Consumer indirect lending | 24 |  | 64 |  | 170 |  |  | 201 |  |  | 179 |
| Total revenue, net of interest expense | \$ 1,636 |  | \$ 1,901 |  | \$ 1,361 |  | \$ | 1,489 |  | \$ | 1,336 |
| Business lending margin |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | 0.96 | \% | 0.77 | \% | 0.51 | \% |  | 0.97 | \% |  | 1.01 |
| Commercial lending | 1.60 |  | 2.18 |  | 1.49 |  |  | 1.52 |  |  | 1.46 |
| Consumer indirect lending | 1.81 |  | 1.65 |  | 1.71 |  |  | 1.72 |  |  | 1.66 |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$10 |  | \$ (26) |  | \$66 |  | \$ | (3) |  | \$ | 5 |
| Commercial lending | 324 |  | 138 |  | 70 |  |  | (5) |  |  | (16) |
| Consumer indirect lending | 189 |  | 162 |  | 102 |  |  | 41 |  |  | 114 |
| Total provision for credit losses | \$ 523 |  | \$ 274 |  | \$ 238 |  | \$ | 33 |  | \$ | 103 |
| Credit quality ${ }^{(2,3,4)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Utilized criticized exposure |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ 3,242 |  | \$ 2,122 |  | \$ 1,538 |  | \$ | 789 |  | \$ | 929 |
|  | 3.27 | \% | 2.45 | \% | 1.98 | \% |  | 1.02 | \% |  | 1.29 |
| Commercial lending | \$ 17,349 |  | \$ 13,902 |  | \$ 8,006 |  | \$ | 5,635 |  | \$ | 5,509 |
|  | 6.76 | \% | 5.64 | \% | 4.23 | \% |  | 3.12 | \% |  | 3.09 |
| Total utilized criticized exposure | \$ 20,591 |  | \$ 16,024 |  | \$ 9,544 |  | \$ | 6,424 |  |  | 6,438 |
|  | 5.79 | \% | 4.81 | \% | 3.58 | \% |  | 2.49 | \% |  | 2.57 |
| Nonperforming assets |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ 150 |  | \$ 115 |  | \$ 269 |  | \$ | 21 |  | \$ | 33 |
|  | 0.30 | \% | 0.24 | \% | 0.62 | \% |  | 0.06 | \% |  | 0.09 |
| Commercial lending | \$ 2,600 |  | \$ 1,918 |  | \$ 777 |  | \$ | 698 |  | \$ | 574 |
|  | 1.02 | \% | 0.78 | \% | 0.39 | \% |  | 0.36 | \% |  | 0.30 |
| Total nonperforming assets | \$ 2,750 |  | \$ 2,033 |  | \$ 1,046 |  | \$ | 719 |  | \$ | 607 |
|  | 0.91 | \% | 0.69 | \% | 0.43 | \% |  | 0.31 | \% |  | 0.26 |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$152,588 |  | \$149,874 |  | \$120,355 |  |  | 15,814 |  |  | 17,216 |
| Leases | 24,264 |  | 24,246 |  | 22,051 |  |  | 21,725 |  |  | 21,454 |
| Foreign | 21,466 |  | 22,042 |  | 17,430 |  |  | 14,977 |  |  | 14,456 |
| Real estate | 57,482 |  | 55,174 |  | 36,120 |  |  | 34,476 |  |  | 33,981 |
| Consumer | 38,765 |  | 39,614 |  | 40,956 |  |  | 40,792 |  |  | 39,489 |
| Other | 1,879 |  | 1,983 |  | 1,940 |  |  | 1,972 |  |  | 2,170 |
| Total average loans and leases | \$296,444 |  | \$292,933 |  | \$238,852 |  |  | 29,756 |  |  | 28,766 |
| (1) Total corporate lending revenue | \$ 324 |  | \$ 249 |  | \$ 156 |  | \$ | 196 |  | \$ | 179 |
| Less: Impact of credit mitigation | 69 |  | 7 |  | (7) |  |  | (3) |  |  | (11) |
| Corporate lending revenues excluding credit mitigation | \$ 255 |  | \$ 242 |  | \$ 163 |  | \$ | 199 |  | \$ | 190 |

(2) Criticized exposure corresponds to the Special

 commercial foreclosed properties.
(4) Criticized exposure 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 and Subsidiaries

## Global Corporate and Investment Banking - Capital Markets and Advisory Services Key Indicators

|  |  | First <br> Quarter <br> 2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | First Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment banking income |  |  |  |  |  |  |  |  |  |  |
| Advisory fees | \$ | 66 | \$ | 112 | \$ | 94 | \$ | 110 | \$ | 130 |
| Debt underwriting |  | 359 |  | 377 |  | 281 |  | 611 |  | 503 |
| Equity underwriting |  | 240 |  | 88 |  | 61 |  | 100 |  | 70 |
| Total investment banking income |  | 665 |  | 577 |  | 436 |  | 821 |  | 703 |
| Sales and trading revenue |  |  |  |  |  |  |  |  |  |  |
| Fixed income: |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 744 |  | 580 |  | 562 |  | 543 |  | 413 |
| Credit products |  | (523) |  | (420) |  | (833) |  | 353 |  | 511 |
| Structured products |  | $(1,882)$ |  | $(5,511)$ |  | (620) |  | 495 |  | 317 |
| Total fixed income |  | $(1,661)$ |  | $(5,351)$ |  | (891) |  | 1,391 |  | 1,241 |
| Equity income |  | 348 |  | 198 |  | 244 |  | 435 |  | 421 |
| Total sales and trading revenue |  | $(1,313)$ |  | $(5,153)$ |  | (647) |  | 1,826 |  | 1,662 |
| Total Capital Markets and Advisory Services market-based revenue ${ }^{(1)}$ |  | (648) |  | $(4,576)$ | \$ | (211) |  | 2,647 | \$ | 2,365 |
|  |  |  |  |  |  |  |  |  |  |  |
| Balance sheet (average) |  |  |  |  |  |  |  |  |  |  |
| Trading account securities |  | 190,849 |  | 188,925 |  | 192,844 |  | 185,839 | \$ | 172,203 |
| Reverse repurchases |  | 56,184 |  | 51,266 |  | 52,436 |  | 70,821 |  | 66,476 |
| Securities borrowed |  | 78,839 |  | 84,399 |  | 81,404 |  | 92,056 |  | 97,795 |
| Derivative assets |  | 34,953 |  | 28,282 |  | 28,611 |  | 26,644 |  | 22,063 |
| Total trading-related assets |  | 360,825 |  | 352,872 |  | 355,295 |  | 375,360 | \$ | 358,537 |
|  |  |  |  |  |  |  |  |  |  |  |
| Sales credits from secondary trading |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 595 |  | 534 |  | 577 |  | 501 |  | 452 |
| Credit products |  | 281 |  | 279 |  | 352 |  | 341 |  | 302 |
| Structured products |  | 166 |  | 133 |  | 161 |  | 243 |  | 224 |
| Equities |  | 282 |  | 262 |  | 277 |  | 303 |  | 284 |
| Total sales credits |  | 1,324 |  | 1,208 |  | 1,367 |  | 1,388 |  | 1,262 |
|  |  |  |  |  |  |  |  |  |  |  |
| Volatility of product revenues - 1 std dev |  |  |  |  |  |  |  |  |  |  |
| Liquid products | \$ | 28.4 | \$ | 10.4 | \$ | 16.3 | \$ | 9.0 | \$ | 9.1 |
| Credit products |  | 13.3 |  | 12.0 |  | 21.8 |  | 6.3 |  | 6.0 |
| Structured products |  | 14.0 |  | 408.1 |  | 33.5 |  | 7.2 |  | 7.6 |
| Equities |  | 20.3 |  | 7.3 |  | 16.3 |  | 6.3 |  | 4.9 |
| Total volatility |  | 61.3 |  | 405.5 |  | 54.9 |  | 16.2 |  | 14.8 |

[^13]
## Banc of America Securities U.S. Market Share and Product Ranking




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

Highlights

Top 5 rankings in:
Convertible debt
Leveraged loans Syndicated loans High-yield debt

Asset-backed securities
Mortgage-backed securities
Common stock underwriting
Investment grade debt

[^14]
## Bank of America Corporation and Subsidiaries

## Special Purpose Entities Liquidity Exposure

| (Dollars in millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2008 |  |  |  |
|  | VIEs ${ }^{(1)}$ |  | $\frac{\text { QSPEs }^{(2)}}{\text { Unconsolidated }}$ | Total |
|  | Consolidated | Unconsolidated |  |  |
| Corporation-sponsored multi-seller conduits | \$14,722 | \$44,429 | \$- | \$59,151 |
| Municipal bond trusts and corporate SPEs | 5,422 | 2,770 | 7,301 | 15,493 |
| Asset acquisition conduits | 1,495 | 5,079 | - | 6,574 |
| Collateralized debt obligation vehicles | - | 6,193 | - | 6,193 |
| Customer-sponsored conduits | - | 1,688 | - | 1,688 |
| Total liquidity exposure | \$21,639 | \$60,159 | \$7,301 | \$89,099 |
|  |  |  |  |  |
|  |  | Decemb |  |  |
|  |  |  | QSPEs ${ }^{(2)}$ |  |
|  | Consolidated | Unconsolidated | Unconsolidated | Total |
| Corporation-sponsored multi-seller conduits | \$16,984 | \$47,335 | \$- | \$ 64,319 |
| Municipal bond trusts and corporate SPEs | 7,359 | 3,120 | 7,251 | 17,730 |
| Asset acquisition conduits | 1,623 | 6,399 | - | 8,022 |
| Collateralized debt obligation vehicles | 3,240 | 9,026 | - | 12,266 |
| Customer-sponsored conduits | - | 1,724 | - | 1,724 |
| Total liquidity exposure | \$29,206 | \$67,604 | \$7,251 | \$104,061 |



 investors from loss 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.

 party. This table includes only those QSPEs to which we have liquidity exposure.

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

Bank of America Corporation and Subsidiaries
Super Senior Collateralized Debt Obligation Exposure Rollforward

|  | $\begin{gathered} \text { December 31, } 2007 \\ \text { Net Exposure } \\ \hline \end{gathered}$ | $\xrightarrow{\begin{array}{c}\text { Paydowns/Liquidations / } \\ \text { Other }\end{array}}$ | First Quarter 2008 <br> Net Writedowns ${ }^{(1)}$ | $\underline{\text { Reclassifications }{ }^{(2)}}$ | March 31, 2008 <br> Net Exposure |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Super senior liquidity commitments |  |  |  |  |  |
| High grade | \$ 5,166 | \$ (64) | \$ (388) | \$ $(1,822)$ | \$ 2,892 |
| Mezzanine | 358 | - | - | - | 358 |
| CDOs-squared | 2,227 | (361) | (468) | (984) | 414 |
| Total super senior liquidity commitments | 7,751 | (425) | (856) | $(2,806)$ | 3,664 |
| Other super senior exposure |  |  |  |  |  |
| High grade | 2,125 | (375) | (143) | 1,822 | 3,429 |
| Mezzanine | 795 | 24 | (324) | - | 495 |
| CDOs-squared | 959 | (36) | (210) | 984 | 1,697 |
| Total other super senior exposure | 3,879 | (387) | (677) | 2,806 | 5,621 |
| Losses on liquidated CDOs |  |  | (39) |  |  |
| Total super senior exposure | \$ 11,630 | \$ (812) | \$ (1,572) | \$ - | \$ 9,285 |

[^15]
## Super Senior Collateralized Debt Obligation Exposure

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total CDO Exposure at March 31, 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Total CDO Net Exposure |  |  |  |
|  | Subprime Exposure ${ }^{(1)}$ |  |  |  |  |  | Non-Subprime Exposure ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Gross Insured |  | Net ofInsuredAmounts |  | Cumulative <br> Writedowns ${ }^{(3)}$ | Net <br> Exposure | Gross |  | Insured |  | Net of Insured Amounts |  | Cumulative <br> Writedowns ${ }^{(3)}$ |  | Net <br> Exposure |  | $\begin{gathered} \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2007 \\ \hline \end{gathered}$ |  |
| Super senior liquidity commitments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | \$ 1,800 | \$ $(1,800)$ | \$ | - | \$ - | \$ - | \$ | 3,042 | \$ | - | \$ | 3,042 | \$ | (150) | \$ | 2,892 | \$ | 2,892 | \$ | 5,166 |
| Mezzanine | 363 | - |  | 363 | (5) | 358 |  | - |  | - |  | - |  | - |  | - |  | 358 |  | 358 |
| CDOs-squared | 988 | - |  | 988 | (574) | 414 |  | - |  | - |  | - |  | - |  | - |  | 414 |  | 2,227 |
| Total super senior liquidity commitments | 3,151 | $(1,800)$ |  | 1,351 | (579) | 772 |  | 3,042 |  | - |  | 3,042 |  | (150) |  | 2,892 |  | 3,664 |  | 7,751 |
| Other super senior exposure |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | 6,242 | $(2,043)$ |  | 4,199 | $(1,228)$ | 2,971 |  | 1,192 |  | (734) |  | 458 |  | - |  | 458 |  | 3,429 |  | 2,125 |
| Mezzanine | 1,570 | - |  | 1,570 | $(1,075)$ | 495 |  | - |  | - |  | - |  | - |  | - |  | 495 |  | 795 |
| CDOs-squared | 4,132 | - |  | 4,132 | $(2,435)$ | 1,697 |  | 376 |  | (376) |  | - |  | - |  | - |  | 1,697 |  | 959 |
| Total other super senior exposure | 11,944 | (2,043) |  | 9,901 | $(4,738)$ | 5,163 |  | 1,568 |  | $(1,110)$ |  | 458 |  | - |  | 458 |  | 5,621 |  | 3,879 |
| Losses on liquidated$\mathrm{CDOs}^{(4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total super senior exposure | \$ 15,095 | \$ (3,843) | \$ | 11,252 | \$ (5,438) | \$ 5,935 | \$ | 4,610 |  | (1,110) |  | 3,500 | \$ | (150) | \$ | 3,350 | \$ | 9,285 | \$ | 11,630 |

[^16]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management Segment Results ${ }^{(1,2)}$

(Dollars in millions, except as noted)

 Investments. In addition, ALM/Other primarily includes the results of ALM activities.
 reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank
(3) Fully taxable-equivalent basis
(4) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).
 managed prior to the sale of Marsico of $\$ 59.5$ billion (including $\$ 5.3$ billion in eliminations), $\$ 53.7$ billion (including $\$ 5.2$ billion in eliminations) and $\$ 51.0$ billion (including $\$ 5.2$ billion in eliminations), respectively
Marsico's results of operations for prior periods have been transferred to All Other as a liquidating business.
(6) Client brokerage assets include non-discretionary brokerage and fee-based assets.

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

## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management Business Results

(Dollars in millions)

|  | Three Months Ended March 31, 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{gathered} \text { U.S. } \\ \text { Trust }^{(1)} \\ \hline \end{gathered}$ |  | Columbia <br> Management |  | PremierBanking andInvestments ${ }^{(2)}$ |  |  | $\begin{aligned} & \text { ALM/ } / \\ & \text { Other } \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ 998 |  | \$ 278 |  | \$ |  | \$ 535 |  | \$183 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services | 1,081 |  | 379 |  | 398 |  | 258 |  | 46 |
| All other income (loss) | (157) |  | 18 |  | (221) |  | 48 |  | (2) |
| Total noninterest income | 924 |  | 397 |  | 177 |  | 306 |  | 44 |
| Total revenue, net of interest expense | 1,922 |  | 675 |  | 179 |  | 841 |  | 227 |
| Provision for credit losses | 243 |  | 3 |  | - |  | 240 |  | - |
| Noninterest expense | 1,316 |  | 504 |  | 305 |  | 436 |  | 71 |
| Income (loss) before income taxes | 363 |  | 168 |  | (126) |  | 165 |  | 156 |
| Income tax expense (benefit) ${ }^{(3)}$ | 135 |  | 62 |  | (47) |  | 61 |  | 59 |
| Net income (loss) | \$ 228 |  | S 106 |  | \$ (79) |  | \$ 104 |  | \$ 97 |
| Net interest yield ${ }^{(3)}$ | 2.73 |  | 2.33 | \% | n/m |  | 1.90 | \% | n/m |
| Return on average equity | 7.92 |  | 9.64 |  | (44.72) | \% | 21.26 |  | n/m |
| Efficiency ratio ${ }^{(3)}$ | 68.49 |  | 74.68 |  | n/m |  | 51.84 |  | $n / m$ |
| Average - total loans and leases | \$ 85,642 |  | \$47,929 |  | n/m |  | \$ 37,679 |  | n/m |
| Average - total deposits | 148,500 |  | 34,634 |  | n/m |  | 113,350 |  | n/m |
| Period end - total assets ${ }^{(4)}$ | 163,013 |  | 52,729 |  | \$ 2,990 |  | 120,924 |  | n/m |


|  | Three Months Ended December 31, 2007 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | $\begin{gathered} \text { U.S. } \\ \text { Trust }{ }^{(1)} \\ \hline \end{gathered}$ | Columbia <br> Management |  | Premier Banking and Investments ${ }^{(2)}$ |  |  | $\begin{aligned} & \text { ALM/ } \\ & \text { Other } \end{aligned}$ |  |
| Net interest income ${ }^{(3)}$ |  | \$ 989 | \$ 295 |  | \$ |  |  | \$ 644 |  | \$ 46 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 1,080 | 387 |  | 397 |  |  | 246 |  | 50 |
| All other income (loss) |  | (319) | 19 |  | (385) |  |  | 41 |  | 6 |
| Total noninterest income |  | 761 | 406 |  | 12 |  |  | 287 |  | 56 |
| Total revenue, net of interest expense |  | 1,750 | 701 |  | 16 |  |  | 931 |  | 102 |
| Provision for credit losses |  | 34 | 11 |  | - |  |  | 22 |  |  |
| Noninterest expense |  | 1,278 | 491 |  | 298 |  |  | 444 |  | 45 |
| Income (loss) before income taxes |  | 438 | 199 |  | (282) |  |  | 465 |  | 56 |
| Income tax expense (benefit) ${ }^{(3)}$ |  | 127 | 74 |  | (104) |  |  | 172 |  | (15) |
| Net income (loss) |  | \$ 311 | 125 |  | \$ (178) |  |  | \$ 293 |  | \$ 71 |
| Net interest yield ${ }^{(3)}$ |  | 2.86 | 2.54 | \% | n/m |  |  | 2.42 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity |  | 10.87 | 12.18 |  | (98.03) | \% |  | 53.08 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ |  | 73.02 | 69.98 |  | $\mathrm{n} / \mathrm{m}$ |  |  | 47.68 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases |  | 82,809 | 46,036 |  | $\mathrm{n} / \mathrm{m}$ |  |  | 36,737 |  | $\mathrm{n} / \mathrm{n}$ |
| Average - total deposits |  | 138,159 | 31,641 |  | n/m |  |  | 105,907 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(4)}$ |  | 155,667 | 51,044 |  | \$ 1,943 |  |  | 113,329 |  | $\mathrm{n} / \mathrm{m}$ |


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

[^17]
## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management - Key Indicators

(Dollars in millions, except as noted)

|  | First Quarter 2008 |  | Fourth Quarter 2007 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ |  | SecondQuarter 2007 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment and Brokerage Services |  |  |  |  |  |  |  |  |  |  |
| U.S. Trust ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 368 | \$ | 379 | \$ | 357 | \$ | 242 | \$ | 218 |
| Brokerage income |  | 11 |  | 8 |  | 8 |  | 8 |  | 6 |
| Total | \$ | 379 | \$ | 387 | \$ | 365 | \$ | 250 | \$ | 224 |
| Columbia Management |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 397 | \$ | 397 | \$ | 375 | \$ | 333 | \$ | 319 |
| Brokerage income |  | 1 |  | - |  | 1 |  | 1 |  | 1 |
| Total | \$ | 398 | \$ | 397 | \$ | 376 | \$ | 334 | \$ | 320 |
| Premier Banking and Investments |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 88 | \$ | 81 | \$ | 81 | \$ | 73 | \$ | 67 |
| Brokerage income |  | 170 |  | 165 |  | 162 |  | 167 |  | 154 |
| Total | \$ | 258 | \$ | 246 | \$ | 243 | \$ | 240 | \$ | 221 |
| ALM/Other |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 46 | \$ | 50 | \$ | 48 | \$ | 39 | \$ | 41 |
| Brokerage income |  | - |  | - |  | - |  | - |  | - |
| Total | \$ | 46 | \$ | 50 | \$ | 48 | \$ | 39 | \$ | 41 |
| Total Global Wealth and Investment Management |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 899 | \$ | 907 | \$ | 861 | \$ | 687 | \$ | 645 |
| Brokerage income |  | 182 |  | 173 |  | 171 |  | 176 |  | 161 |
| Total investment and brokerage services | \$ | 1,081 |  | $\xrightarrow{1,080}$ |  | $\xrightarrow{1,032}$ | \$ | 863 | \$ | 806 |

Assets Under Management ${ }^{(2,3)}$

| Assets under management by business: |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Trust ${ }^{(1)}$ | \$214,526 | \$225,209 | \$225,297 | \$144,054 | \$140,521 |
| Columbia Management | 409,064 | 439,053 | 511,996 | 453,092 | 438,651 |
| Retirement and GWIM Client Solutions | 48,655 | 42,814 | 44,512 | 27,043 | 25,481 |
| Premier Banking and Investments | 21,600 | 22,915 | 21,392 | 22,183 | 20,312 |
| Eliminations ${ }^{(4)}$ | $(86,760)$ | $(87,085)$ | $(94,255)$ | $(81,653)$ | $(79,568)$ |
| International Wealth Management | 436 | 625 | 1,013 | 1,548 | 2,051 |
| Total assets under management | $\stackrel{\text { \$607,521 }}{ }$ | $\underline{\underline{\$ 643,531}}$ | $\stackrel{\text { \$709,955 }}{ }$ | $\stackrel{\text { \$566,267 }}{\underline{1}}$ | $\underline{\underline{\$ 547,448}}$ |
| Assets under management rollforward: |  |  |  |  |  |
| Beginning balance | \$643,531 | \$709,955 | \$566,267 | \$547,448 | \$542,977 |
| Net flows | $(6,265)$ | $(2,226)$ | 18,066 | 7,763 | 1,668 |
| Market valuation/other | $(29,745)$ | $(64,198)$ | 125,622 | 11,056 | 2,803 |
| Ending balance | $\stackrel{\text { \$607,521 }}{ }$ | $\stackrel{\text { \$643,531 }}{\underline{\text { a }}}$ | $\stackrel{\text { \$709,955 }}{ }$ | $\underline{\$ 566,267}$ | $\stackrel{\text { \$547,448 }}{\underline{\text { a }}}$ |
| Assets under management mix: |  |  |  |  |  |
| Money market/other | \$242,956 | \$246,213 | \$246,748 | \$213,481 | \$208,482 |
| Fixed income | 107,365 | 111,217 | 109,117 | 83,425 | 84,504 |
| Equity | 257,200 | 286,101 | 354,090 | 269,361 | 254,462 |
| Total assets under management | $\stackrel{\text { \$607,521 }}{ }$ | $\stackrel{\text { \$643,531 }}{ }$ | \$709,955 | $\stackrel{\text { \$566,267 }}{ }$ | $\xlongequal{\$ 547,448}$ |
| Client Brokerage Assets | \$213,743 | \$222,661 | \$217,916 | \$213,711 | \$209,106 |
| Premier Banking and Investments Metrics |  |  |  |  |  |
| Client facing associates |  |  |  |  |  |
| Number of client managers | 2,572 | 2,548 | 2,505 | 2,498 | 2,525 |
| Number of financial advisors | 1,952 | 1,950 | 1,847 | 1,888 | 1,927 |
| All other | 1,157 | 1,079 | 1,020 | 1,094 | 1,218 |
| Total client facing associates | 5,681 | 5,577 | 5,372 | 5,480 | 5,670 |
| Financial Advisor Productivity ${ }^{(5)}$ (in thousands) | \$ 118 | \$ 113 | \$ 116 | \$ 114 | \$ 102 |
| Total client balances ${ }^{(6)}$ | \$309,687 | \$309,190 | \$299,275 | \$292,455 | \$288,138 |
| Number of Households with Banking and Brokerage Relationships (in thousands) | 283 | 277 | 267 | 256 | 248 |
|  |  |  |  |  |  |
| U.S. Trust Metrics ${ }^{(1)}$ |  |  |  |  |  |
| Client facing associates | 4,055 | 4,201 | 3,911 | 2,105 | 2,144 |
| Total client balances ${ }^{(6)}$ | \$362,425 | \$380,687 | \$360,864 | \$227,086 | \$222,414 |
| Columbia Management Performance Metrics |  |  |  |  |  |
| \# of 4 or 5 Star Funds by Morningstar | 50 | 48 | 47 | 40 | 38 |
| \% of Assets Under Management in 4 or 5 Star Rated Funds ${ }^{(7)}$ | 69\% | 68\% | 55\% | 51\% | 58\% |

 reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank.
 third quarter 2007. The sale of Marsico resulted in a $\$ 60.9$ billion decrease in assets under management in fourth quarter 2007 (including a $\$ 5.3$ billion reduction in eliminations).

 prior periods have been transferred to All Other as a liquidating business.
(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.
 totaled then divided by the assets under management of all the funds in the ranking.

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2008 \end{aligned}$ | Fourth Quarter 2007 | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ | Second Quarter 2007 | $\begin{gathered} \text { First } \\ \text { Quarter } \end{gathered}$ $2007$ |
| Net interest income ${ }^{(2)}$ | \$(1,990) | \$ $(2,071)$ | \$ $(2,003)$ | \$ $(1,900)$ | \$ $(1,752)$ |
| Noninterest income: |  |  |  |  |  |
| Card income | 664 | 680 | 739 | 676 | 721 |
| Equity investment income | 268 | 278 | 852 | 1,719 | 896 |
| Gains on sales of debt securities | 220 | 110 | 7 | 2 | 61 |
| All other income (loss) | (255) | 755 | (220) | (145) | 46 |
| Total noninterest income | 897 | 1,823 | 1,378 | 2,252 | 1,724 |
| Total revenue, net of interest expense | $(1,093)$ | (248) | (625) | 352 | (28) |
| Provision for credit losses ${ }^{(3)}$ | $(1,208)$ | $(1,295)$ | $(1,289)$ | $(1,313)$ | $(1,314)$ |
| Merger and restructuring charges | 170 | 140 | 84 | 75 | 111 |
| All other noninterest expense | 109 | 12 | (235) | (53) | 406 |
| Income (loss) before income taxes | (164) | 895 | 815 | 1,643 | 769 |
| Income tax expense ${ }^{(2)}$ | 59 | 105 | 205 | 579 | 154 |
| Net income (loss) | \$ (223) | \$ 790 | \$ 610 | \$ 1,064 | \$ 615 |
| Balance sheet |  |  |  |  |  |
| Average |  |  |  |  |  |
| Total loans and leases | \$102,285 | \$105,917 | \$104,061 | \$101,096 | \$ 92,200 |
| Total earning assets | 269,971 | 279,021 | 238,209 | 213,792 | 204,302 |
| Total assets | 344,795 | 345,234 | 286,643 | 265,905 | 259,563 |
| Total deposits | 59,887 | 66,272 | 35,478 | 31,986 | 36,708 |
| Period end |  |  |  |  |  |
| Total loans and leases | \$ 96,516 | \$107,618 | \$102,003 | \$107,429 | \$ 97,085 |
| Total earning assets | 251,443 | 261,517 | 248,526 | 219,576 | 199,141 |
| Total assets | 344,290 | 340,799 | 300,410 | 270,903 | 248,738 |
| Total deposits | 59,511 | 68,674 | 35,975 | 31,688 | 29,654 |




 SFAS No. 52, "Foreign Currency Translation" revaluation of foreign-denominated debt issuances, certain gains (losses) on sales of whole mortgage loans, and gains (losses) on sales of debt securities. All Other also

 Reconciliation on page 38).
(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) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2008 | Fourth Quarter 2007 | Third Quarter 2007 | Second Quarter 2007 | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2007 \end{gathered}$ |
| Principal Investing | 12 | \$117 | \$275 | \$1,250 | 575 |
| Corporate and Strategic Investments | 256 | 161 | 577 | 469 | 321 |
| Total equity investment income included in All Other | 268 | 278 | 852 | 1,719 | 896 |
| Total equity investment income included in the business segments | 786 | 39 | 52 | 110 | 118 |
| Total consolidated equity investment income | \$1,054 | \$317 | \$904 | $\underline{\$ 1,829}$ | $\stackrel{\text { \$1,014 }}{ }$ |

[^18]Bank of America Corporation and Subsidiaries
Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { cember } 31 \\ 2007 \\ \hline \end{gathered}$ |  | crease ecrease) |
| Consumer |  |  |  |  |  |
| Residential mortgage | \$266,145 | \$ | 274,949 | \$ | $(8,804)$ |
| Credit card - domestic | 60,393 |  | 65,774 |  | $(5,381)$ |
| Credit card - foreign | 15,518 |  | 14,950 |  | 568 |
| Home equity | 118,381 |  | 114,820 |  | 3,561 |
| Direct/Indirect consumer ${ }^{(1)}$ | 80,446 |  | 76,858 |  | 3,588 |
| Other consumer ${ }^{(2)}$ | 3,746 |  | 3,850 |  | (104) |
| Total consumer | 544,629 |  | 551,201 |  | $(6,572)$ |
| Commercial |  |  |  |  |  |
| Commercial - domestic ${ }^{(3)}$ | 208,212 |  | 208,297 |  | (85) |
| Commercial real estate ${ }^{(4)}$ | 62,739 |  | 61,298 |  | 1,441 |
| Commercial lease financing | 22,132 |  | 22,582 |  | (450) |
| Commercial - foreign | 31,101 |  | 28,376 |  | 2,725 |
| Total commercial loans measured at historical cost | 324,184 |  | 320,553 |  | 3,631 |
| Commercial loans measured at fair value ${ }^{(5)}$ | 5,057 |  | 4,590 |  | 467 |
| Total commercial | 329,241 |  | 325,143 |  | 4,098 |
| Total loans and leases | $\stackrel{\text { \$873,870 }}{ }$ | \$ | 876,344 | \$ | $\xrightarrow{(2,474)}$ |

(1) Includes foreign consumer loans of \$3.2 billion and \$3.4 billion at March 31, 2008 and December 31, 2007.
(2) Includes consumer finance loans of $\$ 2.9$ billion and $\$ 3.0$ billion, and other foreign consumer loans of $\$ 841$ million and $\$ 829$ million at March 31, 2008 and December 31, 2007.
(3) Includes small business commercial - domestic loans of $\$ 20.1$ billion and $\$ 19.6$ billion at March 31, 2008 and December 31, 2007
(4) Includes domestic commercial real estate loans of $\$ 61.4$ billion and $\$ 60.2$ billion, and foreign commercial real estate loans of $\$ 1.3$ billion and $\$ 1.1$ billion at March 31, 2008 and December 31 , 2007.
 billion and $\$ 3.5$ billion, commercial - foreign loans of $\$ 949$ million and $\$ 790$ million, and commercial real estate loans of $\$ 240$ million and $\$ 304$ million at March 31, 2008 and December $31,2007$.

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

Bank of America Corporation and Subsidiaries
Quarterly Average Loans and Leases by Business Segment
(Dollars in millions)


|  | First Quarter 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{\text { Total Corporation }}$ | Global Consumer and Small Business Banking ${ }^{(1)}$ | Global Corporate and Investment $\qquad$ Banking | Global Wealth and Investment Management | All Other ${ }^{(1)}$ |
| Consumer |  |  |  |  |  |
| Residential mortgage | \$246,618 | \$ 30,465 | \$ 1,875 | \$24,201 | \$190,077 |
| Credit card - domestic | 57,720 | 139,389 | - | - | $(81,669)$ |
| Credit card - foreign | 11,133 | 28,003 | - | - | $(16,870)$ |
| Home equity | 89,559 | 65,185 | 1,098 | 20,014 | 3,262 |
| Direct/Indirect consumer | 64,038 | 27,424 | 39,493 | 3,063 | $(5,942)$ |
| Other consumer | 4,928 | 736 | 9 | - | 4,183 |
| Total consumer | 473,996 | 291,202 | 42,475 | 47,278 | 93,041 |
| Commercial |  |  |  |  |  |
| Commercial - domestic | 163,620 | 15,561 | 131,599 | 17,510 | $(1,050)$ |
| Commercial real estate | 36,117 | 93 | 35,026 | 957 | 41 |
| Commercial lease financing | 19,651 | - | 21,478 | - | $(1,827)$ |
| Commercial - foreign | 20,658 | 1,249 | 17,320 | 94 | 1,995 |
| Total commercial | 240,046 | 16,903 | 205,423 | 18,561 | (841) |
| Total loans and leases | \$714,042 | \$308,105 | \$247,898 | $\stackrel{\text { \$65,839 }}{ }$ | \$ 92,200 |

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

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2007 \\ \hline \end{gathered}$ |  | Increase(Decrease) |  | $\begin{gathered} \hline \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2007 \\ \hline \end{gathered}$ |  | Increase(Decrease) |  |
| Real estate ${ }^{(4)}$ | \$ | 81,102 | \$ | 81,260 |  | \$(158) | \$ | 112,698 | \$ | 111,742 | \$ | 956 |
| Diversified financials |  | 43,065 |  | 37,872 |  | 5,193 |  | 92,839 |  | 86,118 |  | 6,721 |
| Retailing |  | 33,710 |  | 33,280 |  | 430 |  | 54,195 |  | 55,184 |  | (989) |
| Capital goods |  | 28,168 |  | 25,908 |  | 2,260 |  | 53,897 |  | 52,356 |  | 1,541 |
| Government and public education |  | 30,219 |  | 31,743 |  | $(1,524)$ |  | 52,203 |  | 57,437 |  | $(5,234)$ |
| Healthcare equipment and services |  | 25,512 |  | 24,337 |  | 1,175 |  | 42,253 |  | 40,962 |  | 1,291 |
| Consumer services |  | 25,141 |  | 23,382 |  | 1,759 |  | 40,744 |  | 38,650 |  | 2,094 |
| Materials |  | 24,329 |  | 22,176 |  | 2,153 |  | 39,695 |  | 38,717 |  | 978 |
| Banks |  | 24,774 |  | 21,261 |  | 3,513 |  | 38,339 |  | 35,323 |  | 3,016 |
| Individuals and trusts |  | 22,676 |  | 22,323 |  | 353 |  | 33,046 |  | 32,425 |  | 621 |
| Commercial services and supplies |  | 21,744 |  | 21,175 |  | 569 |  | 31,578 |  | 31,858 |  | (280) |
| Food, beverage and tobacco |  | 14,170 |  | 13,919 |  | 251 |  | 27,210 |  | 25,701 |  | 1,509 |
| Energy |  | 13,276 |  | 12,772 |  | 504 |  | 24,461 |  | 23,510 |  | 951 |
| Media |  | 8,092 |  | 7,901 |  | 191 |  | 20,024 |  | 19,343 |  | 681 |
| Utilities |  | 6,135 |  | 6,438 |  | (303) |  | 19,185 |  | 19,281 |  | (96) |
| Transportation |  | 13,020 |  | 12,803 |  | 217 |  | 19,003 |  | 18,824 |  | 179 |
| Insurance |  | 9,032 |  | 7,162 |  | 1,870 |  | 17,343 |  | 16,014 |  | 1,329 |
| Religious and social organizations |  | 8,462 |  | 8,208 |  | 254 |  | 11,187 |  | 10,982 |  | 205 |
| Consumer durables and apparel |  | 6,137 |  | 5,802 |  | 335 |  | 10,833 |  | 10,907 |  | (74) |
| Telecommunication services |  | 5,782 |  | 3,475 |  | 2,307 |  | 10,618 |  | 8,235 |  | 2,383 |
| Technology hardware and equipment |  | 4,427 |  | 4,615 |  | (188) |  | 10,191 |  | 10,239 |  | (48) |
| Software and services |  | 4,876 |  | 4,739 |  | 137 |  | 10,069 |  | 10,128 |  | (59) |
| Pharmaceuticals and biotechnology |  | 4,701 |  | 4,349 |  | 352 |  | 9,561 |  | 8,563 |  | 998 |
| Automobiles and components |  | 2,851 |  | 2,648 |  | 203 |  | 6,519 |  | 6,960 |  | (441) |
| Food and staples retailing |  | 2,638 |  | 2,732 |  | (94) |  | 4,943 |  | 5,318 |  | (375) |
| Household and personal products |  | 989 |  | 889 |  | 100 |  | 2,916 |  | 2,776 |  | 140 |
| Semiconductors and semiconductor equipment |  | 986 |  | 1,140 |  | (154) |  | 1,657 |  | 1,734 |  | (77) |
| Other |  | 8,143 |  | 8,407 |  | (264) |  | 8,763 |  | 8,505 |  | 258 |
| Total commercial credit exposure by industry | \$ | 474,157 | \$ | 452,716 | \$ | 21,441 | \$ | 805,970 | \$ | 787,792 | \$ | 18,178 |
| Net credit default protection purchased on total commitments (5) |  |  |  |  |  |  | \$ | $(9,006)$ | \$ | $(7,146)$ |  |  |



 reduced.

 notional value of \$19.0 billion and \$19.8 billion at March 31, 2008 and December 31, 2007.
(3) Includes small business commercial-domestic exposure.
 operating cash flow and primary source of repayment as key factors.
(5) Represents net notional credit protection purchased.

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

## Bank of America Corporation and Subsidiaries

## Net Credit Default Protection by Maturity Profile

|  | $\begin{gathered} \hline \text { March } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { December 31 } \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 2 \% | $2 \%$ |
| Greater than one year and less than or equal to five years | 75 | 67 |
| Greater than five years | 23 | 31 |
| Total net credit default protection | 100 \% |  |

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

(Dollars in millions)

| Ratings | March 31, 2008 |  |  |  | December 31, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Notional |  | Percent |  | Net Notional |  | Percent |
| AAA | \$ | (19) | 0.2 | \% | \$ | (13) | 0.2 \% |
| AA |  | (109) | 1.2 |  |  | (92) | 1.3 |
| A |  | $(2,986)$ | 33.2 |  |  | $(2,408)$ | 33.7 |
| BBB |  | $(3,989)$ | 44.3 |  |  | $(3,328)$ | 46.6 |
| BB |  | $(1,633)$ | 18.1 |  |  | $(1,524)$ | 21.3 |
| B |  | (150) | 1.7 |  |  | (180) | 2.5 |
| CCC and below |  | (75) | 0.8 |  |  | (75) | 1.0 |
| NR ${ }^{(2)}$ |  | (45) | 0.5 |  |  | 474 | (6.6) |
| Total net credit default protection | \$ | $(9,006)$ | 100.0 | \% | \$ | $(7,146)$ | 100.0 \% |

 and the net notional credit protection sold is shown as a positive amount.
 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 and Subsidiaries

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

(Dollars in millions)

|  | Loans and Leases, and Loan Commitments |  | Other$\text { Financing }{ }^{(2)}$ |  | Derivative$\text { Assets }{ }^{(3)}$ |  | Securities/OtherInvestments ${ }^{(4)}$ |  | Total Cross-border Exposure ${ }^{(5)}$ |  | Local Country Exposure Net of Local <br> Liabilities ${ }^{(6)}$ |  | Total Emerging Markets Exposure March 31, 2008 |  | Increase <br> (Decrease) from <br> December 31, <br> 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Region/Country |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asia Pacific |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| China ${ }^{(7)}$ | \$ | 356 | \$ | 47 | \$ | 241 | \$ | 14,790 | \$ | 15,434 | \$ | - | \$ | 15,434 | $(1,606)$ |
| India |  | 1,336 |  | 628 |  | 429 |  | 1,220 |  | 3,613 |  | - |  | 3,613 | 321 |
| South Korea |  | 178 |  | 817 |  | 379 |  | 2,224 |  | 3,598 |  | - |  | 3,598 | (804) |
| Taiwan |  | 328 |  | 51 |  | 107 |  | 140 |  | 626 |  | 539 |  | 1,165 | 98 |
| Singapore |  | 370 |  | 41 |  | 211 |  | 504 |  | 1,126 |  | - |  | 1,126 | (166) |
| Hong Kong |  | 421 |  | 63 |  | 150 |  | 143 |  | 777 |  | - |  | 777 | (18) |
| Other Asia Pacific ${ }^{(8)}$ |  | 151 |  | 76 |  | 48 |  | 411 |  | 686 |  | - |  | 686 | (1) |
| Total Asia Pacific |  | 3,140 |  | 1,723 |  | 1,565 |  | 19,432 |  | 25,860 |  | 539 |  | 26,399 | $(2,176)$ |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mexico ${ }^{(9)}$ |  | 1,421 |  | 248 |  | 65 |  | 2,910 |  | 4,644 |  | - |  | 4,644 | 206 |
| Brazil ${ }^{(10)}$ |  | 659 |  | 188 |  | 26 |  | 2,696 |  | 3,569 |  | 224 |  | 3,793 | 106 |
| Chile |  | 568 |  | 37 |  | 1 |  | 15 |  | 621 |  | 8 |  | 629 | (90) |
| Other Latin America ${ }^{(8)}$ |  | 248 |  | 198 |  | 5 |  | 73 |  | 524 |  | 151 |  | 675 | 28 |
| Total Latin America |  | 2,896 |  | 671 |  | 97 |  | 5,694 |  | 9,358 |  | 383 |  | 9,741 | 250 |
| Middle East and Africa |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bahrain |  | 119 |  | 9 |  | 39 |  | 403 |  | 570 |  | - |  | 570 | 423 |
| South Africa |  | 377 |  | 12 |  | 11 |  | 113 |  | 513 |  | - |  | 513 | 71 |
| Other Middle East and Africa ${ }^{(8)}$ |  | 370 |  | 160 |  | 208 |  | 155 |  | 893 |  | - |  | 893 | (459) |
| Total Middle East and Africa |  | 866 |  | 181 |  | 258 |  | 671 |  | 1,976 |  | - |  | 1,976 | 35 |
| Central and Eastern |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Europe ${ }^{(8)}$ |  | 66 |  | 206 |  | 100 |  | 110 |  | 482 |  | - |  | 482 | 58 |
| Total emerging markets exposure | \$ | 6,968 | \$ | 2,781 | \$ | 2,020 | \$ | 25,907 | \$ | 37,676 | \$ | 922 | \$ | 38,598 | $(1,833)$ |


 accordance with SFAS 159 at March 31, 2008 and December 31, 2007.
(2) Includes acceptances, standby letters of credit, commercial letters of credit and formal guarantees.
 December 31, 2007 there were $\$ 10$ million and $\$ 2$ million of other marketable securities collateralizing derivative assets for which credit risk has not been reduced.
 agreements where the underlying securities are U.S. Treasury securities, in which case the domicile is the U.S., are excluded from this presentation.
 is denominated, consistent with FFIEC reporting rules.
 liabilities are subtracted from local exposures as allowed by the FFIEC. Total amount of available local liabilities funding local country exposure at March 31,2008 was $\$ 22.3$ billion compared to $\$ 21.6$ billion at
 $\$ 1.3$ billion in China, $\$ 1.2$ billion in Mexico, $\$ 1.1$ billion in India, and $\$ 507$ million in Taiwan. There were no other countries with available local liabilities funding local country exposure greater than $\$ 500$ million.
(7) Securities/Other Investments include an investment of $\$ 14.5$ billion in China Construction Bank (CCB).
(8) No country included in Other Asia Pacific, Other Latin America, Other Middle East and Africa, or 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, S.A.
(10) Securities/Other Investments include an investment of $\$ 2.6$ billion in Banco Itaú Holding Financeira S.A.

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

## Bank of America Corporation and Subsidiaries

## Nonperforming Assets

(Dollars in millions)

|  | $\begin{gathered} \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage | \$ | 2,576 | \$ | 1,999 | \$ | 1,176 | \$ 867 | \$ | 732 |
| Home equity |  | 1,786 |  | 1,340 |  | 764 | 496 |  | 363 |
| Direct/Indirect consumer |  | 6 |  | 8 |  | 6 | 3 |  | 2 |
| Other consumer |  | 91 |  | 95 |  | 94 | 94 |  | 133 |
| Total consumer |  | 4,459 |  | 3,442 |  | 2,040 | 1,460 |  | 1,230 |
| Commercial - domestic ${ }^{(1)}$ |  | 996 |  | 860 |  | 638 | 392 |  | 395 |
| Commercial real estate |  | 1,627 |  | 1,099 |  | 352 | 280 |  | 189 |
| Commercial lease financing |  | 44 |  | 33 |  | 29 | 27 |  | 21 |
| Commercial - foreign |  | 54 |  | 19 |  | 16 | 17 |  | 29 |
|  |  | 2,721 |  | 2,011 |  | 1,035 | 716 |  | 634 |
| Small business commercial - domestic |  | 153 |  | 144 |  | 105 | 108 |  | 106 |
| Total commercial |  | 2,874 |  | 2,155 |  | 1,140 | 824 |  | 740 |
| Total nonperforming loans and leases |  | 7,333 |  | 5,597 |  | 3,180 | 2,284 |  | 1,970 |
| Foreclosed properties |  | 494 |  | 351 |  | 192 | 108 |  | 89 |
| Total nonperforming assets ${ }^{(2,3)}$ |  | 7,827 | \$ | 5,948 | \$ | 3,372 | \$ 2,392 | \$ | 2,059 |
| Loans past due 90 days or more and still accruing ( ${ }^{(4)}$ | \$ | 4,160 | \$ | 3,736 | \$ | 2,955 | \$ 2,798 | \$ | 2,870 |
| Nonperforming assets/Total assets ${ }^{(5)}$ |  | 0.45\% |  | 0.35\% |  | 0.21\% | 0.16\% |  | 0.14\% |
| Nonperforming assets/Total loans, leases and foreclosed properties ${ }^{(5)}$ |  | 0.90 |  | 0.68 |  | 0.43 | 0.32 |  | 0.29 |
| Nonperforming loans and leases/Total loans and leases outstanding measured at historical cost ${ }^{(5)}$ |  | 0.84 |  | 0.64 |  | 0.40 | 0.30 |  | 0.27 |
| Allowance for credit losses: |  |  |  |  |  |  |  |  |  |
| Allowance for loan and lease losses | \$ | 14,891 | \$ | 11,588 | \$ | 9,535 | \$ 9,060 | \$ | 8,732 |
| Reserve for unfunded lending commitments |  | 507 |  | 518 |  | 392 | 376 |  | 374 |
| Total allowance for credit losses | \$ | 15,398 | \$ | 12,106 | \$ | 9,927 | \$9,436 | \$ | 9,106 |
| Allowance for loan and lease losses/Total loans and leases outstanding measured at historical cost ${ }^{(5)}$ |  | 1.71\% |  | 1.33\% |  | 1.21\% | 1.20\% |  | 1.21\% |
| Allowance for loan and lease losses/Total nonperforming loans and leases measured at historical cost |  | 203 |  | 207 |  | 300 | 397 |  | 443 |
| Commercial utilized criticized exposure ${ }^{(6)}$ | \$ | 22,733 | \$ | 17,553 | \$ | 10,820 | \$ 7,187 | \$ | 7,119 |
| Commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(6)}$ |  | 5.15\% |  | 4.17\% |  | 3.05\% | 2.17\% |  | 2.24\% |

(1) Excludes small business commercial-domestic loans.
 2007, June 30, 2007 and March 31, 2007, respectively.
 loans past due 90 days or more and still accruing interest measured at fair value in accordance with SFAS 159.
 2007, respectively.
 2007 and March 31, 2007, respectively.
 have been 6.12 percent, 4.77 percent, 3.65 percent, 2.25 percent and 2.41 percent at March 31, 2008, December 31, 2007, September 30, 2007, June 30, 2007 and March 31, 2007 , respectively.

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  | FirstQuarter2007 |  |
| Held Basis |  | mount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ | 66 | 0.10\% | \$ 27 | 0.04\% | \$ 13 | 0.02\% | \$ 11 | 0.02\% | \$ 6 | 0.01\% |
| Credit card - domestic |  | 847 | 5.39 | 738 | 4.87 | 712 | 4.91 | 807 | 5.76 | 806 | 5.66 |
| Credit card - foreign |  | 109 | 2.87 | 108 | 2.99 | 96 | 3.19 | 86 | 2.88 | 88 | 3.22 |
| Home equity |  | 496 | 1.71 | 179 | 0.63 | 50 | 0.20 | 28 | 0.12 | 17 | 0.08 |
| Direct/Indirect consumer |  | 555 | 2.83 | 456 | 2.40 | 353 | 1.91 | 285 | 1.67 | 279 | 1.77 |
| Other consumer |  | 86 | 9.15 | 96 | 9.75 | 78 | 7.64 | 56 | 5.44 | 48 | 3.95 |
| Total consumer |  | 2,159 | 1.58 | 1,604 | 1.17 | 1,302 | 0.99 | 1,273 | 1.03 | 1,244 | 1.06 |
| Commercial - domestic ${ }^{(3)}$ |  | 82 | 0.17 | 64 | 0.13 | 11 | 0.03 | 29 | 0.08 | 24 | 0.06 |
| Commercial real estate |  | 107 | 0.70 | 17 | 0.12 | 28 | 0.28 | (1) | (0.01) | 3 | 0.03 |
| Commercial lease financing |  | 15 | 0.27 | 17 | 0.31 | (3) | (0.07) | (11) | (0.21) | (1) | (0.03) |
| Commercial - foreign |  | (7) | (0.10) | 2 | 0.03 | (4) | (0.06) | 6 | 0.10 | (3) | (0.05) |
|  |  | 197 | 0.26 | 100 | 0.13 | 32 | 0.05 | 23 | 0.04 | 23 | 0.04 |
| Small business commercial - domestic |  | 359 | 7.21 | 281 | 5.82 | 239 | 5.38 | 199 | 4.80 | 160 | 4.20 |
| Total commercial |  | 556 | 0.69 | 381 | 0.47 | 271 | 0.42 | 222 | 0.37 | 183 | 0.31 |
| Total net charge-offs | \$ | 2,715 | 1.25 | \$ 1,985 | 0.91 | $\underline{\text { \$ 1,573 }}$ | 0.80 | $\stackrel{\text { \$ 1,495 }}{\underline{ }}$ | 0.81 | \$ 1,427 | 0.81 |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |
| Global Consumer and Small Business Banking ${ }^{(4)}$ | \$ | 3,686 | 4.08\% | \$ 3,033 | 3.40\% | \$ 2,687 | 3.21\% | \$ 2,662 | 3.37\% | \$ 2,433 | 3.20\% |
| Global Corporate and Investment Banking |  | 329 | 0.41 | 214 | 0.26 | 114 | 0.17 | 74 | 0.12 | 102 | 0.17 |
| Global Wealth and Investment Management |  | 52 | 0.24 | 28 | 0.13 | 16 | 0.08 | 4 | 0.03 | 18 | 0.11 |
| All Other ${ }^{(4)}$ |  | $(1,352)$ | (5.32) | $(1,290)$ | (4.83) | $(1,244)$ | (4.74) | $(1,245)$ | (4.94) | $(1,126)$ | (4.95) |
| Total net charge-offs | \$ | 2,715 | 1.25 | \$ 1,985 | 0.91 | \$ 1,573 | 0.80 | \$ 1,495 | 0.81 | \$ 1,427 | 0.81 |
| Supplemental managed basis data |  |  |  |  |  |  |  |  |  |  |  |
| Credit card - domestic | \$ | 2,068 | 5.48\% | \$ 1,816 | 4.90\% | \$ 1,707 | 4.76\% | \$ 1,786 | 5.17\% | \$ 1,651 | 4.80\% |
| Credit card - foreign |  | 304 | 3.84 | 322 | 4.06 | 317 | 4.24 | 313 | 4.31 | 302 | 4.37 |
| Total credit card managed net losses | \$ | 2,372 | 5.19 | \$ 2,138 | 4.75 | \$ 2,024 | 4.67 | \$ 2,099 | 5.02 | \$ 1,953 | 4.73 |
| Total commercial |  | 556 | 0.69 | 381 | 0.47 | 271 | 0.42 | 222 | 0.37 | 183 | 0.31 |
| Total managed losses |  | 4,140 | 1.69 | 3,306 | 1.34 | 2,839 | 1.27 | 2,766 | 1.31 | 2,572 | 1.26 |

[^19]Certain prior period amounts have been reclassified to conform to current period presentation.
Net Charge-offs


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

## Bank of America Corporation and Subsidiaries

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



 and $\$ 932$ million, and commercial real estate loans of $\$ 240$ million, $\$ 304$ million and $\$ 179$ million at March 31, 2008, December 31, 2007 and March 31, 2007.
(2) Includes allowance for small business commercial - domestic loans of $\$ 2.0$ billion, $\$ 1.4$ billion and $\$ 681$ million at March 31, 2008, December 31, 2007 and March 31, 2007
(3) Includes allowance for loan and lease losses for impaired commercial loans of \$242 million, \$123 million and \$57 million at March 31, 2008, December 31, 2007 and March 31, 2007

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

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking - Reconciliation

(Dollars in millions)

|  | First Quarter 2008 |  |  |  |  | Fourth Quarter 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Managed } \\ & \text { Basis }^{(1)} \\ & \hline \end{aligned}$ | Securitization Impact ${ }^{(2)}$ |  | Held <br> Basis |  | $\begin{gathered} \hline \text { Managed } \\ \text { Basis }{ }^{(1)} \\ \hline \end{gathered}$ |  | Securitization Impact ${ }^{(2)}$ |  | Held <br> Basis |  |
| Net interest income ${ }^{(3)}$ | \$ 7,684 | \$ | $(2,055)$ | \$ | 5,629 | \$ | 7,462 | \$ | $(2,071)$ | \$ | 5,391 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,725 |  | 704 |  | 3,429 |  | 2,625 |  | 828 |  | 3,453 |
| Service charges | 1,566 |  | - |  | 1,566 |  | 1,624 |  | - |  | 1,624 |
| Mortgage banking income | 656 |  | - |  | 656 |  | 490 |  | - |  | 490 |
| All other income | 675 |  | (65) |  | 610 |  | 374 |  | (67) |  | 307 |
| Total noninterest income | 5,622 |  | 639 |  | 6,261 |  | 5,113 |  | 761 |  | 5,874 |
| Total revenue, net of interest expense | 13,306 |  | $(1,416)$ |  | 11,890 |  | 12,575 |  | $(1,310)$ |  | 11,265 |
| Provision for credit losses | 6,452 |  | $(1,416)$ |  | 5,036 |  | 4,303 |  | $(1,310)$ |  | 2,993 |
| Noninterest expense | 5,139 |  | - |  | 5,139 |  | 5,495 |  | - |  | 5,495 |
| Income before income taxes | 1,715 |  | - |  | 1,715 |  | 2,777 |  | - |  | 2,777 |
| Income tax expense ${ }^{(3)}$ | 625 |  | - |  | 625 |  | 868 |  | - |  | 868 |
| Net income | \$ 1,090 | \$ | - | \$ | 1,090 | \$ | 1,909 | \$ | - | \$ | 1,909 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$ 363,001 | \$ | $(105,176)$ |  | 257,825 |  | 35,672 | \$ | $(105,091)$ |  | 248,581 |
| Period end - total loans and leases | 364,279 |  | $(107,847)$ |  | 256,432 |  | 359,952 |  | $(102,967)$ |  | 256,985 |
|  | Third Quarter 2007 |  |  |  |  | Second Quarter 2007 |  |  |  |  |  |
|  | Managed <br> Basis ${ }^{(1)}$ |  | ritization pact ${ }^{(2)}$ |  | Held <br> Basis |  | anaged <br> asis ${ }^{(1)}$ |  | uritization <br> mpact ${ }^{(2)}$ |  | Held Basis |
| Net interest income ${ }^{(3)}$ | \$ 7,252 | \$ | $(2,085)$ | \$ | 5,167 | \$ | 7,109 | \$ | $(1,981)$ | \$ | 5,128 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,587 |  | 896 |  | 3,483 |  | 2,596 |  | 793 |  | 3,389 |
| Service charges | 1,519 |  | - |  | 1,519 |  | 1,488 |  | - |  | 1,488 |
| Mortgage banking income | 244 |  | - |  | 244 |  | 297 |  | - |  | 297 |
| All other income | 371 |  | (70) |  | 301 |  | 331 |  | (74) |  | 257 |
| Total noninterest income | 4,721 |  | 826 |  | 5,547 |  | 4,712 |  | 719 |  | 5,431 |
| Total revenue, net of interest expense | 11,973 |  | $(1,259)$ |  | 10,714 |  | 11,821 |  | $(1,262)$ |  | 10,559 |
| Provision for credit losses | 3,121 |  | $(1,259)$ |  | 1,862 |  | 3,094 |  | $(1,262)$ |  | 1,832 |
| Noninterest expense | 4,962 |  | - |  | 4,962 |  | 4,902 |  | - |  | 4,902 |
| Income before income taxes | 3,890 |  | - |  | 3,890 |  | 3,825 |  | - |  | 3,825 |
| Income tax expense ${ }^{(3)}$ | 1,440 |  | - |  | 1,440 |  | 1,398 |  | - |  | 1,398 |
| Net income | \$ 2,450 | \$ | - | \$ | 2,450 | \$ | 2,427 | \$ | - | \$ | 2,427 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |
| Average-total loans and leases | \$ 331,656 | \$ | $(104,317)$ |  | 227,339 |  | 17,246 | \$ | $(101,905)$ |  | 215,341 |
| Period end-total loans and leases | 337,783 |  | $(103,542)$ |  | 234,241 |  | 324,452 |  | $(102,752)$ |  | 221,700 |
|  |  |  |  |  |  | First Quarter 2007 |  |  |  |  |  |
|  |  |  |  |  |  |  | $\begin{aligned} & \text { anaged } \\ & \text { asis }^{(1)} \end{aligned}$ |  | ritization <br> mact ${ }^{(2)}$ |  | Held <br> Basis |
| Net interest income ${ }^{(3)}$ |  |  |  |  |  | \$ | 7,004 | \$ | $(1,890)$ | \$ | 5,114 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  |  |  |  |  |  | 2,381 |  | 839 |  | 3,220 |
| Service charges |  |  |  |  |  |  | 1,377 |  | - |  | 1,377 |
| Mortgage banking income |  |  |  |  |  |  | 302 |  | - |  | 302 |
| All other income |  |  |  |  |  |  | 267 |  | (77) |  | 190 |
| Total noninterest income |  |  |  |  |  |  | 4,327 |  | 762 |  | 5,089 |
| Total revenue, net of interest expense |  |  |  |  |  |  | 11,331 |  | $(1,128)$ |  | 10,203 |
| Provision for credit losses |  |  |  |  |  |  | 2,411 |  | $(1,128)$ |  | 1,283 |
| Noninterest expense |  |  |  |  |  |  | 4,675 |  | - |  | 4,675 |
| Income before income taxes |  |  |  |  |  |  | 4,245 |  | - |  | 4,245 |
| Income tax expense ${ }^{(3)}$ |  |  |  |  |  |  | 1,573 |  | - |  | 1,573 |
| Net income |  |  |  |  |  | \$ | 2,672 | \$ | - | \$ | 2,672 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |
| Average-total loans and leases |  |  |  |  |  |  | 08,105 | \$ | $(101,776)$ |  | 206,329 |
| Period end-total loans and leases |  |  |  |  |  |  | 09,992 |  | $(102,363)$ |  | 207,629 |

(1) Provision for credit losses represents 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



 Corporation's Consolidated Financial Statements in accordance with accounting principles generally accepted in the United States (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:
 securitized loans.

 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.

Exhibit A: Non-GAAP Reconciliations - continued

## Bank of America Corporation and Subsidiaries

## All Other - Reconciliation

(Dollars in millions)


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

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) | First Quarter 2008 |  | Fourth Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 66 | 0.10\% | \$ 27 | 0.04\% |
| Credit card - domestic | 847 | 5.39 | 738 | 4.87 |
| Credit card - foreign | 109 | 2.87 | 108 | 2.99 |
| Home equity | 496 | 1.71 | 179 | 0.63 |
| Direct/Indirect consumer | 555 | 2.83 | 456 | 2.40 |
| Other consumer | 86 | 9.15 | 96 | 9.75 |
| Total consumer | 2,159 | 1.58 | 1,604 | 1.17 |
| Commercial - domestic | 82 | 0.17 | 64 | 0.13 |
| Commercial real estate | 107 | 0.70 | 17 | 0.12 |
| Commercial lease financing | 15 | 0.27 | 17 | 0.31 |
| Commercial - foreign | (7) | (0.10) | 2 | 0.03 |
|  | 197 | 0.26 | 100 | 0.13 |
| Small business commercial - domestic | 359 | 7.21 | 281 | 5.82 |
| Total commercial | 556 | 0.69 | 381 | 0.47 |
| Total net charge-offs | \$2,715 | 1.25 | \$1,985 | 0.91 |
| Impact of SOP 03-3 |  |  |  |  |
| Residential mortgage | \$ 2 |  | \$ 2 |  |
| Credit card - domestic | - |  | - |  |
| Credit card - foreign | - |  | - |  |
| Home equity | 3 |  | 8 |  |
| Direct/Indirect consumer | - |  | 2 |  |
| Other consumer | - |  | - |  |
| Total consumer | 5 |  | 12 |  |
| Commercial - domestic | 6 |  | 34 |  |
| Commercial real estate | 8 |  | 27 |  |
| Commercial lease financing | - |  | 2 |  |
| Commercial - foreign | - |  | - |  |
|  | 14 |  | 63 |  |
| Small business commercial - domestic | - |  | - |  |
| Total commercial | 14 |  | 63 |  |
| Total net charge-offs | \$ 19 |  | \$75 |  |

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

| Residential mortgage | \$ 68 | 0.10\% | \$ 29 | 0.04\% |
| :---: | :---: | :---: | :---: | :---: |
| Credit card - domestic | 847 | 5.39 | 738 | 4.87 |
| Credit card - foreign | 109 | 2.87 | 108 | 2.99 |
| Home equity | 499 | 1.72 | 187 | 0.66 |
| Direct/Indirect consumer | 555 | 2.83 | 458 | 2.41 |
| Other consumer | 86 | 9.15 | 96 | 9.75 |
| Total consumer | 2,164 | 1.59 | 1,616 | 1.18 |
| Commercial - domestic | 88 | 0.19 | 98 | 0.20 |
| Commercial real estate | 115 | 0.75 | 44 | 0.30 |
| Commercial lease financing | 15 | 0.27 | 19 | 0.34 |
| Commercial - foreign | (7) | (0.10) | 2 | 0.03 |
|  | 211 | 0.28 | 163 | 0.22 |
| Small business commercial - domestic | 359 | 7.21 | 281 | 5.82 |
| Total commercial | 570 | 0.71 | 444 | 0.55 |
| Total net charge-offs | \$2,734 | 1.26 | \$2,060 | 0.95 |

[^21](2) The impact of SOP 03-3 was not material for the three months ended March 31, 2007, June 30, 2007 and September 30, 2007.

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

# Appendix: Selected Slides from the 

## First Quarter 2008 Earnings Release Presentation

Key Capital Markets Risk Exposures

| (\$ in millions) | Exposures |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3/31/2008 |  | 12/31/2007 |  |
| Leveraged lending related: |  |  |  |  |
| Unfunded Commitments | \$ | 3,893 | \$ | 12,207 |
| Funded Commitments |  | 9,550 |  | 6,085 |
| Net Writedown |  | (439) |  | (41) |
| CMBS related: |  |  |  |  |
| Unfunded Commitments |  | 784 |  | 2,217 |
| Funded Commitments |  | 11,144 |  | 13,583 |
| Net Writedown |  | (191) |  | (134) |
| Super Senior CDO and other subprime related: |  |  |  |  |
| Super senior subprime, net of insurance |  | 5,935 |  | 8,176 |
| Super senior nonsubprime, net of insurance |  | 3,350 |  | 3,454 |
| Subprime related warehouse and trading |  | 472 |  | 593 |
| Net Writedown |  | $(1,465)$ |  | $(5,281)$ |

Bank of America

Other Capital Markets Positions

| (\$ in millions) |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Leverage Lending Related |  |  |  |  |  |  |  |

Consumer Asset Quality Key Indicators


[^22]- California and Florida, franchise originated, combined represent:
- $39 \%$ of the portfolio balance
- $46 \%$ of delinquencies
- 51\% of charge-offs
- California, Florida, Nevada, Arizona and Virginia have experienced a disproportionately higher share of charge-offs and delinquencies relative to share of portfolio balance.

| State | EOP <br> Balances | \% of Total Portfolio | 30day+ performing as a \% of Loans | Nonperforming loans as a \% of Loans | \% of Total Net Charge-offs | Charge-offs as a \% of Loans | Refreshed CLTV | Current $\mathrm{FICO}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Franchise Originated |  |  |  |  |  |  |  |  |
| CA | \$ 30,534 | 26 \% | 1.54 \% | 1.59 \% | 34 \% | 2.32 \% | 76 \% | 722 |
| FL | 15,775 | 13 | 1.72 | 2.06 | 17 | 2.06 | 79 | 708 |
| NJ | 7,781 | 7 | 0.96 | 1.07 | 2 | 0.68 | 61 | 722 |
| NY | 7,488 | 6 | 1.49 | 1.48 | 2 | 0.66 | 60 | 711 |
| MA | 5,138 | 4 | 0.82 | 0.83 | 2 | 0.73 | 63 | 728 |
| VA | 3,785 | 3 | 1.31 | 1.42 | 4 | 2.23 | 80 | 718 |
| MD | 3,741 | 3 | 1.00 | 0.87 | 1 | 0.60 | 72 | 718 |
| AZ | 3,626 | 3 | 1.37 | 1.21 | 4 | 1.91 | 81 | 718 |
| NV | 1,950 | 2 | 1.83 | 2.45 | 3 | 3.03 | 83 | 710 |
| Total franchise originated | 114,342 | 97 | 1.26 | 1.36 | 80 | 1.41 | 73 | 718 |
| Non-franchise originated | 4,039 | 3 | 3.51 | 5.66 | 20 | 9.66 | 101 | 685 |
| Total Home Equity | \$118,381 | 100 | 1.33 | 1.51 | 100 | 1.71 | 74 | 718 |

Origination Period and CLTV are Major Loss Determinants for Home Equity
(Dollars in millions)
Portfolio Vintage Analysis

|  | Ending Balance |  | Q1 Losses |  | Q1 Loss Rate | - 60\% of 1Q08 losses came |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| >= 2004 | \$ | 28,050 | \$ | 32 | 0.45 \% |  |
| 2005 |  | 21.750 |  | 84 | 1.54 |  |
| 2006 |  | 33,530 |  | 301 | 3.57 |  |
| 2007 |  | 30,066 |  | 79 | 1.08 |  |
| 2008 |  | 4,985 |  | - | - |  |
| Total amount | \$ | 118,381 | \$ | 496 | 1.71 |  |

( $\$$ in millions)
Portfolio Refreshed Cumulative Loan to Value


Total amount |  | $\$ 118,381$ |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |

- 82\% of 1Q08 losses came from loans with greater than $90 \%$ refreshed cumulative loan to value


## Bank of America

Commercial Asset Quality Key Indicators ${ }^{1}$



[^0]:    ${ }^{1}$ Based on Thomson Financial Rankings

[^1]:    * Preliminary data
    (1) Ratios do not include loans measured at fair value in accordance with SFAS 159 at and for the three months ended March 31, 2008 and 2007.

[^2]:    1) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services, with a corresponding offset recorded in All Other.
     the interest margin for comparative purposes.
    (3) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
    
    2) Combined business were reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank.
    (5) Represents the provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset
[^3]:    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

[^4]:    1) Fully taxable-equivalent basis

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

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

[^6]:    *Preliminary data on risk-based capital

[^7]:    (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 foreign consumer loans of $\$ 3.3$ billion in the first quarter of 2008, and $\$ 3.6$ billion and $\$ 3.9$ billion in the fourth and first quarters of 2007 .
     2008, and $\$ 845$ million and $\$ 1.9$ billion in the fourth and first quarters of 2007.
    (5) Includes domestic commercial real estate loans of $\$ 61.0$ billion in the first quarter of 2008 , and $\$ 58.5$ billion and $\$ 35.5$ billion in the fourth and first quarters of 2007.
    
     million and $\$ 179$ million in the fourth and first quarters of 2007.

[^8]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^9]:    (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.

[^10]:     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).
    $n / m=$ not meaningful

[^11]:    (1) Fully taxable-equivalent basis
    (2) Total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful

[^12]:    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

[^13]:     income 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

[^14]:    Market share for convertible debt, asset-backed securities and investment grade debt for YTD 08 includes self-funded deals, market share without these deals was $9.2 \%, 7.8 \%$ and $10.1 \%$, respectively.

[^15]:    (1) Net of insurance.
    (2) Represents CDO exposure that was reclassified from super senior liquidity commitments to other super senior exposure as the Corporation is no longer providing liquidity.

[^16]:    (1) Classified as subprime when subprime consumer real estate loans make up at least 35 percent of the ultimate underlying collateral.
    (2) Includes highly-rated collateralized loan obligations and commercial mortgage-backed securities super senior exposure.
    (3) Net of insurance.
    (4) At March 31, 2008, the Corporation held $\$ 242$ million in assets acquired from liquidated CDO vehicles. During the first quarter of 2008 , the Corporation recognized $\$ 25$ million in writedowns on these assets.

[^17]:    (1) In July 2007, the operations of the acquired U.S. Trust Corporation were combined with the former Private Bank creating U.S. Trust, Bank of America Private Wealth Management. The results of the combined business were reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank.
    (2) For the three months ended March 31, 2008, December 31, 2007 and March 31, 2007, a total of \$7.1 billion, \$2.4 billion and \$3.6 billion of deposits were migrated to Global Wealth and Investment Management from Global Consumer and Small Business Banking.
    (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.

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

[^19]:     and lease category.
    
    
     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.
    (3) Excludes small business commercial - domestic loans.
    (4) 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.

[^20]:    (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

[^21]:     outstanding loans and leases for the three months ended March 31, 2008 and December 31, 2007 was not material.

[^22]:    ${ }^{1}$ Other primarily consists of the following portfolios of loans: Unsecured lending, dealer financial services, marine and RV
    ${ }^{2}$ Credit card shown on a managed, domestic basis.

