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

## Not Applicable

(Former name or former address, if changed since last report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ 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 July 21, 2008, Bank of America Corporation (the "Registrant") announced financial results for the second quarter ended June 30, 2008, reporting second quarter net income of $\$ 3.41$ billion and diluted earnings per common share of $\$ 0.72$. A copy of the press release announcing the Registrant's results for the second quarter ended June 30 , 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 7.01. REGULATION FD DISCLOSURE.

On July 21, 2008, the Registrant held an investor conference call and webcast to disclose financial results for the second quarter ended June 30, 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 June 30, 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 July 21, 2008, the Registrant announced financial results for the second quarter ended June 30, 2008, reporting second quarter net income of $\$ 3.41$ billion and diluted earnings per common share of $\$ 0.72$. A copy of the press release announcing the Registrant's results for the second quarter ended June 30,2008 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

## EXHIBIT INDEX

EXHIBIT NO. DESCRIPTION OF EXHIBIT

Press Release dated July 21, 2008 with respect to the Registrant's financial results for the second quarter ended June 30, 2008

July 21, 2008
Investors May Contact:
Kevin Stitt, Bank of America, 1.704.386.5667
Lee McEntire, Bank of America, 1.704.388.6780
Leyla Pakzad, Bank of America, 1.704.386.2024
Reporters May Contact:
Scott Silvestri, Bank of America, 1.980.388.9921
scott.silvestri@bankofamerica.com

## Bank of America Earns \$3.41 Billion or \$0.72 Per Share in Second Quarter

Highest Quarterly Revenue in Company History
Second-Best Quarter in Investment Banking
Capital Markets Writedowns Decline Significantly
\$2.2 Billion Added to Loan Loss Reserve
CHARLOTTE — Bank of America Corporation today reported second-quarter 2008 net income of $\$ 3.41$ billion, down from a record $\$ 5.76$ billion a year earlier Diluted earnings per share decreased 44 percent to $\$ 0.72$ from $\$ 1.28$ in the same period in 2007 . Net revenue rose to a record $\$ 20.32$ billion. Earnings available to common shareholders totaled $\$ 3.22$ billion.

Net income in the period rose from $\$ 1.21$ billion, or $\$ 0.23$ per share, in the first quarter of 2008 . Second-quarter net income included pretax merger and restructuring costs of $\$ 212$ million.
"We are pleased with these solid results in a difficult financial environment," said Kenneth D. Lewis, chairman and chief executive officer. "Outside of real estaterelated products, our operating results were quite good virtually across all business segments. This performance demonstrates not only the advantages of our company's diversity and scale, but also the ability of our associates to differentiate Bank of America in the eyes of customers and clients."

## Second Quarter 2008 Business Highlights (vs. a year earlier)

- Record quarterly net revenue of $\$ 20.32$ billion was driven by an expanded net interest yield, loan growth and higher income from service charges, mortgage banking and investment and brokerage services. These results also reflect the addition of LaSalle Bank.
- Investment banking income in Capital Markets and Advisory Services, a unit in Global Corporate and Investment Banking, was $\$ 765$ million, the second-highest result ever.

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- Total retail sales increased 4 percent to 13 million products, helped by strong growth in deposits, debit and online banking. Net new checking accounts were 674,000 in the period.
- Total average retail deposits increased more than $\$ 56$ billion, or 12 percent, with approximately half coming from organic growth and the balance from the acquisition of LaSalle and U.S. Trust. Debit card purchase volume increased 15 percent.
- Bank of America surpassed one million active Mobile Banking customers in the quarter. The service allows customers to check balances, pay bills, transfer funds, view posted and pending transactions and locate banking centers and ATMs, accompanied by maps and directions
- Business Lending and Treasury Services, both within Global Corporate and Investment Banking, had organic loan and deposit growth of 16 percent and 7 percent, respectively, as client demand for these services rose as a result of recent market disruption.
- Service level improvements resulted in customer delight (9 or 10 on a 10-point scale) reaching a record 72 percent in the banking centers. Peak day wait times fell 12 percent from the previous quarter resulting in an all-time high in customer delight on this issue.
- Total assets under management (AUM) in Global Wealth and Investment Management increased to more than $\$ 589$ 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.
- Bank of America's integration of U.S. Trust was successfully completed in the quarter


## Second Quarter 2008 Financial Summary

## Revenue and Expense

Revenue net of interest expense on a fully taxable-equivalent basis rose 3 percent to a record $\$ 20.63$ billion from $\$ 20.02$ billion a year earlier and was $\$ 3.33$ billion higher than the first quarter of 2008.

Net interest income on a fully taxable-equivalent basis rose 25 percent to $\$ 10.94$ billion from $\$ 8.78$ billion in the second quarter of 2007 driven by improved margins in the current rate environment combined with loan growth and the acquisition of LaSalle. The net interest yield improved 33 basis points to 2.92 percent.

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Noninterest income declined 14 percent to $\$ 9.69$ billion from $\$ 11.24$ billion a year earlier. Service charges, mortgage banking income and investment and brokerage services income increased. These increases were offset by writedowns of $\$ 1.22$ billion related to market disruptions, which compared with $\$ 2.81$ billion in writedowns during the first quarter, as well as lower equity investment income.

Noninterest expense rose 4 percent to $\$ 9.56$ billion from a year earlier mainly because of the addition of LaSalle and U.S. Trust partially offset by lower personnel costs. Pretax merger and restructuring charges related to acquisitions were $\$ 212$ million compared with $\$ 75$ million a year earlier. The efficiency ratio was 47.08 percent.

## Credit Quality

Credit quality continued to weaken, particularly in markets that experienced the most significant home price declines. The slowing economy resulted in credit deterioration concentrated in the domestic consumer, small business and homebuilder portfolios. Both net charge-offs and nonperforming assets continued to increase.

Provision expense rose $\$ 4.02$ billion from a year ago to $\$ 5.83$ billion, reflecting net charge-offs of $\$ 3.62$ billion and additions to the allowance for loan and lease losses of $\$ 2.21$ billion. The additions were mainly in consumer and commercial portfolios directly tied to housing, including home equity, residential mortgage and homebuilders. The company has added $\$ 7.29$ billion to the reserve through increased provision over the past 12 months. Amounts shown below for the quarter ended or as of June 30, 2007 do not include LaSalle.

- Provision for credit losses was $\$ 5.83$ billion, down from $\$ 6.01$ billion in the first quarter but up from $\$ 1.81$ billion in the second quarter of 2007.
- Net charge-offs were $\$ 3.62$ billion, or 1.67 percent of total average loans and leases compared with $\$ 2.72$ billion, or 1.25 percent, in the first quarter and $\$ 1.50$ billion, or 0.81 percent, in the second quarter of 2007.
- Total managed net losses were $\$ 5.27$ billion, or 2.15 percent, of total average managed loans and leases compared with $\$ 4.14$ billion, or 1.69 percent, in the first quarter and $\$ 2.77$ billion, or 1.31 percent, in the second quarter of 2007.
- Nonperforming assets were $\$ 9.75$ billion or 1.13 percent of total loans, leases and foreclosed properties, compared with $\$ 7.83$ billion, or 0.90 percent, at March 31 and $\$ 2.39$ billion, or 0.32 percent, at June 30, 2007.
- The allowance for loan and lease losses was $\$ 17.13$ billion, or 1.98 percent of loans and leases measured at historical cost compared with $\$ 14.89$ billion, or 1.71 percent, at March 31, 2008 and $\$ 9.06$ billion, or 1.20 percent, at June 30, 2007.


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## Capital Management

Total shareholders' equity was $\$ 162.69$ billion at June 30 . Period-end assets were $\$ 1.72$ trillion. The Tier 1 capital ratio was 8.25 percent, up from 7.51 percent at March 31, 2008 after the company raised about $\$ 7$ billion in capital through the issuance of preferred stock. The Tier 1 ratio was 8.52 percent a year earlier.

Bank of America paid a cash dividend of $\$ 0.64$ per share in the quarter. The company also issued about 137,000 common shares mostly related to employee stock options and ownership plans and did not repurchase any shares. Period-end common shares issued and outstanding were 4.45 billion for the first and second quarters of 2008 and 4.44 billion in the year ago quarter.

## Countrywide Financial Acquisition

(Results are not part of Bank of America second-quarter results)
Countrywide Financial Corporation, which was acquired on July 1, will make Bank of America the leader in providing home financing to American consumers.
Countrywide had a second-quarter net loss of $\$ 2.33$ billion, including just under $\$ 4$ billion in credit-related losses. Because purchase accounting records certain assets and liabilities at fair value, which includes an estimate of future credit costs, for those items recorded at fair value such costs would not generally run through future income statements.

The transaction immediately adds to Bank of America profit. It is now expected to be accretive in 2008. When the acquisition was announced in January, Bank of America estimated Countrywide's addition would be neutral toward per-share earnings this year.

The estimated cost savings have been significantly increased from the after-tax $\$ 670$ million projected in January. Management will provide details on adjustments being made under purchase accounting, the new cost savings targets and other financial issues on a teleconference later today. (See details below).

Bank of America is continuing the trend begun by Countrywide earlier this year to expand loan modification and workout resources to address foreclosure issues. Through June, Countrywide has worked out 119,000 loans, nearly twice the number of its completed foreclosures. Bank of America estimates it will restructure about $\$ 40$ billion in home loans during the next two years, enabling more than 265,000 families to stay in their homes.

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The combined mortgage business will continue to offer conforming loans underwritten to standard guidelines of government-sponsored enterprises, including FHA and VA loans and other loans designed for low-and moderate-income borrowers. The company has discontinued originating subprime and certain other nontraditional home loans, including option-ARMs, and will generally use Bank of America's product suite, which has performed much better in the current credit environment.

## 2008 Second Quarter Business Segment Results

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

| (Dollars in millions) | Q2 2008 |  | Q2 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total managed revenue, net of interest expense ${ }^{2}$ | \$ | 13,092 | \$ | 11,821 |
| Provision for credit losses ${ }^{3}$ |  | 6,545 |  | 3,094 |
| Noninterest expense |  | 5,293 |  | 4,910 |
| Net income |  | 812 |  | 2,422 |
| Efficiency ratio ${ }^{2}$ |  | 40.43\% |  | 41.54\% |
| Return on average equity |  | 4.89 |  | 15.76 |
| Managed loans ${ }^{4}$ | \$ | 368,136 | \$ | 317,247 |
| Deposits ${ }^{4}$ |  | 341,339 |  | 326,622 |
|  | At 06/30/08 |  | At 06/30/07 |  |
| Period ending deposits | \$ | 339,098 | \$ | 326,878 |

${ }^{1}$ 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
${ }^{3}$ Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio
${ }^{4}$ Balances averaged for period
Net income fell 66 percent from a year ago, as credit costs rose.
Managed net revenue rose 11 percent. Net interest income increased 13 percent to $\$ 8.02$ billion driven by growth in average loans and deposits and margin improvement. Noninterest income rose 8 percent to $\$ 5.08$ billion on higher mortgage banking income and service charges.

The provision for credit losses increased by $\$ 3.45$ billion to $\$ 6.55$ billion compared with a year earlier. Net losses rose $\$ 2.06$ billion to $\$ 4.72$ billion, reflecting the impact of housing market deterioration and weakened economic conditions on consumer real estate, small business and other domestic consumer portfolios. Loan loss reserve additions for home equity and deterioration and seasoning of the consumer portfolios also contributed to higher credit costs.

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- Deposits net income fell 22 percent to $\$ 1.07$ billion. Net revenue decreased 4 percent to $\$ 4.23$ billion as spread compression impacting certain products more than offset deposit growth. The decline in net interest income was partially offset by growth in service charges and debit card income. Noninterest expense increased $\$ 250$ million largely due to the acquisition of LaSalle
- Card Services net income fell 55 percent to $\$ 402$ million as credit costs rose by $\$ 1.21$ billion. Managed net revenue increased 8 percent to $\$ 6.85$ billion on net interest income growth of 17 percent driven by 14 percent average loan and lease growth, partially offset by a decrease in card income.
- Consumer Real Estate net income swung to a loss of $\$ 982$ million compared with net income of $\$ 115$ million a year earlier as higher net revenue was more than offset by higher credit costs. Net revenue rose 41 percent to $\$ 1.20$ billion as average loans and leases increased 19 percent and mortgage banking income climbed 38 percent. Provision expense rose to $\$ 2.20$ billion from $\$ 127$ million a year earlier.


## Global Corporate and Investment Banking

| (Dollars in millions) | Q2 2008 | Q2 2007 |
| :---: | :---: | :---: |
| Total revenue, net of interest expense ${ }^{1}$ | \$ 5,960 | \$ 5,943 |
| Provision for credit losses | 363 | 42 |
| Noninterest expense | 2,801 | 3,227 |
| Net income | 1,746 | 1,692 |
| Efficiency ratio ${ }^{1}$ | 46.99\% | 54.31\% |
| Return on average equity | 11.57 | 16.15 |
| Loans and leases ${ }^{2}$ | \$334,680 | \$253,895 |
| Trading-related assets ${ }^{2}$ | 337,059 | 377,171 |
| Deposits ${ }^{2}$ | 234,605 | 220,180 |

Fully taxable-equivalent basis
${ }^{2}$ Balances averaged for period
Net income rose 3 percent on lower noninterest expense partially offset by higher credit costs.
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Net revenue rose slightly on a 47 percent increase in net interest income, offset by a 36 percent decline in noninterest income due mainly to writedowns related to market disruptions of $\$ 1.22$ billion compared with $\$ 2.81$ billion in the first quarter. Near-record investment banking income partially offset these writedowns. CDO-related writedowns were $\$ 645$ million in the quarter, down significantly from $\$ 1.47$ billion in the first quarter of 2008 . Leveraged-loan writedowns were $\$ 64$ million, lower than the $\$ 439$ million in the first quarter.

The provision for credit losses increased $\$ 321$ million to $\$ 363$ million as deterioration in the housing market drove higher commercial real estate net charge-offs, mainly in homebuilders, and led to reserve additions. A modest increase in commercial domestic net charge-offs from lower levels a year earlier and increased net charge-offs in dealer-related retail portfolios due to deterioration and seasoning also contributed to the increased provision.

- Business Lending net income increased 12 percent to $\$ 651$ million despite the impact of higher credit costs. Net revenue increased 36 percent to $\$ 2.03$ billion driven by organic and merger-related average loan growth of nearly $\$ 77$ billion.
- Capital Markets and Advisory Services net income was $\$ 449$ million compared with $\$ 627$ million a year earlier. Net revenue declined to $\$ 1.95$ billion from $\$ 2.73$ billion a year earlier as favorable sales and trading results in credit and liquid products were more than offset by CDO-related writedowns.
- Treasury Services net income increased 6 percent to $\$ 608$ million. Net revenue increased 5 percent to $\$ 1.87$ billion as favorable pricing and increased volume drove deposits and service charges higher.


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## Global Wealth and Investment Management

| (Dollars in millions) | Q2 2008 |  | Q2 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total revenue, net of interest expense ${ }^{1}$ | \$ | 2,279 | \$ | 1,889 |
| Provision for credit losses |  | 119 |  | (13) |
| Noninterest expense |  | 1,241 |  | 993 |
| Net income |  | 573 |  | 576 |
| Efficiency ratio ${ }^{1}$ |  | 54.44\% |  | 52.57\% |
| Return on average equity |  | 19.58 |  | 26.35 |
| Loans ${ }^{2}$ | \$ | 87,572 | \$ | 67,964 |
| Deposits ${ }^{2}$ |  | 57,113 |  | 18,254 |
| (in billions) | At 06/30/08 |  | At 06/30/07 |  |
| Assets under management | \$ | 589.4 | \$ | 566.2 |

Net income was largely flat at $\$ 573$ million.
Net revenue increased 21 percent from the addition of U.S. Trust and LaSalle, organic loan and deposit growth and an improving interest rate environment. The increase was partially offset by support to certain cash funds of $\$ 36$ million, which declined from $\$ 220$ million in the first quarter of 2008.

Provision for credit losses increased to $\$ 119$ million compared with a benefit of $\$ 13$ million a year ago as deterioration in the home equity portfolio from housing market weakness continued.

- U.S. Trust, Bank of America Private Wealth Management net income rose 25 percent to $\$ 152$ million. Net revenue rose 43 percent to $\$ 706$ million driven by the addition of U.S. Trust and LaSalle.
- Columbia Management net income declined 48 percent to $\$ 39$ million from a year ago driven mainly by losses related to support for certain cash funds.
- Premier Banking and Investments net income fell 43 percent to $\$ 189$ million as credit costs increased by $\$ 114$ million reflecting higher home equity loan losses. Net revenue decreased 9 percent to $\$ 865$ million on lower net interest income as spread compression, driven by deposit mix and competitive deposit pricing, more than offset deposit growth.


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

| (Dollars in millions) | Q2 2008 | Q2 2007 |
| :--- | ---: | ---: |
| Total revenue net of interest expense ${ }^{2}$ | $\$(700)$ | $\$ \mathbf{3 6 7}$ |
| Provision for credit losses ${ }^{3}$ | $(1,197)$ | $(1,313)$ |
| Merger and restructuring charges | 212 | 75 |
| All other noninterest expense | 17 | $(50)$ |
| Net income | $\mathbf{2 7 9}$ | 1,071 |
| Loans and leases $^{4}$ | $\$ 88,251$ | $\$ 101,093$ |

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 Represents the provision for credit losses in All Other combined with the GCSBB securitization offset.
4 Balances averaged for period
All Other had net income of $\$ 279$ million compared with $\$ 1.07$ billion as equity investment income fell because of the absence of the gain recognized a year earlier from the sale of private equity funds to Conversus Capital, higher credit costs in the residential mortgage portfolio and higher merger and restructuring charges related to LaSalle and U.S. Trust. This was partially offset by a gain on the sale of debt securities.

Note: Chief Executive Officer Kenneth D. Lewis and Chief Financial Officer Joe L. Price will discuss second 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 Web site at http://investor.bankofamerica.com. For a listen-only connection to the conference call, dial 800.895.1085 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, more than 18,500 ATMs and award-winning online banking with more than 25 million active users. Bank of America offers industry leading support to more than 4 million small business owners through a suite of innovative, easy-to-use online products and services. 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.

## 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 June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Net interest income | \$ | 10,621 | \$ | 8,389 |
| Total noninterest income |  | 9,694 |  | 11,236 |
| Total revenue, net of interest expense |  | 20,315 |  | 19,625 |
| Provision for credit losses |  | 5,830 |  | 1,810 |
| Noninterest expense, before merger and restructuring charges |  | 9,352 |  | 9,080 |
| Merger and restructuring charges |  | 212 |  | 75 |
| Income before income taxes |  | 4,921 |  | 8,660 |
| Income tax expense |  | 1,511 |  | 2,899 |
| Net income | \$ | 3,410 | \$ | 5,761 |
| Earnings per common share | \$ | 0.73 | \$ | 1.29 |
| Diluted earnings per common share |  | 0.72 |  | 1.28 |

Summary Average Balance Sheet

| Three Months Ended June 30 |  |  |
| :---: | :---: | :---: |
| 2008 |  | 2007 |
| \$ 878,639 | \$ | 740,199 |
| 235,369 |  | 177,834 |
| 1,500,234 |  | 1,358,199 |
| 1,754,613 |  | 1,561,649 |
| 786,002 |  | 697,035 |
| 161,428 |  | 133,551 |
| 140,243 |  | 130,700 |


| 2008 | 2007 |  |
| :---: | :---: | :---: |
| \$ 877,150 | \$ | 727,193 |
| 227,373 |  | 182,142 |
| 1,505,265 |  | 1,340,172 |
| 1,759,770 |  | 1,541,644 |
| 786,813 |  | 691,898 |
| 158,078 |  | 133,569 |
| 140,849 |  | 130,718 |

Performance Ratios
Return on average assets
Return on average common shareholders' equity
Credit Quality
Total net charge-offs
Annualized net charge-offs as a \% of average loans and leases outstanding (1)
Provision for credit losses
Total consumer credit card managed net losses
Total consumer credit card managed net losses as a \% of average managed credit card receivables

| Three Months Ended June 30 |  |  |
| ---: | ---: | ---: |
| $\mathbf{2 0 0 8}$ |  |  |
| $\mathbf{0 . 7 8}$ | $\%$ | 2007 |
| $\mathbf{9 . 2 5}$ |  | 17.48 |

[^0]



Total nonperforming assets ${ }^{(2)}$
Nonperforming assets as a \% of total loans, leases and foreclosed properties (1,2)
Allowance for loan and lease losses
Allowance for loan and lease losses as a \% of total loans and leases measured at historical cost (1)
Capital Management
Risk-based capital ratios:
$\quad$ Tier 1
$\quad$ Total
Tier 1 leverage ratio
Period-end common shares issued and outstanding
Shares issued
Shares repurchased
Average common shares issued and outstanding
Average diluted common shares issued and outstanding
Dividends paid per common share

| Three Months Ended June 30 |  |  |  | Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |
|  | 137 |  | 11,316 |  | 15,062 |  | 40,235 |
|  | - |  | $(13,450)$ |  | - |  | $(61,450)$ |
|  | 4,435,719 |  | 4,419,246 |  | 4,431,870 |  | 4,426,046 |
|  | 4,457,193 |  | 4,476,799 |  | 4,460,633 |  | 4,487,224 |
| \$ | 0.64 | \$ | 0.56 | \$ | 1.28 | \$ | 1.12 |

## Summary Ending Balance Sheet

## Total loans and leases

Total debt securities
Total earning assets
Total assets
Total deposits
Total shareholders' equity
Common shareholders' equity
Book value per share of common stock

| June 30 |  |  |  |  |  |
| :--- | ---: | :--- | :--- | ---: | :---: |
|  | 2008 |  |  | 2007 |  |
| $\$$ | $\mathbf{9 , 7 4 9}$ |  | $\$$ | 2,392 |  |
|  | $\mathbf{1 . 1 3}$ | $\%$ |  | 0.32 |  |
| $\$$ | $\mathbf{1 7 , 1 3 0}$ |  | $\$$ | 9,060 |  |
|  | $\mathbf{1 . 9 8}$ | $\%$ |  | 1.20 |  |


| June 30 |  |  |
| :---: | :---: | :---: |
| 2008 |  | 2007 |
| 8.25 * | \% | 8.52 |
| 12.60 * |  | 12.11 |
| 6.09 * |  | 6.33 |
| 4,452,947 |  | 4,436,936 |


| June 30 |  |
| :---: | :---: |
| 2008 | 2007 |
| 870,464 | \$ 758,635 |
| 249,859 | 173,327 |
| 1,458,796 | 1,328,402 |
| 1,716,875 | 1,534,359 |
| 784,764 | 699,409 |
| 162,691 | 135,751 |
| 138,540 | 132,900 |
| 31.11 | \$ 29.95 |

* Preliminary data
(1) Ratios do not include loans measured at fair value in accordance with SFAS 159 at and for the three and six months ended June 30, 2008 and 2007.
 debt securities (at fair value), nonperforming assets as a percentage of total assets would have been 0.61 percent and 0.16 percent at June 30,2008 and 2007.

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)


| All Other ${ }^{(1)}$ | Three Months Ended June 30 |  | Six Months Ended June 30 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2008 |  | 2007 |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ (700) | \$ 367 | \$ (1,784) | \$ | 356 |
| Provision for credit losses ${ }^{(5)}$ | $(1,197)$ | $(1,313)$ | $(2,408)$ |  | $(2,626)$ |
| Noninterest expense | 229 | 25 | 512 |  | 547 |
| Net income | 279 | 1,071 | 61 |  | 1,694 |
| Average - total loans and leases | 88,251 | 101,093 | 95,248 |  | 96,672 |
| Average - total deposits | 52,945 | 31,979 | 56,417 |  | 34,332 |

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

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent basis data | Three Months Ended June 30 |  |  |  |  | Six Months Ended June 30 |  |  |  |  |  |
|  | 2008 |  | 2007 |  |  | 2008 |  |  | 2007 |  |  |
| Net interest income | \$ | 10,937 |  | \$ | 8,784 |  | \$ | 21,228 |  | \$ | 17,383 |
| Total revenue, net of interest expense |  | 20,631 |  |  | 20,020 |  |  | 37,934 |  |  | 38,564 |
| Net interest yield |  | 2.92 | \% |  | 2.59 | \% |  | 2.83 | \% |  | 2.60 |
| Efficiency ratio |  | 46.35 |  |  | 45.73 |  |  | 49.45 |  |  | 47.48 |
| Other Data | June 30 |  |  |  |  |  |  |  |  |  |  |
|  |  | 2008 |  |  | 2007 |  |  |  |  |  |  |
| Full-time equivalent employees |  | 206,587 |  |  | 195,675 |  |  |  |  |  |  |
| Number of banking centers - domestic |  | 6,131 |  |  | 5,749 |  |  |  |  |  |  |
| Number of branded ATMs - domestic |  | 18,531 |  |  | 17,183 |  |  |  |  |  |  |

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

## Bank of America Corporation and Subsidiaries

## Reconciliation - Managed to GAAP

(Dollars in millions)
The Corporation reports 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

|  | Six Months Ended June 30, 2008 |  |  | Six Months Ended June 30, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Managed Basis (1) | Securitization Impact ${ }^{(2)}$ | Held <br> Basis | Managed Basis ${ }^{(1)}$ | Securitization Impact ${ }^{(2)}$ | Held <br> Basis |
| Net interest income ${ }^{(3)}$ | \$ 15,699 | \$ (4,195) | \$ 11,504 | \$ 14,113 | \$ $(3,871)$ | \$ 10,242 |
| Noninterest income: |  |  |  |  |  |  |
| Card income | 5,285 | 1,261 | 6,546 | 4,977 | 1,632 | 6,609 |
| Service charges | 3,309 | - | 3,309 | 2,865 | - | 2,865 |
| Mortgage banking income | 1,065 | - | 1,065 | 599 | - | 599 |
| All other income | 1,040 | (126) | 914 | 598 | (151) | 447 |
| Total noninterest income | 10,699 | 1,135 | 11,834 | 9,039 | 1,481 | 10,520 |
| Total revenue, net of interest expense | 26,398 | $(3,060)$ | 23,338 | 23,152 | $(2,390)$ | 20,762 |
| Provision for credit losses | 13,000 | $(3,060)$ | 9,940 | 5,505 | $(2,390)$ | 3,115 |
| Noninterest expense | 10,426 | - | 10,426 | 9,593 | - | 9,593 |
| Income before income taxes | 2,972 | - | 2,972 | 8,054 | - | 8,054 |
| Income tax expense ${ }^{(3)}$ | 1,068 | - | 1,068 | 2,965 | - | 2,965 |
| Net income | \$ 1,904 | \$ - | \$ 1,904 | \$ 5,089 | \$ | \$ 5,089 |
| Average - total loans and leases | \$365,581 | \$(106,307) | \$259,274 | \$312,701 | \$(101,841) | \$210,860 |

All Other

|  | Six Months Ended June 30, 2008 |  |  | Six Months Ended June 30, 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Basis (4) | Securitization Offset ${ }^{(2)}$ | As <br> Adjusted | Reported Basis ${ }^{(4)}$ | Securitization Offset ${ }^{(2)}$ | As <br> Adjusted |
| Net interest income ${ }^{(3)}$ | \$ (4,017) | \$ 4,195 | \$ 178 | \$ (3,618) | \$ 3,871 | \$ 253 |
| Noninterest income: |  |  |  |  |  |  |
| Card income | 1,259 | $(1,261)$ | (2) | 1,397 | $(1,632)$ | (235) |
| Equity investment income | 978 | - | 978 | 2,615 | - | 2,615 |
| Gains on sales of debt securities | 351 | - | 351 | 63 | - | 63 |
| All other income (loss) | (355) | 126 | (229) | (101) | 151 | 50 |
| Total noninterest income | 2,233 | $(1,135)$ | 1,098 | 3,974 | $(1,481)$ | 2,493 |
| Total revenue, net of interest expense | $(1,784)$ | 3,060 | 1,276 | 356 | 2,390 | 2,746 |
| Provision for credit losses | $(2,408)$ | 3,060 | 652 | $(2,626)$ | 2,390 | (236) |
| Merger and restructuring charges | 382 | - | 382 | 186 | - | 186 |
| All other noninterest expense | 130 | - | 130 | 361 | - | 361 |
| Income before income taxes | 112 | - | 112 | 2,435 | - | 2,435 |
| Income tax expense ${ }^{(3)}$ | 51 | - | 51 | 741 | - | 741 |
| Net income | \$ 61 | \$ | \$ 61 | \$ 1,694 | \$ - | \$ 1,694 |
| Average - total loans and leases | \$ 95,248 | \$ 106,307 | \$201,555 | \$ 96,672 | \$ 101,841 | \$198,513 |

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

# Bank of America 



## Supplemental Information

## Second 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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Exhibit B: Countrywide Financial Corporation Selected Data51

Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

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

|  | Six Months Ended June 30 |  |  |  |  | Second <br> Quarter <br> 2008 |  |  | FirstQuarter2008 |  |  | Fourth Quarter 2007 |  |  | ThirdQuarter2007 |  |  | Second Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 20,612 |  | \$ | 16,659 | \$ | 10,621 |  | \$ | 9,991 |  | \$ | 9,165 |  | \$ | 8,617 |  | \$ |
| Noninterest income |  | 16,706 |  |  | 21,181 |  | 9,694 |  |  | 7,012 |  |  | 3,564 |  |  | 7,383 |  |  |
| Total revenue, net of interest expense |  | 37,318 |  |  | 37,840 |  | 20,315 |  |  | 17,003 |  |  | 12,729 |  |  | 16,000 |  |  |
| Provision for credit losses |  | 11,840 |  |  | 3,045 |  | 5,830 |  |  | 6,010 |  |  | 3,310 |  |  | 2,030 |  |  |
| Noninterest expense, before merger and restructuring charges |  | 18,377 |  |  | 18,126 |  | 9,352 |  |  | 9,025 |  |  | 10,194 |  |  | 8,530 |  |  |
| Merger and restructuring charges |  | 382 |  |  | 186 |  | 212 |  |  | 170 |  |  | 140 |  |  | 84 |  |  |
| Income tax expense (benefit) |  | 2,099 |  |  | 5,467 |  | 1,511 |  |  | 588 |  |  | $(1,183)$ |  |  | 1,658 |  |  |
| Net income |  | 4,620 |  |  | 11,016 |  | 3,410 |  |  | 1,210 |  |  | 268 |  |  | 3,698 |  |  |
| Diluted earnings per common share |  | 0.95 |  |  | 2.44 |  | 0.72 |  |  | 0.23 |  |  | 0.05 |  |  | 0.82 |  |  |
| Average diluted common shares issued and outstanding |  | ,460,633 |  |  | ,487,224 |  | ,457,193 |  |  | ,461,201 |  |  | ,470,108 |  |  | ,475,917 |  |  |
| Dividends paid per common share | \$ | 1.28 |  | \$ | 1.12 | \$ | 0.64 |  | \$ | 0.64 |  | \$ | 0.64 |  | \$ | 0.64 |  | \$ |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.53 | \% |  | 1.44 |  | 0.78 | \% |  | 0.28 | \% |  | 0.06 | \% |  | 0.93 | \% |  |
| Return on average common shareholders' equity |  | 6.06 |  |  | 16.86 |  | 9.25 |  |  | 2.90 |  |  | 0.60 |  |  | 11.02 |  |  |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 31.11 |  | \$ | 29.95 | \$ | 31.11 |  | \$ | 31.22 |  | \$ | 32.09 |  | \$ | 30.45 |  | \$ |
| Tangible book value per share of common stock ${ }^{(1)}$ |  | 13.65 |  |  | 15.11 |  | 13.65 |  |  | 13.73 |  |  | 14.62 |  |  | 15.25 |  |  |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 23.87 |  | \$ | 48.89 | \$ | 23.87 |  | \$ | 37.91 |  | \$ | 41.26 |  | \$ | 50.27 |  | \$ |
| High closing price for the period |  | 45.03 |  |  | 54.05 |  | 40.86 |  |  | 45.03 |  |  | 52.71 |  |  | 51.87 |  |  |
| Low closing price for the period |  | 23.87 |  |  | 48.80 |  | 23.87 |  |  | 35.31 |  |  | 41.10 |  |  | 47.00 |  |  |
| Market capitalization |  | 106,292 |  |  | 216,922 |  | 106,292 |  |  | 168,806 |  |  | 183,107 |  |  | 223,041 |  |  |
| Number of banking centers - domestic |  | 6,131 |  |  | 5,749 |  | 6,131 |  |  | 6,148 |  |  | 6,149 |  |  | 5,748 |  |  |
| Number of branded ATMs - domestic |  | 18,531 |  |  | 17,183 |  | 18,531 |  |  | 18,491 |  |  | 18,753 |  |  | 17,231 |  |  |
| Full-time equivalent employees |  | 206,587 |  |  | 195,675 |  | 206,587 |  |  | 209,096 |  |  | 209,718 |  |  | 198,000 |  |  |

 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



## 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.
 June 30, 2008, March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 2007, and the six months ended June 30, 2008 and 2007.

## Reconciliation of net income to operating earnings

|  | Six Months Ended June 30 |  |  |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  | First Quarter 2008 |  | FourthQuarter 2007 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  | Second <br> Quarter <br> 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 4,620 | \$ | 11,016 |  | 3,410 | \$ | 1,210 | \$ | 268 | \$ | 3,698 | \$ | 5,761 |
| Merger and restructuring charges |  | 382 |  | 186 |  | 212 |  | 170 |  | 140 |  | 84 |  | 75 |
| Related income tax benefit |  | (141) |  | (69) |  | (78) |  | (63) |  | (52) |  | (31) |  | (28) |
| Operating earnings | \$ | 4,861 | \$ | 11,133 | \$ | 3,544 | \$ | $\xrightarrow{1,317}$ | \$ |  | \$ | 3,751 | \$ | 5,808 |

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

| Ending common shareholders' equity | \$ 138,540 |  | 132,900 | \$138,540 | \$139,003 | \$142,394 | \$135,109 | \$ 132,900 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ending goodwill | $(77,760)$ |  | $(65,845)$ | $(77,760)$ | $(77,872)$ | $(77,530)$ | $(67,433)$ | $(65,845)$ |
| Ending common tangible shareholders' equity | \$ 60,780 | \$ | 67,055 | \$ 60,780 | \$ 61,131 | \$ 64,864 | \$ 67,676 | \$ 67,055 |

Reconciliation of average shareholders' equity to average tangible shareholders' equity


[^3]Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income

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

|  | Six Months EndedJune 30 |  |  |  | Second Quarter 2008 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | SecondQuarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans and leases | \$ | 27,536 | \$ | 26,207 | \$ | 13,121 | \$ | 14,415 | \$ | 15,363 | \$ | 14,111 | \$ | 13,323 |
| Interest on debt securities |  | 5,674 |  | 4,712 |  | 2,900 |  | 2,774 |  | 2,738 |  | 2,334 |  | 2,332 |
| Federal funds sold and securities purchased under agreements to resell |  | 2,008 |  | 4,135 |  | 800 |  | 1,208 |  | 1,748 |  | 1,839 |  | 2,156 |
| Trading account assets |  | 4,593 |  | 4,540 |  | 2,229 |  | 2,364 |  | 2,358 |  | 2,519 |  | 2,267 |
| Other interest income |  | 2,075 |  | 2,198 |  | 977 |  | 1,098 |  | 1,272 |  | 1,230 |  | 1,154 |
| Total interest income |  | 41,886 |  | 41,792 |  | 20,027 |  | 21,859 |  | 23,479 |  | 22,033 |  | 21,232 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 8,108 |  | 8,295 |  | 3,520 |  | 4,588 |  | 5,253 |  | 4,545 |  | 4,261 |
| Short-term borrowings |  | 7,229 |  | 10,850 |  | 3,087 |  | 4,142 |  | 5,598 |  | 5,519 |  | 5,534 |
| Trading account liabilities |  | 1,589 |  | 1,713 |  | 749 |  | 840 |  | 825 |  | 906 |  | 821 |
| Long-term debt |  | 4,348 |  | 4,275 |  | 2,050 |  | 2,298 |  | 2,638 |  | 2,446 |  | 2,227 |
| Total interest expense |  | 21,274 |  | 25,133 |  | 9,406 |  | 11,868 |  | 14,314 |  | 13,416 |  | 12,843 |
| Net interest income |  | 20,612 |  | 16,659 |  | 10,621 |  | 9,991 |  | 9,165 |  | 8,617 |  | 8,389 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 7,090 |  | 6,891 |  | 3,451 |  | 3,639 |  | 3,591 |  | 3,595 |  | 3,558 |
| Service charges |  | 5,035 |  | 4,272 |  | 2,638 |  | 2,397 |  | 2,415 |  | 2,221 |  | 2,200 |
| Investment and brokerage services |  | 2,662 |  | 2,342 |  | 1,322 |  | 1,340 |  | 1,427 |  | 1,378 |  | 1,193 |
| Investment banking income |  | 1,171 |  | 1,412 |  | 695 |  | 476 |  | 544 |  | 389 |  | 774 |
| Equity investment income |  | 1,646 |  | 2,843 |  | 592 |  | 1,054 |  | 317 |  | 904 |  | 1,829 |
| Trading account profits (losses) |  | $(1,426)$ |  | 1,879 |  | 357 |  | $(1,783)$ |  | $(5,380)$ |  | $(1,388)$ |  | 949 |
| Mortgage banking income |  | 890 |  | 361 |  | 439 |  | 451 |  | 386 |  | 155 |  | 148 |
| Gains on sales of debt securities |  | 352 |  | 64 |  | 127 |  | 225 |  | 109 |  | 7 |  | 2 |
| Other income (loss) |  | (714) |  | 1,117 |  | 73 |  | (787) |  | 155 |  | 122 |  | 583 |
| Total noninterest income |  | 16,706 |  | 21,181 |  | 9,694 |  | 7,012 |  | 3,564 |  | 7,383 |  | 11,236 |
| Total revenue, net of interest expense |  | 37,318 |  | 37,840 |  | 20,315 |  | 17,003 |  | 12,729 |  | 16,000 |  | 19,625 |
| Provision for credit losses |  | 11,840 |  | 3,045 |  | 5,830 |  | 6,010 |  | 3,310 |  | 2,030 |  | 1,810 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 9,146 |  | 9,762 |  | 4,420 |  | 4,726 |  | 4,822 |  | 4,169 |  | 4,737 |
| Occupancy |  | 1,697 |  | 1,457 |  | 848 |  | 849 |  | 827 |  | 754 |  | 744 |
| Equipment |  | 768 |  | 682 |  | 372 |  | 396 |  | 373 |  | 336 |  | 332 |
| Marketing |  | 1,208 |  | 1,092 |  | 571 |  | 637 |  | 712 |  | 552 |  | 537 |
| Professional fees |  | 647 |  | 512 |  | 362 |  | 285 |  | 404 |  | 258 |  | 283 |
| Amortization of intangibles |  | 893 |  | 780 |  | 447 |  | 446 |  | 467 |  | 429 |  | 391 |
| Data processing |  | 1,150 |  | 909 |  | 587 |  | 563 |  | 590 |  | 463 |  | 472 |
| Telecommunications |  | 526 |  | 495 |  | 266 |  | 260 |  | 263 |  | 255 |  | 244 |
| Other general operating |  | 2,342 |  | 2,437 |  | 1,479 |  | 863 |  | 1,736 |  | 1,314 |  | 1,340 |
| Merger and restructuring charges |  | 382 |  | 186 |  | 212 |  | 170 |  | 140 |  | 84 |  | 75 |
| Total noninterest expense |  | 18,759 |  | 18,312 |  | 9,564 |  | 9,195 |  | 10,334 |  | 8,614 |  | 9,155 |
| Income (loss) before income taxes |  | 6,719 |  | 16,483 |  | 4,921 |  | 1,798 |  | (915) |  | 5,356 |  | 8,660 |
| Income tax expense (benefit) |  | 2,099 |  | 5,467 |  | 1,511 |  | 588 |  | $(1,183)$ |  | 1,658 |  | 2,899 |
| Net income | \$ | 4,620 |  | 11,016 | \$ | 3,410 | \$ | 1,210 | \$ | 268 | \$ | 3,698 | \$ | 5,761 |
| Preferred stock dividends |  | 376 |  | 86 |  | 186 |  | 190 |  | 53 |  | 43 |  | 40 |
| Net income available to common shareholders | \$ | 4,244 |  | 10,930 | s | 3,224 | \$ | 1,020 | \$ | 215 | \$ | 3,655 | \$ | 5,721 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 0.96 | \$ | 2.47 | \$ | 0.73 | \$ | 0.23 | \$ | 0.05 | \$ | 0.83 | \$ | 1.29 |
| Diluted earnings |  | 0.95 |  | 2.44 |  | 0.72 |  | 0.23 |  | 0.05 |  | 0.82 |  | 1.28 |
| Dividends paid |  | 1.28 |  | 1.12 |  | 0.64 |  | 0.64 |  | 0.64 |  | 0.64 |  | 0.56 |
| Average common shares issued and outstanding |  | 4,431,870 |  | 4,426,046 |  | 4,435,719 |  | 4,427,823 |  | 421,554 |  | ,420,616 |  | 4,419,246 |
| Average diluted common shares issued and outstanding |  | 4,460,633 |  | 4,487,224 |  | 4,457,193 |  | $\underline{4,461,201}$ |  | 470,108 |  | 475,917 |  | 4,476,799 |

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) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2007 \\ \hline \end{gathered}$ |
| Assets |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 39,127 | \$ | 40,512 | \$ | 35,499 |
| Time deposits placed and other short-term investments |  | 7,649 |  | 8,807 |  | 13,151 |
| Federal funds sold and securities purchased under agreements to resell |  | 107,070 |  | 120,289 |  | 131,658 |
| Trading account assets |  | 167,837 |  | 165,693 |  | 182,404 |
| Derivative assets |  | 42,039 |  | 50,925 |  | 29,810 |
| Debt securities |  | 249,859 |  | 223,000 |  | 173,327 |
| Loans and leases, net of allowance: |  |  |  |  |  |  |
| Loans and leases |  | 870,464 |  | 873,870 |  | 758,635 |
| Allowance for loan and lease losses |  | $(17,130)$ |  | $(14,891)$ |  | $(9,060)$ |
| Total loans and leases, net of allowance |  | 853,334 |  | 858,979 |  | 749,575 |
| Premises and equipment, net |  | 11,627 |  | 11,297 |  | 9,482 |
| Mortgage servicing rights (includes \$4,250, \$3,163 and \$3,269 measured at fair value) |  | 4,577 |  | 3,470 |  | 3,508 |
| Goodwill |  | 77,760 |  | 77,872 |  | 65,845 |
| Intangible assets |  | 9,603 |  | 9,821 |  | 8,720 |
| Other assets |  | 146,393 |  | 165,837 |  | 131,380 |
| Total assets | \$ | 1,716,875 | \$ | 1,736,502 | \$ | 1,534,359 |
| Liabilities |  |  |  |  |  |  |
| Deposits in domestic offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 199,587 | \$ | 193,789 | \$ | 172,573 |
| Interest-bearing |  | 497,631 |  | 506,062 |  | 422,201 |
| Deposits in foreign offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 3,432 |  | 3,333 |  | 3,006 |
| Interest-bearing |  | 84,114 |  | 93,885 |  | 101,629 |
| Total deposits |  | 784,764 |  | 797,069 |  | 699,409 |
| Federal funds purchased and securities sold under agreements to repurchase |  | 238,123 |  | 219,738 |  | 221,064 |
| Trading account liabilities |  | 70,806 |  | 76,032 |  | 75,070 |
| Derivative liabilities |  | 21,095 |  | 29,170 |  | 25,141 |
| Commercial paper and other short-term borrowings |  | 177,753 |  | 190,856 |  | 159,542 |
| Accrued expenses and other liabilities (includes \$507, \$507 and \$376 of reserve for unfunded lending commitments) |  | 55,038 |  | 64,528 |  | 49,065 |
| Long-term debt |  | 206,605 |  | 202,800 |  | 169,317 |
| Total liabilities |  | 1,554,184 |  | 1,580,193 |  | 1,398,608 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 7,602,067, 7,325,067 and 121,739 shares |  | 24,151 |  | 17,306 |  | 2,851 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized - 7,500,000,000 shares; issued and outstanding - 4,452,947,217, 4,452,810,412 and 4,436,935,963 shares |  | 61,109 |  | 61,080 |  | 60,349 |
| Retained earnings |  | 79,920 |  | 79,554 |  | 83,223 |
| Accumulated other comprehensive income (loss) |  | $(1,864)$ |  | (884) |  | $(9,957)$ |
| Other |  | (625) |  | (747) |  | (715) |
| Total shareholders' equity |  | 162,691 |  | 156,309 |  | 135,751 |
| Total liabilities and shareholders' equity | \$ | 1,716,875 | \$ | 1,736,502 | \$ | 1,534,359 |

[^4]Bank of America Corporation and Subsidiaries
Capital Management

|  |  |  | First Quarter 2008 |  | Fourth Quarter 2007 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2007 \\ \hline \end{gathered}$ |  | Second Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk-based capital: |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ 101,541 |  | \$ 93,899 |  | \$ 83,372 |  | \$ 94,108 |  | \$ 94,979 |
| Total capital | 155,090 |  | 146,531 |  | 133,720 |  | 135,786 |  | 135,059 |
| Risk-weighted assets | 1,230,421 |  | 1,250,942 |  | 1,212,905 |  | 1,145,069 |  | 1,115,150 |
| Tier 1 capital ratio | 8.25 | \% | 7.51 | \% | 6.87 | \% | 8.22 | \% | 8.52 |
| Total capital ratio | 12.60 |  | 11.71 |  | 11.02 |  | 11.86 |  | 12.11 |
| Tangible equity ratio ${ }^{(2)}$ | 4.62 |  | 4.16 |  | 3.62 |  | 4.09 |  | 4.19 |
| Tier 1 leverage ratio | 6.09 |  | 5.59 |  | 5.04 |  | 6.20 |  | 6.33 |

(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 second quarter of 2008 .
189.4 million shares remain outstanding under the 2007 authorized program.

137 thousand shares were issued in the second quarter of 2008.


[^5]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)

(1) Fully taxable-equivalent basis


 Fair Value Option for Financial Assets and Financial Liabilities" (SFAS 159).
(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)


[^6]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)

(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

|  | Second Quarter 2008 | First Quarter 2008 | Second Quarter 2007 |
| :---: | :---: | :---: | :---: |
| Time deposits placed and other short-term investments | \$ (4) | S (4) | \$ (10) |
| Federal funds sold and securities purchased under agreements to resell | (67) | (70) | (100) |
| Debt securities | - | (1) | (7) |
| Commercial - domestic | (33) | (27) | (9) |
| Commercial - foreign | - | - | 17 |
| Other earning assets | - | (1) | (8) |
| Net hedge income (expense) on assets | \$(104) | \$(103) | \$(117) |

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

| NOW and money market deposit accounts | \$ | \$ | \$ |
| :---: | :---: | :---: | :---: |
| Consumer CDs and IRAs | 111 | 121 | 158 |
| Negotiable CDs, public funds and other time deposits | 2 | 2 | 3 |
| Banks located in foreign countries | - | 2 | 2 |
| Federal funds purchased, securities sold under agreements to repurchase and other shortterm borrowings | 107 | 8 | (113) |
| Long-term debt | (188) | (89) | 153 |
| Net hedge (income) expense on liabilities |  |  | \$ 207 |

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

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

|  | Six Months Ended June 30 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  |  | 2007 |  |  |
|  | Average Balance | Interest Income/ Expense | Yield/ Rate |  | Average Balance | Interest <br> Income/ <br> Expense | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |
| Earning assets |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments | \$ 10,453 | \$ 181 | 3.48 | \% | \$ 15,167 | \$ 357 | 4.75\% |
| Federal funds sold and securities purchased under agreements to resell | 135,606 | 2,008 | 2.97 |  | 166,227 | 4,135 | 4.99 |
| Trading account assets | 188,478 | 4,699 | 5.00 |  | 181,804 | 4,721 | 5.21 |
| Debt securities ${ }^{(1)}$ | 227,373 | 5,798 | 5.10 |  | 182,142 | 4,845 | 5.32 |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |
| Residential mortgage | 263,352 | 7,378 | 5.61 |  | 253,396 | 7,212 | 5.70 |
| Credit card - domestic | 62,466 | 3,377 | 10.87 |  | 56,973 | 3,664 | 12.97 |
| Credit card - foreign | 15,904 | 986 | 12.47 |  | 11,542 | 667 | 11.66 |
| Home equity | 118,413 | 3,499 | 5.94 |  | 91,926 | 3,458 | 7.59 |
| Direct/Indirect consumer ${ }^{(3)}$ | 80,649 | 3,430 | 8.55 |  | 65,893 | 2,744 | 8.40 |
| Other consumer ${ }^{(4)}$ | 4,001 | 171 | 8.49 |  | 4,763 | 222 | 9.36 |
| Total consumer | 544,785 | 18,841 | 6.94 |  | 484,493 | 17,967 | 7.46 |
| Commercial - domestic | 215,965 | 5,960 | 5.55 |  | 165,083 | 5,973 | 7.30 |
| Commercial real estate ${ }^{(5)}$ | 62,506 | 1,624 | 5.22 |  | 36,454 | 1,359 | 7.52 |
| Commercial lease financing | 22,252 | 504 | 4.53 |  | 19,718 | 392 | 3.97 |
| Commercial - foreign | 31,642 | 753 | 4.78 |  | 21,445 | 649 | 6.10 |
| Total commercial | 332,365 | 8,841 | 5.35 |  | 242,700 | 8,373 | 6.95 |
| Total loans and leases | 877,150 | 27,682 | 6.34 |  | 727,193 | 26,340 | 7.29 |
| Other earning assets | 66,205 | 2,134 | 6.47 |  | 67,639 | 2,118 | 6.29 |
| Total earning assets ${ }^{(6)}$ | 1,505,265 | 42,502 | 5.67 |  | 1,340,172 | 42,516 | 6.38 |
| Cash and cash equivalents | 33,874 |  |  |  | 33,656 |  |  |
| Other assets, less allowance for loan and lease losses | 220,631 |  |  |  | 167,816 |  |  |
| Total assets | \$1,759,770 |  |  |  | $\underline{\text { \$1,541,644 }}$ |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |
| Savings | \$ 32,481 | \$ 114 | 0.70 | \% | \$ 32,907 | \$ 88 | 0.54\% |
| NOW and money market deposit accounts | 253,526 | 1,995 | 1.58 |  | 212,290 | 1,923 | 1.83 |
| Consumer CDs and IRAs | 183,417 | 3,717 | 4.08 |  | 160,610 | 3,689 | 4.63 |
| Negotiable CDs, public funds and other time deposits | 28,208 | 515 | 3.68 |  | 14,824 | 327 | 4.44 |
| Total domestic interest-bearing deposits | 497,632 | 6,341 | 2.56 |  | 420,631 | 6,027 | 2.89 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |
| Banks located in foreign countries | 36,487 | 672 | 3.71 |  | 41,160 | 1,053 | 5.16 |
| Governments and official institutions | 13,219 | 209 | 3.17 |  | 16,184 | 402 | 5.00 |
| Time, savings and other | 54,234 | 886 | 3.28 |  | 39,937 | 813 | 4.11 |
| Total foreign interest-bearing deposits | 103,940 | 1,767 | 3.42 |  | 97,281 | 2,268 | 4.70 |
| Total interest-bearing deposits | 601,572 | 8,108 | 2.71 |  | 517,912 | 8,295 | 3.23 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 448,717 | 7,229 | 3.24 |  | 416,696 | 10,850 | 5.25 |
| Trading account liabilities | 76,489 | 1,589 | 4.18 |  | 81,615 | 1,713 | 4.23 |
| Long-term debt | 201,828 | 4,348 | 4.31 |  | 153,591 | 4,275 | 5.57 |
| Total interest-bearing liabilities ${ }^{(6)}$ | 1,328,606 | 21,274 | 3.22 |  | 1,169,814 | 25,133 | 4.33 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 185,241 |  |  |  | 173,986 |  |  |
| Other liabilities | 87,845 |  |  |  | 64,275 |  |  |
| Shareholders' equity | 158,078 |  |  |  | 133,569 |  |  |
| Total liabilities and shareholders' equity | \$1,759,770 |  |  |  | \$1,541,644 |  |  |
| Net interest spread |  |  | 2.45 | \% |  |  | 2.05\% |
| Impact of noninterest-bearing sources |  |  | 0.38 |  |  |  | 0.55 |
| Net interest income/yield on earning assets |  | \$21,228 | 2.83 | \% |  | \$17,383 | 2.60\% |

[^7]Certain prior period amounts have been reclassified to conform to current period presentation.

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

|  | Six Months Ended June 30 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  |  | 2007 |  |  |
|  | 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 ${ }^{(2)}$ | \$ 10,453 | \$ 189 | 3.64 | \% | \$ 15,167 | \$ 394 | 5.24 |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ | 135,606 | 2,145 | 3.17 |  | 166,227 | 4,341 | 5.24 |
| Trading account assets | 188,478 | 4,699 | 5.00 |  | 181,804 | 4,721 | 5.21 |
| Debt securities ${ }^{(2)}$ | 227,373 | 5,799 | 5.10 |  | 182,142 | 4,856 | 5.34 |
| Loans and leases: |  |  |  |  |  |  |  |
| Residential mortgage | 263,352 | 7,378 | 5.61 |  | 253,396 | 7,212 | 5.70 |
| Credit card - domestic | 62,466 | 3,377 | 10.87 |  | 56,973 | 3,664 | 12.97 |
| Credit card - foreign | 15,904 | 986 | 12.47 |  | 11,542 | 667 | 11.66 |
| Home equity | 118,413 | 3,499 | 5.94 |  | 91,926 | 3,458 | 7.59 |
| Direct/Indirect consumer | 80,649 | 3,430 | 8.55 |  | 65,893 | 2,744 | 8.40 |
| Other consumer | 4,001 | 171 | 8.49 |  | 4,763 | 222 | 9.36 |
| Total consumer | 544,785 | 18,841 | 6.94 |  | 484,493 | 17,967 | 7.46 |
| Commercial - domestic ${ }^{(2)}$ | 215,965 | 6,020 | 5.60 |  | 165,083 | 5,981 | 7.31 |
| Commercial real estate | 62,506 | 1,624 | 5.22 |  | 36,454 | 1,359 | 7.52 |
| Commercial lease financing | 22,252 | 504 | 4.53 |  | 19,718 | 392 | 3.97 |
| Commercial - foreign ${ }^{(2)}$ | 31,642 | 753 | 4.78 |  | 21,445 | 614 | 5.77 |
| Total commercial | 332,365 | 8,901 | 5.38 |  | 242,700 | 8,346 | 6.93 |
| Total loans and leases | 877,150 | 27,742 | 6.35 |  | 727,193 | 26,313 | 7.28 |
| Other earning assets ${ }^{(2)}$ | 66,205 | 2,135 | 6.47 |  | 67,639 | 2,129 | 6.33 |
| Total earning assets - excluding hedge impact | 1,505,265 | 42,709 | 5.69 |  | 1,340,172 | 42,754 | 6.41 |
| Net hedge income (expense) on assets |  | (207) |  |  |  | (238) |  |
| Total earning assets - including hedge impact | 1,505,265 | 42,502 | 5.67 |  | 1,340,172 | 42,516 | 6.38 |
| Cash and cash equivalents | 33,874 |  |  |  | 33,656 |  |  |
| Other assets, less allowance for loan and lease losses | 220,631 |  |  |  | 167,816 |  |  |
| Total assets | \$1,759,770 |  |  |  | \$1,541,644 |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |
| Savings | \$ 32,481 | \$ 114 | 0.70 | \% | \$ 32,907 | \$ 88 | 0.54 |
| NOW and money market deposit accounts ${ }^{(2)}$ | 253,526 | 1,985 | 1.57 |  | 212,290 | 1,914 | 1.82 |
| Consumer CDs and IRAs ${ }^{(2)}$ | 183,417 | 3,485 | 3.82 |  | 160,610 | 3,337 | 4.19 |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ | 28,208 | 511 | 3.65 |  | 14,824 | 322 | 4.38 |
| Total domestic interest-bearing deposits | 497,632 | 6,095 | 2.46 |  | 420,631 | 5,661 | 2.71 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ | 36,487 | 670 | 3.69 |  | 41,160 | 1,049 | 5.14 |
| Governments and official institutions | 13,219 | 209 | 3.17 |  | 16,184 | 402 | 5.00 |
| Time, savings and other | 54,234 | 886 | 3.28 |  | 39,937 | 813 | 4.11 |
| Total foreign interest-bearing deposits | 103,940 | 1,765 | 3.41 |  | 97,281 | 2,264 | 4.69 |
| Total interest-bearing deposits | 601,572 | 7,860 | 2.63 |  | 517,912 | 7,925 | 3.09 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings ${ }^{(2)}$ | 448,717 | 7,114 | 3.19 |  | 416,696 | 11,111 | 5.27 |
| Trading account liabilities | 76,489 | 1,589 | 4.18 |  | 81,615 | 1,713 | 4.23 |
| Long-term debt ${ }^{(2)}$ | 201,828 | 4,625 | 4.58 |  | 153,591 | 3,998 | 5.21 |
| Total interest-bearing liabilities - excluding hedge impact | 1,328,606 | 21,188 | 3.20 |  | 1,169,814 | 24,747 | 4.26 |
| Net hedge (income) expense on liabilities |  | 86 |  |  |  | 386 |  |
| Total interest-bearing liabilities - including hedge impact | 1,328,606 | 21,274 | 3.22 |  | 1,169,814 | 25,133 | 4.33 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 185,241 |  |  |  | 173,986 |  |  |
| Other liabilities | 87,845 |  |  |  | 64,275 |  |  |
| Shareholders' equity | 158,078 |  |  |  | 133,569 |  |  |
| Total liabilities and shareholders' equity | \$1,759,770 |  |  |  | \$1,541,644 |  |  |
| Net interest spread |  |  | 2.49 |  |  |  | 2.15 |
| Impact of noninterest-bearing sources |  |  | 0.38 |  |  |  | 0.54 |
| Net interest income/yield on earning assets - excluding hedge impact |  | \$21,521 | 2.87 | \% |  | \$18,007 | 2.69 |
| Net impact of hedge income (expense) |  | (293) | (0.04) |  |  | (624) | (0.09) |
| Net interest income/yield on earning assets |  | \$21,228 | 2.83 | \% |  | \$17,383 | 2.60 |

(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

|  | Six Months Ended June 30 |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| Time deposits placed and other short-term investments | \$ (8) | \$ (37) |
| Federal funds sold and securities purchased under agreements to resell | (137) | (206) |
| Debt securities | (1) | (11) |
| Commercial - domestic | (60) | (8) |
| Commercial - foreign | - | 35 |
| Other earning assets | (1) | (11) |
| Net hedge income (expense) on assets | \$(207) | \$(238) |

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

| W and money market deposit accounts | \$ 10 |  |
| :---: | :---: | :---: |
| Consumer CDs and IRAs | 232 | 52 |
| Negotiable CDs, public funds and other time deposits | 4 | 5 |
| Banks located in foreign countries | 2 | 4 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 115 | (261) |
| Long-term debt | (277) | 277 |
| Net hedge (income) expense on liabilities |  | \$ 386 |

Net Income
Three Months Ended June 30, 2008


Total Revenue, Net of Interest Expense ${ }^{(1,2)}$ Three Months Ended June 30, 2008

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions; except as noted)

 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 46)
(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)

|  | Three Months Ended June 30, 2008 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ | Deposits ${ }^{(2)}$ |  |  | $\begin{gathered} \text { Card } \\ \text { Services }^{(1)} \end{gathered}$ |  |  | Consumer Real Estate |  |  | $\begin{aligned} & \text { ALM/ } \\ & \text { Other } \\ & \hline \end{aligned}$ |
| Net interest income ${ }^{(3)}$ | \$ 8,015 |  | 1,873 |  |  | 4,727 |  | \$ | 686 |  | \$729 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,560 |  | 617 |  |  | 1,940 |  |  | 3 |  | - |
| Service charges | 1,743 |  | 1,742 |  |  | - |  |  | 1 |  | - |
| Mortgage banking income | 409 |  | - |  |  | - |  |  | 409 |  | - |
| All other income (loss) | 365 |  | (1) |  |  | 181 |  |  | 100 |  | 85 |
| Total noninterest income | 5,077 |  | 2,358 |  |  | 2,121 |  |  | 513 |  | 85 |
| Total revenue, net of interest expense | 13,092 |  | 4,231 |  |  | 6,848 |  |  | 1,199 |  | 814 |
| Provision for credit losses ${ }^{(4)}$ | 6,545 |  | 86 |  |  | 4,071 |  |  | 2,198 |  | 190 |
| Noninterest expense | 5,293 |  | 2,446 |  |  | 2,149 |  |  | 598 |  | 100 |
| Income (loss) before income taxes | 1,254 |  | 1,699 |  |  | 628 |  |  | $(1,597)$ |  | 524 |
| Income tax expense (benefit) ${ }^{(3)}$ | 442 |  | 634 |  |  | 226 |  |  | (615) |  | 197 |
| Net income (loss) | \$ 812 |  | 1,065 |  |  | 402 |  | \$ | (982) |  | \$327 |
| Net interest yield ${ }^{(3)}$ | 8.52 |  | 2.30 | \% |  | 8.12 | \% |  | 2.13 | \% | n/m |
| Return on average equity | 4.89 |  | 25.79 |  |  | 3.47 |  |  | (74.43) |  | n/m |
| Efficiency ratio ${ }^{(3)}$ | 40.43 |  | 57.82 |  |  | 31.39 |  |  | 50.01 |  | n/m |
| Average - total loans and leases | \$368,136 |  | n/m |  |  | 233,593 |  |  | 121,531 |  | n/m |
| Average - total deposits | 341,339 |  | 334,762 |  |  | n/m |  |  | n/m |  | n/m |
| Period end - total assets ${ }^{(5)}$ | 426,562 |  | 350,232 |  |  | 262,165 |  |  | 127,572 |  | n/m |


|  | Three Months Ended March 31, 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ | Deposits ${ }^{(2)}$ |  | $\begin{gathered} \text { Card } \\ \text { Services }{ }^{(1)} \end{gathered}$ |  | Consumer <br> Real Estate |  | ALM/ Other |  |
| Net interest income ${ }^{(3)}$ | \$ 7,684 | \$ 1,965 |  | \$ 4,574 |  | \$ | 633 |  | \$512 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 2,725 | 561 |  | 2,163 |  |  | 1 |  | - |
| Service charges | 1,566 | 1,565 |  | - |  |  | 1 |  | - |
| Mortgage banking income | 656 | - |  | - |  |  | 656 |  | - |
| All other income (loss) | 675 | (2) |  | 596 |  |  | 16 |  | 65 |
| Total noninterest income | 5,622 | 2,124 |  | 2,759 |  |  | 674 |  | 65 |
| Total revenue, net of interest expense | 13,306 | 4,089 |  | 7,333 |  |  | 1,307 |  | 577 |
| Provision for credit losses ${ }^{(4)}$ | 6,455 | 80 |  | 4,312 |  |  | 1,897 |  | 166 |
| Noninterest expense | 5,133 | 2,435 |  | 1,964 |  |  | 639 |  | 95 |
| Income (loss) before income taxes | 1,718 | 1,574 |  | 1,057 |  |  | $(1,229)$ |  | 316 |
| Income tax expense (benefit) ${ }^{(3)}$ | 626 | 580 |  | 387 |  |  | (456) |  | 115 |
| Net income (loss) | \$ 1,092 | \$ 994 |  | \$ 670 |  | \$ | (773) |  | \$201 |
| Net interest yield ${ }^{(3)}$ | 8.25 | 2.39 | \% | 8.02 | \% |  | 2.01 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 6.65 | 24.07 |  | 5.87 |  |  | (68.55) |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 38.58 | 59.54 |  | 26.78 |  |  | 48.87 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$363,026 | $\mathrm{n} / \mathrm{m}$ |  | \$229,147 |  |  | 120,028 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 343,435 | \$337,482 |  | $\mathrm{n} / \mathrm{m}$ |  |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(5)}$ | 437,231 | 360,453 |  | 256,829 |  |  | 133,109 |  | $\mathrm{n} / \mathrm{m}$ |


|  | Three Months Ended June 30, 2007 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ | Deposits ${ }^{(2)}$ | $\begin{gathered} \text { Card } \\ \text { Services }{ }^{(1)} \\ \hline \end{gathered}$ |  |  | Consumer <br> Real Estate |  |  | $\begin{aligned} & \hline \text { ALM/ } \\ & \text { Other } \\ & \hline \end{aligned}$ |
| Net interest income ${ }^{(3)}$ | \$ 7,109 | \$ 2,376 |  | \$ 4,026 |  |  | \$ 547 |  | \$160 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |
| Card income | 2,596 | 540 |  | 2,055 |  |  | 1 |  | - |
| Service charges | 1,488 | 1,487 |  | - |  |  | 1 |  | - |
| Mortgage banking income | 297 | - |  | - |  |  | 297 |  | - |
| All other income (loss) | 331 | (1) |  | 255 |  |  | 5 |  | 72 |
| Total noninterest income | 4,712 | 2,026 |  | 2,310 |  |  | 304 |  | 72 |
| Total revenue, net of interest expense | 11,821 | 4,402 |  | 6,336 |  |  | 851 |  | 232 |
| Provision for credit losses ${ }^{(4)}$ | 3,094 | 55 |  | 2,857 |  |  | 127 |  | 55 |
| Noninterest expense | 4,910 | 2,196 |  | 2,079 |  |  | 541 |  | 94 |
| Income before income taxes | 3,817 | 2,151 |  | 1,400 |  |  | 183 |  | 83 |
| Income tax expense ${ }^{(3)}$ | 1,395 | 785 |  | 512 |  |  | 68 |  | 30 |
| Net income | \$ 2,422 | \$ 1,366 |  | \$ 888 |  |  | \$ 115 |  | \$ 53 |
| Net interest yield ${ }^{(3)}$ | 8.14 | 3.03 | \% | 7.87 | \% |  | 2.07 | \% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 15.76 | 36.84 |  | 8.22 |  |  | 12.21 |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 41.54 | 49.87 |  | 32.81 |  |  | 63.60 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$317,247 | $\mathrm{n} / \mathrm{m}$ |  | \$204,332 |  |  | \$101,780 |  | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 326,622 | \$320,281 |  | n/m |  |  | n/m |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(5)}$ | 403,684 | 336,371 |  | 238,861 |  |  | 113,215 |  | $\mathrm{n} / \mathrm{m}$ |

(1) Presented on a managed basis, specifically Card Services.
 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).
$n / m \quad=$ not meaningful
Certainprior 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)


[^8]
## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking - Key Indicators

(Dollars in millions; except as noted)

(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 25.3 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 398 companies are presenting 36.7 million e-bills per quarter.



Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | $\underset{\text { June 30 }}{\substack{\text { Six Months } \\ \text { Junded } \\ \hline}}$ |  |  |  | Second Quarter 2008 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  | Fourth <br> Quarter 2007 |  | Third <br> Quarter <br> 2007 |  | Second Quarter |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  | $2007$ |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held credit card outstandings | \$ 78,642 |  | \$ 69,241 |  |  | 78,642 |  | \$ 75,911 |  | \$ 80,724 |  | \$ 71,702 |  |  | \$ 69,241 |  |
| Securitization impact | 108,520 |  | 100,611 |  |  | 108,520 |  | 107,847 |  | 102,967 |  | 102,068 |  |  | 100,611 |  |
| Managed credit card outstandings | $\stackrel{\text { \$187,162 }}{ }$ |  | $\underline{\underline{\$ 169,852}}$ |  |  | $\underline{\text { 187,162 }}$ |  | $\stackrel{\text { \$183,758 }}{ }$ |  | $\underline{\underline{\$ 183,691}}$ |  | $\underline{\$ 173,770}$ |  |  | $\underline{\underline{169,852}}$ |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held credit card outstandings | \$ 78,370 |  | \$ 68,515 |  |  | 78,221 |  | \$ 78,518 |  | \$ 74,392 |  | \$ 69,486 |  |  | \$ 68,181 |  |
| Securitization impact | 106,306 |  | 98,966 |  |  | 107,438 |  | 105,176 |  | 104,019 |  | 102,516 |  |  | 99,388 |  |
| Managed credit card outstandings | \$184,676 |  | \$167,481 |  |  | 185,659 |  | \$183,694 |  | \$178,411 |  | \$172,002 |  |  | \$167,569 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Charge-Offs \$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held net charge-offs | \$ 2,064 |  | \$ 1,787 |  |  | 1,108 |  | \$ 956 |  | \$ 846 |  | \$ 808 |  |  | \$ 893 |  |
| Securitization impact | 3,059 |  | 2,265 |  |  | 1,643 |  | 1,416 |  | 1,292 |  | 1,216 |  |  | 1,206 |  |
| Managed credit card net losses | \$ 5,123 |  | \$ 4,052 |  |  | 2,751 |  | \$ 2,372 |  | \$ 2,138 |  | \$ 2,024 |  |  | \$ 2,099 |  |
| Charge-Offs \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held net charge-offs | 5.29 | \% | 5.26 | \% |  | 5.69 | \% | 4.90 | \% | 4.51 | \% | 4.61 | \% |  | 5.25 | \% |
| Securitization impact | 0.29 |  | (0.38) |  |  | 0.27 |  | 0.29 |  | 0.24 |  | 0.06 |  |  | (0.23) |  |
| Managed credit card net losses | 5.58 | \% | 4.88 | \% |  | 5.96 | \% | 5.19 | \% | 4.75 | \% | 4.67 | \% |  | 5.02 | \% |
| 30+ Delinquency \$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | \$ 4,121 |  | \$ 3,593 |  |  | 4,121 |  | \$ 4,017 |  | \$ 4,298 |  | \$ 3,727 |  |  | \$ 3,593 |  |
| Securitization impact | 6,226 |  | 5,034 |  |  | 6,226 |  | 6,288 |  | 5,710 |  | 5,381 |  |  | 5,034 |  |
| Managed delinquency | \$ 10,347 |  | \$ 8,627 |  |  | $\xrightarrow{10,347}$ |  | \$ 10,305 |  | $\underline{\text { \$ 10,008 }}$ |  | \$ 9,108 |  |  | \$ 8,627 |  |
| 30+ Delinquency \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | 5.24 | \% | 5.19 | \% |  | 5.24 | \% | 5.29 | \% | 5.32 | \% | 5.20 | \% |  | 5.19 | \% |
| Securitization impact | 0.29 |  | (0.11) |  |  | 0.29 |  | 0.32 |  | 0.13 |  | 0.04 |  |  | (0.11) |  |
| Managed delinquency | 5.53 | \% | 5.08 | \% |  | 5.53 | \% | 5.61 | \% | 5.45 | \% | 5.24 | \% |  | 5.08 | \% |
| 90+ Delinquency \$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | \$ 2,109 |  | \$ 1,850 |  |  | 2,109 |  | \$ 2,055 |  | \$ 2,127 |  | \$ 1,788 |  |  | \$ 1,850 |  |
| Securitization impact | 3,169 |  | 2,480 |  |  | 3,169 |  | 3,137 |  | 2,757 |  | 2,514 |  |  | 2,480 |  |
| Managed delinquency | \$ 5,278 |  | $\underline{\text { \$ 4,330 }}$ |  |  | 5,278 |  | \$ 5,192 |  | $\underline{\text { S 4,884 }}$ |  | \$ 4,302 |  |  | $\underline{\underline{4,330}}$ |  |
| 90+ Delinquency \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Held delinquency | 2.68 | \% | 2.67 | \% |  | 2.68 | \% | 2.71 | \% | 2.63 | \% | 2.49 | \% |  | 2.67 | \% |
| Securitization impact | 0.14 |  | (0.12) |  |  | 0.14 |  | 0.12 |  | 0.03 |  | (0.01) |  |  | (0.12) |  |
| Managed delinquency | 2.82 | \% | 2.55 | \% |  | 2.82 | \% | 2.83 | \% | 2.66 | \% | 2.48 | \% |  | 2.55 | \% |

(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

(Dollars in millions)

|  | Three Months Ended June 30, $2008{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | Total | Global Consumer and Small Business Banking | Other ${ }^{(2)}$ |
| Net interest income ${ }^{(3)}$ | \$ 922 | \$ 853 | \$ 69 |
| Noninterest income | 637 | 560 | 77 |
| Total revenue, net of interest expense | 1,559 | 1,413 | 146 |
| Provision for credit losses | 581 | 577 | 4 |
| Noninterest expense | 521 | 485 | 36 |
| Income before income taxes | 457 | 351 | 106 |
| Income tax expense ${ }^{(3)}$ | 169 | 130 | 39 |
| Net income | \$ 288 | \$ 221 | \$ 67 |



|  | Three Months Ended June 30, 2007 |  |  |
| :---: | :---: | :---: | :---: |
|  | Total | Global Consumer and Small Business Banking | Other ${ }^{(2)}$ |
| Net interest income ${ }^{(3)}$ | \$ 867 | \$ 805 | \$ 62 |
| Noninterest income | 579 | 458 | 121 |
| Total revenue, net of interest expense | 1,446 | 1,263 | 183 |
| Provision for credit losses | 463 | 460 | 3 |
| Noninterest expense | 458 | 417 | 41 |
| Income before income taxes | 525 | 386 | 139 |
| Income tax expense ${ }^{(3)}$ | 194 | 143 | 51 |
| Net income | \$ 331 | \$ 243 | \$88 |

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

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

## Bank of America Corporation and Subsidiaries

Mass Market Small Business Banking Results: Relationship View

## Dollars in millions)

|  | Six Months Ended June 30, $2008{ }^{(1)}$ |  |  |
| :---: | :---: | :---: | :---: |
|  | Total | Global Consumer and Small Business Banking | Other ${ }^{(2)}$ |
| Net interest income ${ }^{(3)}$ | \$1,856 | \$1,717 | \$139 |
| Noninterest income | 1,234 | 1,084 | 150 |
| Total revenue, net of interest expense | 3,090 | 2,801 | 289 |
| Provision for credit losses | 1,564 | 1,555 | 9 |
| Noninterest expense | 1,020 | 947 | 73 |
| Income before income taxes | 506 | 299 | 207 |
| Income tax expense ${ }^{(3)}$ | 187 | 111 | 76 |
| Net income | \$ 319 | \$ 188 | \$131 |
|  | Six Months Ended June 30, 2007 |  |  |
|  | Total | Global Consumer and Small Business Banking | Other ${ }^{(2)}$ |
| Net interest income ${ }^{(3)}$ | \$1,703 | \$1,581 | \$122 |
| Noninterest income | 1,115 | 881 | 234 |
| Total revenue, net of interest expense | 2,818 | 2,462 | 356 |
| Provision for credit losses | 749 | 743 | 6 |
| Noninterest expense | 923 | 812 | 111 |
| Income before income taxes | 1,146 | 907 | 239 |
| Income tax expense ${ }^{(3)}$ | 424 | 335 | 89 |
| Net income | \$ 722 | \$ 572 | \$150 |

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

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)


[^9]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)


million and $\$ 2.71$ billion of market-based revenue, and $\$ 25$ million, $\$ 27$ million and $\$ 22$ million of net interest income on loans that are accounted for at fair value in accordance with SFAS 159 .
(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

(Dollars in millions)

 $\$ 22$ million of net interest income on loans that are accounted for at fair value in accordance with SFAS 159.
(2) Fully taxable-equivalent basi.
(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)


[^10]$n / m=$ 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)

(1) Fully taxable-equivalent basis
(2) 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 Lending Key Indicators

(Dollars in millions)


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

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

|  | Six Months Ended June 30 |  |  |  | Second <br> Quarter <br> 2008 |  | FirstQuarter2008 |  | Fourth Quarter 2007 |  | Third Quarter 2007 |  | Second Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |
| Investment banking income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory fees | \$ | 117 | \$ | 240 | \$ | 51 | \$ | 66 | \$ | 112 | \$ | 94 | \$ | 110 |
| Debt underwriting |  | 963 |  | 1,114 |  | 604 |  | 359 |  | 377 |  | 281 |  | 611 |
| Equity underwriting |  | 350 |  | 170 |  | 110 |  | 240 |  | 88 |  | 61 |  | 100 |
| Total investment banking income |  | 1,430 |  | 1,524 |  | 765 |  | 665 |  | 577 |  | 436 |  | 821 |
| Sales and trading revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 2,012 |  | 1,049 |  | 1,290 |  | 722 |  | 624 |  | 614 |  | 592 |
| Credit products |  | (18) |  | 883 |  | 495 |  | (513) |  | (410) |  | (824) |  | 362 |
| Structured products |  | $(2,776)$ |  | 811 |  | (923) |  | $(1,853)$ |  | $(5,513)$ |  | (617) |  | 494 |
| Total fixed income |  | (782) |  | 2,743 |  | 862 |  | $(1,644)$ |  | $(5,299)$ |  | (827) |  | 1,448 |
| Equity income |  | 631 |  | 867 |  | 298 |  | 333 |  | 205 |  | 252 |  | 441 |
| Total sales and trading revenue |  | (151) |  | 3,610 |  | 1,160 |  | $(1,311)$ |  | $(5,094)$ |  | (575) |  | 1,889 |
| Total Capital Markets and Advisory Services market-based revenue ${ }^{(1)}$ |  | S 1,279 |  | \$ 5,134 |  | S 1,925 |  | \$ (646) |  | \$ (4,517) |  | \$ (139) |  | 2,710 |
| Balance sheet (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities |  | 186,983 |  | 179,058 |  | \$183,119 |  | \$190,849 |  | \$188,925 |  | \$192,844 |  | 185,839 |
| Reverse repurchases |  | 53,920 |  | 68,661 |  | 51,655 |  | 56,184 |  | 51,266 |  | 52,436 |  | 70,821 |
| Securities borrowed |  | 72,291 |  | 94,910 |  | 65,742 |  | 78,839 |  | 84,399 |  | 81,404 |  | 92,056 |
| Derivative assets |  | 35,245 |  | 24,366 |  | 35,537 |  | 34,953 |  | 28,282 |  | 28,611 |  | 26,644 |
| Total trading-related assets |  | \$348,439 |  | \$366,995 |  | \$336,053 |  | \$360,825 |  | \$352,872 |  | \$355,295 |  | \$375,360 |
| Sales credits from secondary trading |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | 1,152 |  | 953 |  | 557 |  | 595 |  | 534 |  | 577 |  | 501 |
| Credit products |  | 587 |  | 643 |  | 306 |  | 281 |  | 279 |  | 352 |  | 341 |
| Structured products |  | 368 |  | 467 |  | 202 |  | 166 |  | 133 |  | 161 |  | 243 |
| Equities |  | 541 |  | 587 |  | 259 |  | 282 |  | 262 |  | 277 |  | 303 |
| Total sales credits |  | $\underline{2,648}$ |  | $\underline{2,650}$ |  | 1,324 |  | $\underline{ }$ 1,324 |  | $\underline{1,208}$ |  | $\underline{ }$ |  | 1,388 |
| Volatility of product revenues - $\mathbf{1}$ std dev |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquid products |  | \$ 26.5 |  | \$ 9.1 |  | \$ 23.6 |  | \$ 28.7 |  | \$ 10.4 |  | \$ 16.3 |  | \$ 9.0 |
| Credit products |  | 13.2 |  | 6.2 |  | 7.2 |  | 13.8 |  | 12.0 |  | 21.8 |  | 6.3 |
| Structured products |  | 11.3 |  | 7.5 |  | 8.8 |  | 13.4 |  | 408.1 |  | 33.5 |  | 7.2 |
| Equities |  | 9.4 |  | 5.6 |  | 8.7 |  | 10.7 |  | 7.3 |  | 16.3 |  | 6.3 |
| Total volatility |  | 58.6 |  | 15.6 |  | 44.3 |  | 64.6 |  | 405.5 |  | 54.9 |  | 16.2 |

 June 30, 2008, March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 2007, of net interest income on loans that are accounted for at fair value in accordance with SFAS 159.

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


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

## Highlights

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

Mortgage-backed securities
Asset-backed securities
Investment grade debt

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 $9.9 \%, 9.1 \%$ and $9.8 \%$, respectively

## Bank of America Corporation and Subsidiaries

## Special Purpose Entities Liquidity Exposure

(Dollars in millions)

|  | June 30, 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | VIEs ${ }^{(1)}$ |  | $\frac{\text { QSPEs }^{(2)}}{\text { Unconsolidated }}$ | Total |
|  | Consolidated | Unconsolidated |  |  |
| Corporation-sponsored multi-seller conduits | \$14,214 | \$47,754 | \$ - | \$61,968 |
| Municipal bond trusts and corporate SPEs | 4,645 | 4,168 | 5,419 | 14,232 |
| Asset acquisition conduits | 1,157 | 4,116 | - | 5,273 |
| Customer-sponsored conduits | - | 1,231 | - | 1,231 |
| Collateralized debt obligation vehicles | - | 1,077 | - | 1,077 |
| Total liquidity exposure | \$20,016 | $\stackrel{\text { \$58,346 }}{ }$ | \$5,419 | $\stackrel{\text { \$83,781 }}{ }$ |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  | QSPEs ${ }^{(2)}$ |  |
|  | Consolidated | Unconsolidated | Unconsolidated | Total |
| 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 |
| Customer-sponsored conduits | - | 1,688 | - | 1,688 |
| Collateralized debt obligation vehicles | - | 6,193 | - | 6,193 |
| Total liquidity exposure | \$21,639 | \$60,159 | \$7,301 | $\stackrel{\text { 889,099 }}{ }$ |



 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.

 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

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2008 <br> Net Exposure | Paydowns/Liquidations / Other | Second Quarter 2008 <br> Net Writedowns ${ }^{(1)}$ | $\underline{\text { Reclassifications }{ }^{(2)}}$ | June 30, 2008 <br> Net Exposure |
| Super senior liquidity commitments |  |  |  |  |  |
| High grade | \$ 2,892 | \$ (51) | \$ (32) | \$ $(2,095)$ | \$ 714 |
| Mezzanine | 358 | - | - | - | 358 |
| CDO-squared | 414 | - | (80) | (334) | - |
| Total super senior liquidity commitments | 3,664 | (51) | (112) | $(2,429)$ | 1,072 |
| Other super senior exposure |  |  |  |  |  |
| High grade | 3,429 | $(1,842)$ | (74) | 2,095 | 3,608 |
| Mezzanine | 495 | (174) | (44) | - | 277 |
| CDO-squared | 1,697 | (13) | (214) | 334 | 1,804 |
| Total other super senior exposure | 5,621 | $(2,029)$ | (332) | 2,429 | 5,689 |
| Total super senior exposure excluding retained securities on CDOs that have since been liquidated ${ }^{(3)}$ | \$ 9,285 | \$(2,080) | \$ (444) | \$ - | \$6,761 |

[^12]
## Super Senior Collateralized Debt Obligation Exposure

(Dollars in millions)

|  | Total CDO Exposure at June 30, 2008 |  |  |  |  |  |  |  |  |  | Total CDO Net Exposure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Subprime Exposure ${ }^{(1)}$ |  |  |  |  | Non-Subprime Exposure ${ }^{(2)}$ |  |  |  |  |  |  |
|  | Gross | Insured | Net of Insured <br> Amount | Cumulative <br> Writedowns ${ }^{(3)}$ | Net <br> Exposure | Gross | Insured | Net of Insured <br> Amount | Cumulative Writedowns ${ }^{(3)}$ | Net <br> Exposure | June 30 <br> 2008 | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ |
| Super senior liquidity commitments |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | \$ - | \$ | \$ - | \$ - | \$ - | \$ 714 | \$ - | \$ 714 | \$ - | \$ 714 | \$ 714 | \$ 2,892 |
| Mezzanine | 363 | - | 363 | (5) | 358 | - | - | - | - | - | 358 | 358 |
| CDO-squared | - | - | - | - | - | - | - | - | - | - | - | 414 |
| Total super senior liquidity commitments | 363 | - | 363 | (5) | 358 | 714 | - | 714 | - | 714 | 1,072 | 3,664 |
| Other super senior exposure |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | 5,170 | $(3,741)$ | 1,429 | (367) | 1,062 | 3,463 | (735) | 2,728 | (182) | 2,546 | 3,608 | 3,429 |
| Mezzanine | 1,019 | - | 1,019 | (742) | 277 | - | - | - | - | - | 277 | 495 |
| CDO-squared | 5,107 | - | 5,107 | $(3,303)$ | 1,804 | 365 | (365) | - | - | - | 1,804 | 1,697 |
| Total other super senior exposure | 11,296 | $(3,741)$ | 7,555 | $(4,412)$ | 3,143 | 3,828 | $(1,100)$ | 2,728 | (182) | 2,546 | 5,689 | 5,621 |
| Total super senior exposure excluding retained securities on CDOs that have since been liquidated | \$ 11,659 | $\underline{\text { (3,741) }}$ | $\stackrel{\text { \$ 7,918 }}{\underline{8}}$ | \$ (4,417) | \$ 3,501 | \$4,542 | $\underline{\text { \$ (1,100) }}$ | $\underline{\text { \$ 3,442 }}$ | \$ (182) | \$ 3,260 | \$ 6,761 | \$ 9,285 |
| Retained securities on CDOs that have since been liquidated |  |  |  |  | \$ 1,667 |  |  |  |  |  | \$ 1,667 | \$ 264 |
| Total super senior CDO exposure and retained securities |  |  |  |  | \$ 5,168 |  |  |  |  |  | \$ 8,428 | \$ 9,549 |

[^13]Certainprior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Subprime Super Senior Collateralized Debt Obligation Carrying Values

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  |  | Carrying Value as a Percent of Original Net Exposure |  | Subprime Content <br> of Collateral ${ }^{(1)}$ |  | Vintage of Subprime Collateral |  |  |  |
|  | Subprime Net Exposure |  |  |  |  | Percent in 2006/2007 Vintages |  | Percent in 2005/prior Vintages |  |
| Super senior liquidity commitments |  |  |  |  |  |  |  |  |  |
| High grade | \$ - | - | \% | - | \% | - | \% | - | \% |
| Mezzanine | 358 | 99 |  | 34 |  | 55 |  | 45 |  |
| CDO-squared | - | - |  | - |  | - |  | - |  |
| Total super senior liquidity commitments | 358 | 99 |  |  |  |  |  |  |  |
| Other super senior exposure |  |  |  |  |  |  |  |  |  |
| High grade | 1,062 | 73 |  | 53 |  | 13 |  | 87 |  |
| Mezzanine | 277 | 28 |  | 81 |  | 59 |  | 41 |  |
| CDO-squared | 1,804 | 33 |  | 23 |  | 71 |  | 29 |  |
| Total other super senior exposure | 3,143 | 39 |  |  |  |  |  |  |  |
| Total super senior exposure excluding retained securities on CDOs that have since been liquidated | \$3,501 | 42 |  |  |  |  |  |  |  |
| Retained securities on CDOs that have since been liquidated | \$1,667 | 44 |  | 51 |  | 43 |  | 57 |  |
| Total super senior CDO exposure and retained securities | \$5,168 | 43 |  |  |  |  |  |  |  |

(1) Based on current net exposure value.

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)

|  | Six Months Ended June 30 |  |  |  |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ \mathbf{2 0 0 8} \\ \hline \end{gathered}$ |  |  |  | FirstQuarter2008 |  | Fourth Quarter 2007 |  |  |  | Third Quarter 2007 |  |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ | 2,131 |  | \$ | 1,871 |  |  | 1,133 |  | \$ | 998 |  |  |  |  | \$ | 989 |  | \$ | 1,002 |  | \$ | 949 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 2,176 |  |  | 1,669 |  |  | 1,095 |  |  | 1,081 |  |  | 1,080 |  |  | 1,032 |  |  | 863 |
| All other income (loss) |  | (106) |  |  | 130 |  |  | 51 |  |  | (157) |  |  | (319) |  |  | 44 |  |  | 77 |
| Total noninterest income |  | 2,070 |  |  | 1,799 |  |  | 1,146 |  |  | 924 |  |  | 761 |  |  | 1,076 |  |  | 940 |
| Total revenue, net of interest expense |  | 4,201 |  |  | 3,670 |  |  | 2,279 |  |  | 1,922 |  |  | 1,750 |  |  | 2,078 |  |  | 1,889 |
| Provision for credit losses |  | 362 |  |  | 9 |  |  | 119 |  |  | 243 |  |  | 34 |  |  | (29) |  |  | (13) |
| Noninterest expense |  | 2,556 |  |  | 1,967 |  |  | 1,241 |  |  | 1,315 |  |  | 1,278 |  |  | 1,233 |  |  | 993 |
| Income before income taxes |  | 1,283 |  |  | 1,694 |  |  | 919 |  |  | 364 |  |  | 438 |  |  | 874 |  |  | 909 |
| Income tax expense ${ }^{(3)}$ |  | 481 |  |  | 627 |  |  | 346 |  |  | 135 |  |  | 127 |  |  | 326 |  |  | 333 |
| Net income | \$ | 802 |  |  | $\xrightarrow{1,067}$ |  |  | 573 |  | \$ | 229 |  | \$ | 311 |  | \$ | 548 |  | \$ | 576 |
| Net interest yield ${ }^{(3)}$ |  | 2.82 | \% |  | 3.16 |  |  | 2.91 | \% |  | 2.73 | \% |  | 2.86 | \% |  | 3.10 | \% |  | 3.14 |
| Return on average equity |  | 13.82 |  |  | 24.51 |  |  | 19.58 |  |  | 7.95 |  |  | 10.86 |  |  | 20.33 |  |  | 26.35 |
| Efficiency ratio ${ }^{(3)}$ |  | 60.84 |  |  | 53.59 |  |  | 54.44 |  |  | 68.43 |  |  | 73.03 |  |  | 59.31 |  |  | 52.57 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 86,607 |  | \$ | 66,907 |  |  | 87,572 |  | \$ | 85,642 |  | \$ | 82,814 |  | \$ | 77,044 |  | \$ | 67,964 |
| Total earning assets ${ }^{(4)}$ |  | 151,765 |  |  | 119,329 |  |  | 156,418 |  |  | 147,111 |  |  | 137,140 |  |  | 128,154 |  |  | 121,024 |
| Total assets ${ }^{(4)}$ |  | 161,387 |  |  | 125,735 |  |  | 165,860 |  |  | 156,913 |  |  | 147,372 |  |  | 137,081 |  |  | 127,372 |
| Total deposits |  | 152,807 |  |  | 116,614 |  |  | 157,113 |  |  | 148,501 |  |  | 138,161 |  |  | 127,819 |  |  | 118,254 |
| Allocated equity |  | 11,672 |  |  | 8,782 |  |  | 11,774 |  |  | 11,570 |  |  | 11,345 |  |  | 10,700 |  |  | 8,766 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases |  | 88,171 |  |  | 69,217 |  |  | 88,171 |  | \$ | 87,308 |  | \$ | 84,600 |  | \$ | 78,324 |  | \$ | 69,217 |
| Total earning assets ${ }^{(4)}$ |  | 157,333 |  |  | 121,806 |  |  | 157,333 |  |  | 153,745 |  |  | 145,052 |  |  | 130,172 |  |  | 121,806 |
| Total assets ${ }^{(4)}$ |  | 167,187 |  |  | 128,388 |  |  | 167,187 |  |  | 163,011 |  |  | 155,666 |  |  | 138,576 |  |  | 128,388 |
| Total deposits |  | 158,227 |  |  | 118,972 |  |  | 158,227 |  |  | 154,174 |  |  | 144,865 |  |  | 130,533 |  |  | 118,972 |
| Client assets ${ }^{(5)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management |  | 589,459 |  |  | 566,267 |  |  | 589,459 |  | \$ | 607,521 |  | \$ | 643,531 |  | \$ | 709,955 |  | \$ | 566,267 |
| Client brokerage assets ${ }^{(6)}$ |  | 210,701 |  |  | 213,711 |  |  | 210,701 |  |  | 213,743 |  |  | 222,661 |  |  | 217,916 |  |  | 213,711 |
| Assets in custody |  | 156,530 |  |  | 109,360 |  |  | 156,530 |  |  | 158,486 |  |  | 167,575 |  |  | 158,756 |  |  | 109,360 |
| Less: Client brokerage assets and assets in custody included in assets under management |  | $(89,234)$ |  |  | $(80,784)$ |  |  | $(89,234)$ |  |  | $(88,755)$ |  |  | $(87,071)$ |  |  | $(87,386)$ |  |  | $(80,784)$ |
| Total net client assets |  | 867,456 |  |  | 808,554 |  |  | 867,456 |  |  | 890,995 |  |  | 946,696 |  | \$ | 999,241 |  | \$ | 808,554 |

[^14]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)




[^15]
## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management Business Results

(Dollars in millions)


[^16]Certain prior 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 - Key Indicators

(Dollars in millions, except as noted)

 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).

 comparisons.
(4) The elimination of assets under management that are managed by two lines of business.
(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) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30 |  | Second Quarter 2008 | First Quarter 2008 | Fourth Quarter 2007 | Third Quarter 2007 | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2007 \end{gathered}$ |
|  | 2008 | 2007 |  |  |  |  |  |
| Net interest income ${ }^{(2)}$ | \$ (4,017) | \$ (3,618) | \$ (2,035) | \$ (1,982) | \$ (2,042) | \$ (1,986) | \$ (1,883) |
| Noninterest income: |  |  |  |  |  |  |  |
| Card income | 1,259 | 1,397 | 595 | 664 | 680 | 739 | 676 |
| Equity investment income | 978 | 2,615 | 710 | 268 | 278 | 852 | 1,719 |
| Gains on sales of debt securities | 351 | 63 | 131 | 220 | 110 | 7 | 2 |
| All other income (loss) | (355) | (101) | (101) | (254) | 754 | (219) | (147) |
| Total noninterest income | 2,233 | 3,974 | 1,335 | 898 | 1,822 | 1,379 | 2,250 |
| Total revenue, net of interest expense | $(1,784)$ | 356 | (700) | $(1,084)$ | (220) | (607) | 367 |
| Provision for credit losses ${ }^{(3)}$ | $(2,408)$ | $(2,626)$ | $(1,197)$ | $(1,211)$ | $(1,294)$ | $(1,290)$ | $(1,313)$ |
| Merger and restructuring charges | 382 | 186 | 212 | 170 | 140 | 84 | 75 |
| All other noninterest expense | 130 | 361 | 17 | 113 | (21) | (232) | (50) |
| Income (loss) before income taxes | 112 | 2,435 | 268 | (156) | 955 | 831 | 1,655 |
| Income tax expense (benefit) ${ }^{(2)}$ | 51 | 741 | (11) | 62 | 127 | 210 | 584 |
| Net income (loss) | \$ 61 | \$ 1,694 | \$ 279 | \$ (218) | \$ 828 | \$ 621 | \$ 1,071 |
| Balance sheet |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |
| Total loans and leases | \$ 95,248 | \$ 96,672 | \$ 88,251 | \$102,245 | \$106,431 | \$104,058 | \$101,093 |
| Total earning assets | 268,221 | 209,074 | 265,063 | 269,974 | 279,037 | 238,210 | 213,791 |
| Total assets | 345,202 | 262,752 | 344,216 | 344,784 | 345,219 | 286,645 | 265,902 |
| Total deposits | 56,417 | 34,332 | 52,945 | 59,887 | 66,271 | 35,480 | 31,979 |
| Period end |  |  |  |  |  |  |  |
| Total loans and leases | \$ 73,130 | \$107,429 | \$ 73,130 | \$ 96,472 | \$107,580 | \$102,002 | \$107,429 |
| Total earning assets | 258,314 | 219,582 | 258,314 | 251,451 | 261,534 | 248,521 | 219,582 |
| Total assets | 343,988 | 270,910 | 343,988 | 344,306 | 340,807 | 300,406 | 270,910 |
| Total deposits | 58,622 | 31,693 | 58,622 | 59,515 | 68,676 | 35,977 | 31,693 |

[^17]
## Components of Equity Investment Income

| (Dollars in millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30 |  | Second Quarter$2008$ | First Quarter 2008 | Fourth Quarter 2007 | Third Quarter 2007 | Second Quarter$2007$ |
|  | 2008 | 2007 |  |  |  |  |  |
| Principal Investing | \$ 308 | \$1,825 | \$296 | \$ 12 | \$117 | \$275 | \$1,250 |
| Corporate Investments | 144 | 340 | 112 | 32 | (7) | 112 | 150 |
| Strategic and other investments | 526 | 450 | 302 | 224 | 168 | 465 | 319 |
| Total equity investment income included in All Other | 978 | 2,615 | 710 | 268 | 278 | 852 | 1,719 |
| Total equity investment income included in the business segments | 668 | 228 | (118) | 786 | 39 | 52 | 110 |
| Total consolidated equity investment income | \$1,646 | \$2,843 | \$ 592 | \$1,054 | \$317 | \$904 | \$1,829 |

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

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ | March 31 | Increase (Decrease) |
| Consumer |  |  |  |
| Residential mortgage | \$235,472 | \$ 266,145 | \$ $(30,673)$ |
| Credit card - domestic | 62,081 | 60,393 | 1,688 |
| Credit card - foreign | 16,561 | 15,518 | 1,043 |
| Home equity | 121,409 | 118,381 | 3,028 |
| Direct/Indirect consumer ${ }^{(1)}$ | 84,907 | 80,219 | 4,688 |
| Other consumer ${ }^{(2)}$ | 3,859 | 3,973 | (114) |
| Total consumer | 524,289 | 544,629 | (20,340) |
| Commercial |  |  |  |
| Commercial - domestic ${ }^{(3)}$ | 220,610 | 208,212 | 12,398 |
| Commercial real estate ${ }^{(4)}$ | 62,897 | 62,739 | 158 |
| Commercial lease financing | 22,815 | 22,132 | 683 |
| Commercial - foreign | 34,839 | 31,101 | 3,738 |
| Total commercial loans measured at historical cost | 341,161 | 324,184 | 16,977 |
| Commercial loans measured at fair value ${ }^{(5)}$ | 5,014 | 5,057 | (43) |
| Total commercial | 346,175 | 329,241 | 16,934 |
| Total loans and leases | \$870,464 | \$873,870 | \$ (3,406) |

(1) Includes foreign consumer loans of \$2.9 billion and \$3.2 billion at June 30, 2008 and March 31, 2008
(2) Includes consumer finance loans of $\$ 2.8$ billion and $\$ 2.9$ billion, and other foreign consumer loans of $\$ 839$ million and $\$ 841$ million at June 30, 2008 and March 31, 2008.
(3) Includes small business commercial - domestic loans of $\$ 19.9$ billion and $\$ 20.1$ billion at June 30, 2008 and March 31, 2008.
(4) Includes domestic commercial real estate loans of $\$ 61.8$ billion and $\$ 61.4$ billion, and foreign commercial real estate loans of $\$ 1.1$ billion and $\$ 1.3$ billion at June 30 , 2008 and March 31 , 2008 .
 commercial real estate loans of \$176 million and \$240 million at June 30, 2008 and March 31, 2008.

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)

|  | Second Quarter 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation | Global Consumer and Small Business Banking ${ }^{(1)}$ | Global Corporate and Investment Banking | Global Wealth and Investment Management | All Other ${ }^{(1)}$ |
| Consumer |  |  |  |  |  |
| Residential mortgage | \$256,164 | \$ 30,454 | \$ 621 | \$35,469 | \$189,620 |
| Credit card - domestic | 61,655 | 152,613 | - | - | $(90,958)$ |
| Credit card - foreign | 16,566 | 33,045 | - | - | $(16,479)$ |
| Home equity | 120,265 | 90,767 | 892 | 23,250 | 5,356 |
| Direct/Indirect consumer | 82,593 | 37,793 | 40,344 | 5,255 | (799) |
| Other consumer | 3,953 | 1,060 | 20 | 30 | 2,843 |
| Total consumer | 541,196 | 345,732 | 41,877 | 64,004 | 89,583 |
| Commercial |  |  |  |  |  |
| Commercial - domestic | 219,537 | 20,134 | 178,031 | 21,922 | (550) |
| Commercial real estate | 62,810 | 671 | 60,603 | 1,564 | (28) |
| Commercial lease financing | 22,276 | - | 24,368 | - | $(2,092)$ |
| Commercial - foreign | 32,820 | 1,599 | 29,801 | 82 | 1,338 |
| Total commercial | 337,443 | 22,404 | 292,803 | 23,568 | $(1,332)$ |
| Total loans and leases | $\stackrel{\text { 8878,639 }}{ }$ | $\stackrel{\text { 368,136 }}{ }$ | \$334,680 | \$87,572 | \$ 88,251 |
|  |  |  |  |  |  |
|  | First Quarter 2008 |  |  |  |  |
|  | Total Corporation | Global Consumer and Small Business Banking ${ }^{(1)}$ | Global Corporate and Investment Banking | Global Wealth and Investment Management | All Other ${ }^{(1)}$ |
| Consumer |  |  |  |  |  |
| Residential mortgage | \$270,541 | \$ 32,792 | \$ 981 | \$34,338 | \$202,430 |
| Credit card - domestic | 63,277 | 151,829 | - | - | $(88,552)$ |
| Credit card - foreign | 15,241 | 31,865 | - | - | $(16,624)$ |
| Home equity | 116,562 | 86,854 | 898 | 24,125 | 4,685 |
| Direct/Indirect consumer | 78,705 | 35,984 | 38,764 | 5,235 | $(1,278)$ |
| Other consumer | 4,049 | 1,049 | 15 | 24 | 2,961 |
| Total consumer | 548,375 | 340,373 | 40,658 | 63,722 | 103,622 |
| Commercial |  |  |  |  |  |
| Commercial - domestic | 212,394 | 20,035 | 172,541 | 20,442 | (624) |
| Commercial real estate | 62,202 | 1,138 | 59,703 | 1,397 | (36) |
| Commercial lease financing | 22,227 | - | 24,351 | - | $(2,124)$ |
| Commercial - foreign | 30,463 | 1,480 | 27,495 | 81 | 1,407 |
| Total commercial | 327,286 | 22,653 | 284,090 | 21,920 | $(1,377)$ |
| Total loans and leases | \$875,661 | $\xrightarrow{\$ 363,026}$ | \$324,748 | $\underline{\$ 85,642}$ | \$102,245 |


|  | Second Quarter 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation | Global Consumer and Small Business Banking ${ }^{(1)}$ | Global Corporate and Investment $\qquad$ | Global Wealth and Investment Management | All Other ${ }^{(1)}$ |
| Consumer |  |  |  |  |  |
| Residential mortgage | \$260,099 | \$ 32,564 | \$ 1,314 | \$25,249 | \$200,972 |
| Credit card - domestic | 56,235 | 138,429 | - | - | $(82,194)$ |
| Credit card - foreign | 11,946 | 29,140 | - | - | $(17,194)$ |
| Home equity | 94,267 | 69,087 | 944 | 20,715 | 3,521 |
| Direct/Indirect consumer | 67,927 | 29,014 | 40,791 | 2,991 | $(4,869)$ |
| Other consumer | 4,401 | 989 | 13 | 19 | 3,380 |
| Total consumer | 494,875 | 299,223 | 43,062 | 48,974 | 103,616 |
| Commercial |  |  |  |  |  |
| Commercial - domestic | 166,529 | 16,619 | 133,080 | 17,896 | $(1,066)$ |
| Commercial real estate | 36,788 | 101 | 35,670 | 996 | 21 |
| Commercial lease financing | 19,784 | - | 21,845 | - | $(2,061)$ |
| Commercial - foreign | 22,223 | 1,304 | 20,238 | 98 | 583 |
| Total commercial | 245,324 | 18,024 | 210,833 | 18,990 | $(2,523)$ |
| Total loans and leases | \$740,199 | \$317,247 | \$253,895 | \$67,964 | \$101,093 |

(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 ${ }^{(1,2,3)}$

|  | Commercial Utilized |  |  |  |  | Total Commercial Committed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } 30 \\ 2008 \end{gathered}$ | $\begin{aligned} & \hline \text { March } 31 \\ & \quad 2008 \\ & \hline \end{aligned}$ |  | Increase <br> (Decrease) |  | $\begin{gathered} \hline \text { June } 30 \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ | Increase(Decrease) |  |
| Real estate ${ }^{(4)}$ | \$ 77,070 | \$ | 81,102 | \$ | $(4,032)$ | \$ 106,265 | \$ 112,698 | \$ | $(6,433)$ |
| Diversified financials | 44,603 |  | 43,065 |  | 1,538 | 95,325 | 92,839 |  | 2,486 |
| Government and public education | 34,620 |  | 30,219 |  | 4,401 | 56,727 | 52,203 |  | 4,524 |
| Capital goods | 29,764 |  | 28,168 |  | 1,596 | 55,730 | 53,897 |  | 1,833 |
| Retailing | 33,229 |  | 33,710 |  | (481) | 54,336 | 54,195 |  | 141 |
| Healthcare equipment and services | 26,938 |  | 25,512 |  | 1,426 | 44,027 | 42,253 |  | 1,774 |
| Consumer services | 27,729 |  | 25,141 |  | 2,588 | 43,415 | 40,744 |  | 2,671 |
| Materials | 23,026 |  | 24,329 |  | $(1,303)$ | 38,508 | 39,695 |  | $(1,187)$ |
| Banks | 23,845 |  | 24,774 |  | (929) | 35,349 | 38,339 |  | $(2,990)$ |
| Individuals and trusts | 23,661 |  | 22,676 |  | 985 | 34,467 | 33,046 |  | 1,421 |
| Commercial services and supplies | 22,874 |  | 21,744 |  | 1,130 | 32,878 | 31,578 |  | 1,300 |
| Energy | 15,628 |  | 13,276 |  | 2,352 | 27,790 | 24,461 |  | 3,329 |
| Food, beverage and tobacco | 15,727 |  | 14,170 |  | 1,557 | 27,087 | 27,210 |  | (123) |
| Media | 8,105 |  | 8,092 |  | 13 | 20,166 | 20,024 |  | 142 |
| Utilities | 7,205 |  | 6,135 |  | 1,070 | 19,432 | 19,185 |  | 247 |
| Transportation | 12,667 |  | 13,020 |  | (353) | 18,462 | 19,003 |  | (541) |
| Insurance | 9,571 |  | 9,032 |  | 539 | 17,752 | 17,343 |  | 409 |
| Religious and social organizations | 8,717 |  | 8,462 |  | 255 | 11,944 | 11,187 |  | 757 |
| Consumer durables and apparel | 6,669 |  | 6,137 |  | 532 | 11,626 | 10,833 |  | 793 |
| Technology hardware and equipment | 4,384 |  | 4,427 |  | (43) | 10,827 | 10,191 |  | 636 |
| Pharmaceuticals and biotechnology | 4,164 |  | 4,701 |  | (537) | 10,226 | 9,561 |  | 665 |
| Software and services | 4,724 |  | 4,876 |  | (152) | 9,795 | 10,069 |  | (274) |
| Telecommunication services | 4,394 |  | 5,782 |  | $(1,388)$ | 9,305 | 10,618 |  | $(1,313)$ |
| Automobiles and components | 2,744 |  | 2,851 |  | (107) | 6,253 | 6,519 |  | (266) |
| Food and staples retailing | 3,004 |  | 2,638 |  | 366 | 5,223 | 4,943 |  | 280 |
| Household and personal products | 1,020 |  | 989 |  | 31 | 2,891 | 2,916 |  | (25) |
| Semiconductors and semiconductor equipment | 1,180 |  | 986 |  | 194 | 1,920 | 1,657 |  | 263 |
| Other | 8,013 |  | 8,143 |  | (130) | 8,681 | 8,763 |  | (82) |
| Total commercial credit exposure by industry | \$485,275 |  | 474,157 | \$ | 11,118 | \$816,407 | \$ 805,970 | \$ | 10,437 |
| Net credit default protection purchased on total commitments ${ }^{(5)}$ |  |  |  |  |  | \$ (9,302) | \$ $(9,006)$ |  |  |





 value of $\$ 17.3$ billion and $\$ 19.0$ billion at June 30, 2008 and March 31, 2008.
(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.

## Bank of America Corporation and Subsidiaries

## Net Credit Default Protection by Maturity Profile

|  | $\begin{gathered} \hline \text { June } 30 \\ 2008 \end{gathered}$ | \% | $\begin{gathered} \hline \text { March } 31 \\ 2008 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Less than or equal to one year ${ }^{(1)}$ |  |  | 2 \% |
| Greater than one year and less than or equal to five years | 87 |  | 75 |
| Greater than five years | 16 |  | 23 |
| Total net credit default protection | 100 | \% | 100 \% |

 shown as positive percentages and the distribution of maturities for net credit protection sold as negative percentages.

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

(Dollars in millions)

| Ratings | June 30, 2008 |  |  |  | March 31, 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Notional |  | Percent |  | Net Notional |  | Percent |
| AAA | \$ | 4 | - \% | \% | \$ | (19) | 0.2 \% |
| AA |  | (66) | 0.7 |  |  | (109) | 1.2 |
| A |  | $(3,687)$ | 39.6 |  |  | $(2,986)$ | 33.2 |
| BBB |  | $(4,413)$ | 47.5 |  |  | $(3,989)$ | 44.3 |
| BB |  | $(1,388)$ | 14.9 |  |  | $(1,633)$ | 18.1 |
| B |  | (175) | 1.9 |  |  | (150) | 1.7 |
| CCC and below |  | (85) | 0.9 |  |  | (75) | 0.8 |
| NR ${ }^{(2)}$ |  | 508 | (5.5) |  |  | (45) | 0.5 |
| Total net credit default protection | \$ | $(9,302)$ | 100.0 \% | \% | \$ | $(9,006)$ | 100.0 \% |

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

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

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Loans and Leases, and Loan Commitments |  | $\begin{gathered} \text { Other } \\ \text { Financing }{ }^{(2)} \end{gathered}$ |  | Derivative$\text { Assets }{ }^{(3)}$ |  | Securities/OtherInvestments ${ }^{(4)}$ |  | Total Cross-border Exposure ${ }^{(5)}$ |  | Local Country <br> Exposure Net of Local <br> Liabilities ${ }^{(6)}$ |  | Total Emerging <br> Markets Exposure <br> June 30, 2008 |  | Increase <br> (Decrease) from <br> March 31, <br> 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Region/Country |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asia Pacific |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| China ${ }^{(7)}$ | \$ | 354 | \$ | 284 | \$ | 323 | \$ | 15,999 | \$ | 16,960 | \$ | - | \$ | 16,960 | \$ | 1,526 |
| South Korea |  | 480 |  | 1,308 |  | 681 |  | 2,615 |  | 5,084 |  | - |  | 5,084 |  | 1,486 |
| India |  | 1,616 |  | 770 |  | 746 |  | 959 |  | 4,091 |  | 136 |  | 4,227 |  | 614 |
| Taiwan |  | 342 |  | 83 |  | 101 |  | 165 |  | 691 |  | 798 |  | 1,489 |  | 324 |
| Singapore |  | 414 |  | 29 |  | 231 |  | 386 |  | 1,060 |  | - |  | 1,060 |  | (66) |
| Hong Kong |  | 465 |  | 76 |  | 78 |  | 92 |  | 711 |  | - |  | 711 |  | (66) |
| Other Asia Pacific ${ }^{(8)}$ |  | 157 |  | 110 |  | 25 |  | 333 |  | 625 |  | - |  | 625 |  | (61) |
| Total Asia Pacific |  | 3,828 |  | 2,660 |  | 2,185 |  | 20,549 |  | 29,222 |  | 934 |  | 30,156 |  | 3,757 |
| Latin America |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\mathrm{Brazil}^{(9)}$ |  | 708 |  | 219 |  | 68 |  | 4,624 |  | 5,619 |  | 249 |  | 5,868 |  | 2,075 |
| Mexico ${ }^{(10)}$ |  | 1,361 |  | 430 |  | 43 |  | 3,257 |  | 5,091 |  | - |  | 5,091 |  | 447 |
| Chile |  | 541 |  | 36 |  | 7 |  | 12 |  | 596 |  | 6 |  | 602 |  | (27) |
| Other Latin America ${ }^{(8)}$ |  | 314 |  | 208 |  | 3 |  | 140 |  | 665 |  | 156 |  | 821 |  | 146 |
| Total Latin America |  | 2,924 |  | 893 |  | 121 |  | 8,033 |  | 11,971 |  | 411 |  | 12,382 |  | 2,641 |
| Middle East and Africa ${ }^{(8)}$ |  | 896 |  | 248 |  | 191 |  | 472 |  | 1,807 |  | - |  | 1,807 |  | (169) |
| Central and Eastern Europe ${ }^{(8)}$ |  | 75 |  | 60 |  | 93 |  | 98 |  | 326 |  | - |  | 326 |  | (156) |
| Total emerging markets exposure | \$ | 7,723 | \$ | 3,861 | \$ | 2,590 | \$ | 29,152 | \$ | 43,326 | \$ | 1,345 | \$ | 44,671 | \$ | 6,073 |


 accordance with SFAS 159 at June 30, 2008 and March 31, 2008
(2) Includes acceptances, standby letters of credit, commercial letters of credit and formal guarantees.
 March 31, 2008, there were $\$ 98$ million and $\$ 10$ 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.


 Mexico, $\$ 1.2$ billion in China, and $\$ 1.0$ billion in India. 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 $\$ 15.6$ billion in China Construction Bank (CCB).
(8) No country included in Other Asia Pacific, Other Latin America, 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 $\$ 4.5$ billion in Banco Itau Holding Financeira S.A.
(10) Securities/Other Investments include an investment of $\$ 3.0$ billion in Grupo Financiero Santander, 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)

|  | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2007 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage | \$ 3,269 | \$ 2,576 | \$ 1,999 | \$ 1,176 | \$ 867 |
| Home equity | 1,851 | 1,786 | 1,340 | 764 | 496 |
| Direct/Indirect consumer | 11 | 6 | 8 | 6 | 3 |
| Other consumer | 89 | 91 | 95 | 94 | 94 |
| Total consumer | 5,220 | 4,459 | 3,442 | 2,040 | 1,460 |
| Commercial - domestic ${ }^{(1)}$ | 1,079 | 980 | 852 | 638 | 392 |
| Commercial real estate | 2,616 | 1,627 | 1,099 | 352 | 280 |
| Commercial lease financing | 40 | 44 | 33 | 29 | 27 |
| Commercial - foreign | 48 | 54 | 19 | 16 | 17 |
|  | 3,783 | 2,705 | 2,003 | 1,035 | 716 |
| Small business commercial - domestic | 153 | 169 | 152 | 105 | 108 |
| Total commercial | 3,936 | 2,874 | 2,155 | 1,140 | 824 |
| Total nonperforming loans and leases | 9,156 | 7,333 | 5,597 | 3,180 | 2,284 |
| Foreclosed properties | 593 | 494 | 351 | 192 | 108 |
| Total nonperforming assets ${ }^{(2,3,4)}$ | \$ 9,749 | \$ 7,827 | \$ 5,948 | \$ 3,372 | \$2,392 |
| Loans past due 90 days or more and still accruing ( 3,5 ) | \$4,548 | \$ 4,160 | \$ 3,736 | \$ 2,955 | \$2,798 |
| Nonperforming assets/Total assets ${ }^{(4,6)}$ | 0.57\% | 0.45\% | 0.35\% | 0.21\% | 0.16\% |
| Nonperforming assets/Total loans, leases and foreclosed properties ${ }^{(4,6)}$ | 1.13 | 0.90 | 0.68 | 0.43 | 0.32 |
| Nonperforming loans and leases/Total loans and leases outstanding measured at historical cost ${ }^{(6)}$ | 1.06 | 0.84 | 0.64 | 0.40 | 0.30 |
| Allowance for credit losses: |  |  |  |  |  |
| Allowance for loan and lease losses | \$17,130 | \$14,891 | \$11,588 | \$ 9,535 | \$9,060 |
| Reserve for unfunded lending commitments | 507 | 507 | 518 | 392 | 376 |
| Total allowance for credit losses | \$17,637 | \$15,398 | \$12,106 | \$ 9,927 | \$9,436 |
| Allowance for loan and lease losses/Total loans and leases outstanding measured at historical cost ${ }^{(6)}$ | 1.98\% | 1.71\% | 1.33\% | 1.21\% | 1.20\% |
| Allowance for loan and lease losses/Total nonperforming loans and leases measured at historical cost | 187 | 203 | 207 | 300 | 397 |
| Commercial utilized criticized exposure ${ }^{(7)}$ | \$28,336 | \$22,733 | \$17,553 | \$10,820 | \$7,187 |
| Commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(7)}$ | 6.15\% | 5.15\% | 4.17\% | 3.05\% | 2.17\% |

(1) Excludes small business commercial-domestic loans.
(2) Balances do not include nonperforming loans held-for-sale included in other assets of $\$ 388$ million, $\$ 327$ million, $\$ 188$ million, $\$ 93$ million and $\$ 73$ million at June 30, 2008, March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 2007, respectively.

 2008, December 31, 2007, September 30, 2007 and June 30, 2007, there were no loans past due 90 days or more and still accruing interest measured at fair value in accordance with SFAS 159.

 percent, 0.36 percent, 0.22 percent and 0.16 percent at June 30, 2008, March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 2007, respectively.
(5) Balances do not include loans held-for-sale past due 90 days or more and still accruing interest included in other assets of $\$ 32$ million, $\$ 69$ million, $\$ 79$ million and $\$ 8$ million at June 30 , 2008, March 31 , 2008, December 31, 2007 and September 30, 2007, respectively.
 2007 and June 30, 2007, respectively.
 have been 6.61 percent, 6.12 percent, 4.77 percent, 3.65 percent and 2.25 percent at June 30, 2008, March 31, 2008, December 31, 2007, September 30, 2007 and June 30, 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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  | FirstQuarter2008 |  | Fourth Quarter 2007 |  | ThirdQuarter2007 |  | Second Quarter 2007 |  |
| Held Basis | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 151 | 0.24\% | \$ 66 | 0.10\% | \$ 27 | 0.04\% | \$ 13 | 0.02\% | \$ 11 | 0.02\% |
| Credit card - domestic | 976 | 6.36 | 847 | 5.39 | 738 | 4.87 | 712 | 4.91 | 807 | 5.76 |
| Credit card - foreign | 132 | 3.21 | 109 | 2.87 | 108 | 2.99 | 96 | 3.19 | 86 | 2.88 |
| Home equity | 923 | 3.09 | 496 | 1.71 | 179 | 0.63 | 50 | 0.20 | 28 | 0.12 |
| Direct/Indirect consumer | 660 | 3.22 | 555 | 2.84 | 456 | 2.41 | 353 | 1.92 | 285 | 1.68 |
| Other consumer | 83 | 8.47 | 86 | 8.61 | 96 | 9.08 | 78 | 7.18 | 56 | 5.14 |
| Total consumer | 2,925 | 2.17 | 2,159 | 1.58 | 1,604 | 1.17 | 1,302 | 0.99 | 1,273 | 1.03 |
| Commercial - domestic ${ }^{(3)}$ | 70 | 0.14 | 77 | 0.16 | 64 | 0.13 | 11 | 0.03 | 29 | 0.08 |
| Commercial real estate | 136 | 0.88 | 107 | 0.70 | 17 | 0.12 | 28 | 0.28 | (1) | (0.01) |
| Commercial lease financing | 6 | 0.11 | 15 | 0.27 | 17 | 0.31 | (3) | (0.07) | (11) | (0.21) |
| Commercial - foreign | 5 | 0.06 | (7) | (0.10) | 2 | 0.03 | (4) | (0.06) | 6 | 0.10 |
|  | 217 | 0.28 | 192 | 0.26 | 100 | 0.13 | 32 | 0.05 | 23 | 0.04 |
| Small business commercial - domestic | 477 | 9.53 | 364 | 7.31 | 281 | 5.82 | 239 | 5.38 | 199 | 4.80 |
| Total commercial | 694 | 0.84 | 556 | 0.69 | 381 | 0.47 | 271 | 0.42 | 222 | 0.37 |
| Total net charge-offs | \$3,619 | 1.67 | \$2,715 | 1.25 | \$1,985 | 0.91 | \$1,573 | 0.80 | \$1,495 | 0.81 |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |
| Global Consumer and Small Business Banking ${ }^{(4)}$ | \$4,721 | 5.16\% | \$3,693 | 4.09\% | \$3,033 | 3.41\% | \$2,687 | 3.21\% | \$2,662 | 3.37\% |
| Global Corporate and Investment Banking | 318 | 0.39 | 328 | 0.41 | 214 | 0.26 | 114 | 0.17 | 74 | 0.12 |
| Global Wealth and Investment Management | 92 | 0.42 | 52 | 0.24 | 28 | 0.13 | 16 | 0.08 | 4 | 0.03 |
| All Other ${ }^{(4)}$ | (1,512) | (6.89) | $(1,358)$ | (5.34) | $(1,290)$ | (4.81) | $(1,244)$ | (4.74) | $(1,245)$ | (4.94) |
| Total net charge-offs | \$3,619 | 1.67 | \$2,715 | 1.25 | \$1,985 | 0.91 | \$1,573 | 0.80 | \$1,495 | 0.81 |
| Supplemental managed basis data |  |  |  |  |  |  |  |  |  |  |
| Credit card - domestic | \$2,414 | 6.36\% | \$2,068 | 5.48\% | \$1,816 | 4.90\% | \$1,707 | 4.76\% | \$1,786 | 5.17\% |
| Credit card - foreign | 337 | 4.11 | 304 | 3.84 | 322 | 4.06 | 317 | 4.24 | 313 | 4.31 |
| Total credit card managed net losses | \$2,751 | 5.96 | \$2,372 | 5.19 | \$2,138 | 4.75 | \$2,024 | 4.67 | \$2,099 | 5.02 |
| Total commercial managed net losses | \$ 694 | 0.84\% | \$ 556 | 0.69\% | \$ 381 | 0.47\% | \$ 271 | 0.42\% | \$ 222 | 0.37\% |
| Total managed net losses | 5,268 | 2.15 | 4,140 | 1.69 | 3,306 | 1.34 | 2,839 | 1.27 | 2,766 | 1.31 |

 and lease category.




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


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

## Bank of America Corporation and Subsidiaries

## Year-to-Date Net Charge-offs/Losses and Net Charge-off/Loss Ratios ${ }^{(1,2)}$

## (Dollars in millions)

|  | Six Months Ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
| Held Basis | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 217 | 0.17\% | \$ 17 | 0.01\% |
| Credit card - domestic | 1,823 | 5.87 | 1,613 | 5.71 |
| Credit card - foreign | 241 | 3.05 | 174 | 3.04 |
| Home equity | 1,419 | 2.41 | 45 | 0.10 |
| Direct/Indirect consumer | 1,215 | 3.03 | 564 | 1.72 |
| Other consumer | 169 | 8.54 | 104 | 4.42 |
| Total consumer | 5,084 | 1.88 | 2,517 | 1.05 |
| Commercial - domestic ${ }^{(3)}$ | 147 | 0.15 | 53 | 0.07 |
| Commercial real estate | 243 | 0.79 | 2 | 0.01 |
| Commercial lease financing | 21 | 0.19 | (12) | (0.12) |
| Commercial - foreign | (2) | (0.02) | 3 | 0.03 |
|  | 409 | 0.27 | 46 | 0.04 |
| Small business commercial - domestic | 841 | 8.42 | 359 | 4.51 |
| Total commercial | 1,250 | 0.77 | 405 | 0.34 |
| Total net charge-offs | \$6,334 | 1.46 | $\underline{\text { \$2,922 }}$ | 0.81 |
| By Business Segment: |  |  |  |  |
| Global Consumer and Small Business Banking (4) | \$8,414 | 4.63\% | \$5,095 | 3.29\% |
| Global Corporate and Investment Banking | 646 | 0.40 | 176 | 0.14 |
| Global Wealth and Investment Management | 144 | 0.33 | 22 | 0.07 |
| All Other ${ }^{(4)}$ | $(2,870)$ | (6.06) | $(2,371)$ | (4.95) |
| Total net charge-offs | \$6,334 | 1.46 | $\underline{\text { \$2,922 }}$ | 0.81 |
| Supplemental managed basis data |  |  |  |  |
| Credit card - domestic | \$4,482 | 5.92\% | \$3,437 | 4.99\% |
| Credit card - foreign | 641 | 3.97 | 615 | 4.34 |
| Total credit card managed net losses | \$5,123 | 5.58 | \$4,052 | 4.88 |
| Total commercial managed net losses | \$1,250 | 0.77\% | \$ 405 | 0.34\% |
| Total managed net losses | 9,408 | 1.92 | 5,338 | 1.29 |

 and lease category

 charge-offs and net charge-off ratios to 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.
Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30 2008 |  |  | $\begin{gathered} \text { March } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2007 \\ \hline \end{gathered}$ |  |  |
| Allowance for loan and lease losses | Amount | Percent of loans and leases outstanding ${ }^{(1)}$ |  | Amount | $\begin{gathered} \hline \text { Percent of loans } \\ \text { and leases } \\ \text { outstanding }{ }^{(1)} \\ \hline \end{gathered}$ |  | Amount | ```Percent of loans and leases outstanding (1)``` |
| Residential mortgage | \$ 792 | 0.34 | \% | \$ 394 | 0.15 | \% | \$ 201 | 0.07 |
| Credit card - domestic | 3,210 | 5.17 |  | 3,182 | 5.27 |  | 2,891 | 5.07 |
| Credit card - foreign | 474 | 2.86 |  | 472 | 3.04 |  | 354 | 2.90 |
| Home equity | 3,812 | 3.14 |  | 2,549 | 2.15 |  | 248 | 0.26 |
| Direct/Indirect consumer | 2,964 | 3.49 |  | 2,485 | 3.10 |  | 1,597 | 2.29 |
| Other consumer | 185 | 4.81 |  | 162 | 4.06 |  | 173 | 3.98 |
| Total consumer | 11,437 | 2.18 |  | 9,244 | 1.70 |  | 5,464 | 1.07 |
| Commercial - domestic ${ }^{(2)}$ | 3,844 | 1.74 |  | 3,878 | 1.86 |  | 2,454 | 1.49 |
| Commercial real estate | 1,333 | 2.12 |  | 1,206 | 1.92 |  | 604 | 1.63 |
| Commercial lease financing | 199 | 0.87 |  | 227 | 1.03 |  | 190 | 0.95 |
| Commercial - foreign | 317 | 0.91 |  | 336 | 1.08 |  | 348 | 1.46 |
| Total commercial ${ }^{(3)}$ | 5,693 | 1.67 |  | 5,647 | 1.74 |  | 3,596 | 1.47 |
| Allowance for loan and lease losses | 17,130 | 1.98 |  | 14,891 | 1.71 |  | 9,060 | 1.20 |
| Reserve for unfunded lending commitments | 507 |  |  | 507 |  |  | 376 |  |
| Allowance for credit losses | $\underline{\text { \$17,637 }}$ |  |  | $\underline{\underline{\$ 15,398}}$ |  |  | \$9,436 |  |


 and $\$ 795$ million, and commercial real estate loans of $\$ 176$ million, $\$ 240$ million and $\$ 198$ million at June 30, 2008, March 31, 2008 and June 30, 2007.
(2) Includes allowance for small business commercial - domestic loans of $\$ 2.1$ billion, $\$ 2.0$ billion and $\$ 917$ million at June 30, 2008, March 31, 2008 and June 30, 2007.
(3) Includes allowance for loan and lease losses for impaired commercial loans of \$417 million, \$242 million and \$56 million at June 30, 2008, March 31, 2008 and June 30, 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)


[^19]
## 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)

|  | Six Months Ended June 30, 2008 |  |  |  |  | Six Months Ended June 30, 2007 |  |  |  |  | Second Quarter 2008 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { Reported } \\ & \text { Basis }^{(1)} \end{aligned}$ | $\begin{gathered} \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { As } \\ \text { Adjusted } \end{gathered}$ |  | Reported <br> Basis ${ }^{(1)}$ | $\begin{aligned} & \hline \text { Securitization } \\ & \text { Offset }^{(2)} \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { As } \\ \text { Adjusted } \\ \hline \end{gathered}$ |  | Reported <br> Basis ${ }^{(1)}$ | $\begin{aligned} & \text { Securitization } \\ & \text { Offset }^{(2)} \\ & \hline \end{aligned}$ |  | Adjusted <br> Adjusted |  |
| Net interest income ${ }^{(3)}$ | \$ (4,017) | \$ | 4,195 | \$ | 178 | \$ $(3,618)$ | \$ | 3,871 | \$ | 253 | \$(2,035) | \$ | 2,140 | \$ | 105 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 1,259 |  | $(1,261)$ |  | (2) | 1,397 |  | $(1,632)$ |  | (235) | 595 |  | (557) |  | 38 |
| Equity investment income | 978 |  | - |  | 978 | 2,615 |  | - |  | 2,615 | 710 |  | - |  | 710 |
| Gains on sales of debt securities | 351 |  | - |  | 351 | 63 |  | - |  | 63 | 131 |  | - |  | 131 |
| All other income (loss) | (355) |  | 126 |  | (229) | (101) |  | 151 |  | 50 | (101) |  | 61 |  | (40) |
| Total noninterest income | 2,233 |  | $(1,135)$ |  | 1,098 | 3,974 |  | $(1,481)$ |  | 2,493 | 1,335 |  | (496) |  | 839 |
| Total revenue, net of interest expense | $(1,784)$ |  | 3,060 |  | 1,276 | 356 |  | 2,390 |  | 2,746 | (700) |  | 1,644 |  | 944 |
| Provision for credit losses | $(2,408)$ |  | 3,060 |  | 652 | $(2,626)$ |  | 2,390 |  | (236) | $(1,197)$ |  | 1,644 |  | 447 |
| Merger and restructuring charges | 382 |  | - |  | 382 | 186 |  | - |  | 186 | 212 |  | - |  | 212 |
| All other noninterest expense | 130 |  | - |  | 130 | 361 |  | - |  | 361 | 17 |  | - |  | 17 |
| Income before income taxes | 112 |  | - |  | 112 | 2,435 |  | - |  | 2,435 | 268 |  | - |  | 268 |
| Income tax expense (benefit) ${ }^{(3)}$ | 51 |  | - |  | 51 | 741 |  | - |  | 741 | (11) |  | - |  | (11) |
| Net income | $\stackrel{61}{\text { \$ }}$ | \$ | - | \$ | 61 | \$ 1,694 | \$ | - | \$ | 1,694 | \$ 279 | \$ | - | \$ | 279 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases Period end - total loans and leases | \$ 95,248 |  | 06,307 |  | 1,555 | \$ 96,672 |  | 01,841 |  | 8,513 | \$88,251 |  | 77,438 |  | 5,689 |
|  | 73,130 |  | 08,521 |  | 1,651 | 107,429 |  | 02,752 |  | 0,181 | 73,130 |  | 08,521 |  | 1,651 |
|  | First Quarter 2008 |  |  |  |  | Fourth Quarter 2007 |  |  |  |  | Third Quarter 2007 |  |  |  |  |
|  | Reported <br> Basis ${ }^{(1)}$ | $\begin{aligned} & \hline \text { Securitit } \\ & \text { Offse } \end{aligned}$ | $\begin{aligned} & \text { tization } \\ & \mathrm{et}^{(2)} \\ & \hline \end{aligned}$ |  |  | Reported <br> Basis ${ }^{(1)}$ | Securit Offs | $\begin{aligned} & \text { tization } \\ & \text { set }^{(2)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \overline{\text { As }} \\ & \text { justed } \end{aligned}$ | Reported <br> Basis ${ }^{(1)}$ | Securit Offs | $\begin{aligned} & \text { zation } \\ & \text { ta }^{(2)} \end{aligned}$ |  | As usted |
| Net interest income ${ }^{(3)}$ | \$ $(1,982)$ | \$ | 2,055 | \$ | 73 | \$ $(2,042)$ | \$ | 2,071 | \$ | 29 | \$ $(1,986)$ | \$ | 2,085 | \$ | 99 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 664 |  | (704) |  | (40) | 680 |  | (828) |  | (148) | 739 |  | (896) |  | (157) |
| Equity investment income | 268 |  | - |  | 268 | 278 |  | - |  | 278 | 852 |  | - |  | 852 |
| Gains on sales of debt securities | 220 |  | - |  | 220 | 110 |  | - |  | 110 | 7 |  | - |  | 7 |
| All other income (loss) | (254) |  | 65 |  | (189) | 754 |  | 67 |  | 821 | (219) |  | 70 |  | (149) |
| Total noninterest income | 898 |  | (639) |  | 259 | 1,822 |  | (761) |  | 1,061 | 1,379 |  | (826) |  | 553 |
| Total revenue, net of interest expense | $(1,084)$ |  | 1,416 |  | 332 | (220) |  | 1,310 |  | 1,090 | (607) |  | 1,259 |  | 652 |
| Provision for credit losses | $(1,211)$ |  | 1,416 |  | 205 | $(1,294)$ |  | 1,310 |  | 16 | $(1,290)$ |  | 1,259 |  | (31) |
| Merger and restructuring charges | 170 |  | - |  | 170 | 140 |  | - |  | 140 | 84 |  | - |  | 84 |
| All other noninterest expense | 113 |  | - |  | 113 | (21) |  | - |  | (21) | (232) |  | - |  | (232) |
| Income (loss) before income taxes | (156) |  | - |  | (156) | 955 |  | - |  | 955 | 831 |  | - |  | 831 |
| Income tax expense ${ }^{(3)}$ | 62 |  | - |  | 62 | 127 |  | - |  | 127 | 210 |  | - |  | 210 |
| Net income (loss) | \$ (218) | \$ | - | \$ | (218) | \$ 828 | \$ | - | \$ | 828 | \$ 621 | \$ | - | \$ | 621 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$102,245 |  | 05,176 |  | 7,421 | \$106,431 |  | 05,091 |  | 1,522 | \$104,058 |  | 04,317 |  | 8,375 |
| Period end - total loans and leases | 96,472 |  | 07,847 |  | 4,319 | 107,580 |  | 02,967 |  | 0,547 | 102,002 |  | 03,542 |  | 5,544 |
|  |  |  |  |  |  |  |  |  |  |  | Second Quarter 2007 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | Reported <br> Basis ${ }^{(1)}$ | Securit Offs | $\begin{aligned} & \text { ization } \\ & \mathrm{tt}^{(2)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \overline{\text { As }} \\ & \text { justed } \end{aligned}$ |
| Net interest income ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  | \$ $(1,883)$ | \$ | 1,981 | \$ |  |
| Noninterest income: ${ }^{\text {a }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  |  |  |  |  |  |  |  |  |  | 676 |  | (793) |  | (117) |
| Equity investment income |  |  |  |  |  |  |  |  |  |  | 1,719 |  | - |  | 1,719 |
| Gains on sales of debt securities |  |  |  |  |  |  |  |  |  |  | 2 |  | - |  | 2 |
| All other income (loss) |  |  |  |  |  |  |  |  |  |  | (147) |  | 74 |  | (73) |
| Total noninterest income |  |  |  |  |  |  |  |  |  |  | 2,250 |  | (719) |  | 1,531 |
| Total revenue, net of interest expense |  |  |  |  |  |  |  |  |  |  | 367 |  | 1,262 |  | 1,629 |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  | $(1,313)$ |  | 1,262 |  | (51) |
| Merger and restructuring charges |  |  |  |  |  |  |  |  |  |  | 75 |  | - |  | 75 |
| All other noninterest expense |  |  |  |  |  |  |  |  |  |  | (50) |  | - |  | (50) |
| Income before income taxes |  |  |  |  |  |  |  |  |  |  | 1,655 |  | - |  | 1,655 |
| Income tax expense ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  | 584 |  | - |  | 584 |
| Net income |  |  |  |  |  |  |  |  |  |  | \$ 1,071 | \$ | - | \$ | 1,071 |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases |  |  |  |  |  |  |  |  |  |  | \$101,093 |  | 1,905 |  | 2,998 |
| Period end - total loans and leases |  |  |  |  |  |  |  |  |  |  | 107,429 |  | 2,752 |  | 0,181 |

[^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) | Six Months EndedJune 30, 2008 |  | Second Quarter 2008 |  | First Quarter 2008 |  | Fourth Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 217 | 0.17\% | \$ 151 | 0.24\% | \$ 66 | 0.10\% | \$ 27 | 0.04\% |
| Credit card - domestic | 1,823 | 5.87 | 976 | 6.36 | 847 | 5.39 | 738 | 4.87 |
| Credit card - foreign | 241 | 3.05 | 132 | 3.21 | 109 | 2.87 | 108 | 2.99 |
| Home equity | 1,419 | 2.41 | 923 | 3.09 | 496 | 1.71 | 179 | 0.63 |
| Direct/Indirect consumer | 1,215 | 3.03 | 660 | 3.22 | 555 | 2.84 | 456 | 2.41 |
| Other consumer | 169 | 8.54 | 83 | 8.47 | 86 | 8.61 | 96 | 9.08 |
| Total consumer | 5,084 | 1.88 | 2,925 | 2.17 | 2,159 | 1.58 | 1,604 | 1.17 |
| Commercial - domestic | 147 | 0.15 | 70 | 0.14 | 77 | 0.16 | 64 | 0.13 |
| Commercial real estate | 243 | 0.79 | 136 | 0.88 | 107 | 0.70 | 17 | 0.12 |
| Commercial lease financing | 21 | 0.19 | 6 | 0.11 | 15 | 0.27 | 17 | 0.31 |
| Commercial - foreign | (2) | (0.02) | 5 | 0.06 | (7) | (0.10) | 2 | 0.03 |
|  | 409 | 0.27 | 217 | 0.28 | 192 | 0.26 | 100 | 0.13 |
| Small business commercial - domestic | 841 | 8.42 | 477 | 9.53 | 364 | 7.31 | 281 | 5.82 |
| Total commercial | 1,250 | 0.77 | 694 | 0.84 | 556 | 0.69 | 381 | 0.47 |
| Total net charge-offs | \$6,334 | 1.46 | \$3,619 | 1.67 | $\stackrel{\text { \$2,715 }}{ }$ | 1.25 | \$1,985 | 0.91 |

## Impact of SOP 03-3



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

| Residential mortgage | \$ 222 | 0.17\% | \$ 154 | 0.24\% | \$ 68 | 0.10\% | \$ 29 | 0.04\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card - domestic | 1,823 | 5.87 | 976 | 6.36 | 847 | 5.39 | 738 | 4.87 |
| Credit card - foreign | 241 | 3.05 | 132 | 3.21 | 109 | 2.87 | 108 | 2.99 |
| Home equity | 1,426 | 2.42 | 927 | 3.10 | 499 | 1.72 | 187 | 0.66 |
| Direct/Indirect consumer | 1,215 | 3.03 | 660 | 3.22 | 555 | 2.84 | 458 | 2.41 |
| Other consumer | 169 | 8.54 | 83 | 8.47 | 86 | 8.61 | 96 | 9.08 |
| Total consumer | 5,096 | 1.88 | 2,932 | 2.18 | 2,164 | 1.59 | 1,616 | 1.18 |
| Commercial - domestic | 153 | 0.16 | 73 | 0.15 | 80 | 0.17 | 93 | 0.19 |
| Commercial real estate | 259 | 0.84 | 144 | 0.93 | 115 | 0.75 | 44 | 0.30 |
| Commercial lease financing | 21 | 0.19 | 6 | 0.11 | 15 | 0.27 | 19 | 0.34 |
| Commercial - foreign | (2) | (0.02) | 5 | 0.06 | (7) | (0.10) | 2 | 0.03 |
|  | 431 | 0.28 | 228 | 0.29 | 203 | 0.27 | 158 | 0.21 |
| Small business commercial - domestic | 846 | 8.48 | 479 | 9.58 | 367 | 7.36 | 286 | 5.91 |
| Total commercial | 1,277 | 0.78 | 707 | 0.86 | 570 | 0.71 | 444 | 0.55 |
| Total net charge-offs | \$6,373 | 1.47 | \$3,639 | 1.67 | \$2,734 | 1.26 | \$2,060 | 0.95 |

 outstanding loans and leases for the six months ended June 30, 2008, and the three months ended June 30, 2008, March 31, 2008 and December 31, 2007 was not material.
(2) The impact of SOP 03-3 was not material for the six months ended June 30, 2007, and the three months ended June 30, 2007 and September 30, 2007.

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

Exhibit B: Countrywide Financial Corporation Selected Data - (results are not part of Bank of America second quarter results)
COUNTRYWIDE FINANCIAL CORPORATION
MORTGAGE SERVICING RIGHTS

|  | Six Months Ended June 30 |  | $\begin{gathered} \% \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |
|  | (unaudited) |  |  |
| Mortgage Servicing Rights, at Estimated Fair Value |  |  |  |
| Balance at beginning of period | \$18,958,180 | \$16,172,064 | $17 \%$ |
| Additions: |  |  |  |
| Servicing resulting from transfers of financial assets | 1,730,344 | 4,156,287 | (58)\% |
| Purchases of servicing assets | 7,420 | 184,511 | (96)\% |
| Total additions | 1,737,764 | 4,340,798 | (60)\% |
| Less sale of MSRs | $(1,307,571)$ | - | $\mathrm{n} / \mathrm{m}$ |
| Change in fair value: |  |  |  |
| Due to changes in valuation inputs or assumptions used in valuation model ${ }^{(1)}$ | 435,295 | 1,231,513 | (65)\% |
| Other changes in fair value ${ }^{(2)}$ | (1,421,278) | (1,657,007) | (14)\% |
| Balance at end of period | \$18,402,390 | \$20,087,368 | (8)\% |

(1) Principally reflects changes in discount rates and prepayment speed assumptions, primarily due to changes in interest rates.
(2) Represents changes due to realization of expected cash flows.
$n / m=$ not meaningful

Exhibit B: Countrywide Financial Corporation Selected Data - continued (results are not part of Bank of America second quarter results)

## COUNTRYWIDE FINANCIAL CORPORATION

## SELECTED OPERATING DATA

| (dollar amounts in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended June 30 |  | $\begin{gathered} \% \\ \text { Change } \\ \hline \end{gathered}$ | Six Months Ended June 30 |  | \% Change |
|  | 2008 | 2007 |  | 2008 | 2007 |  |
|  | (unaudited) |  |  | (unaudited) |  |  |
| Production by segment: |  |  |  |  |  |  |
| Mortgage Banking | \$ 55,170 | \$123,068 | (55)\% | \$122,540 | \$ 233,635 | (48)\% |
| Banking Operations | 3,646 | 4,461 | (18)\% | 9,286 | 7,029 | 32 \% |
| Capital Markets - conduit acquisitions | 196 | 2,634 | (93)\% | 199 | 4,463 | (96)\% |
| Total Mortgage Loan Fundings | 59,012 | 130,163 | (55)\% | 132,025 | 245,127 | (46)\% |
| Commercial real estate | 54 | 2,901 | (98)\% | 130 | 4,912 | (97)\% |
| Total Loan Fundings | $\xlongequal{\text { \$ 59,066 }}$ | $\xlongequal{\$ 133,064}$ | (56)\% | \$132,155 | \$ 250,039 | (47)\% |
| Number of loans produced | 289,912 | 685,370 | (58)\% | 637,849 | 1,280,904 | (50)\% |
| Mortgage Loan Fundings by Product: |  |  |  |  |  |  |
| Government Fundings | \$ 18,702 | \$ 5,685 | 229 \% | \$ 28,893 | \$ 9,224 | $213 \%$ |
| ARM Fundings | 6,839 | 34,690 | (80)\% | 19,019 | 75,648 | (75)\% |
| Home Equity Fundings | 1,163 | 10,596 | (89)\% | 3,384 | 21,135 | (84)\% |
| Nonprime Fundings | - | 5,721 | (100)\% | - | 13,602 | (100)\% |
| Mortgage Loan Fundings by Purpose: |  |  |  |  |  |  |
| Non-purchase | \$ 33,818 | \$ 74,916 | (55)\% | \$ 86,137 | \$ 146,714 | (41)\% |
| Purchase | 25,194 | 55,247 | (54)\% | 45,888 | 98,413 | (53)\% |
|  | $\xlongequal{\text { S 59,012 }}$ | $\underline{\text { \$130,163 }}$ | (55)\% | \$132,025 | \$ 245,127 | (46)\% |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  | \% |
|  |  |  |  | 2008 | 2007 | Change |
| Mortgage loan pipeline |  |  |  |  |  |  |
| (loans-in-process) |  |  |  | \$ 25,727 | \$ 68,533 | (62)\% |
| Loan servicing portfolio ${ }^{(1)}$ |  |  |  | \$1,485,285 | \$1,415,472 | $5 \%$ |
| Number of loans serviced ${ }^{(1)}$ |  |  |  | 8,948,553 | 8,737,534 | $2 \%$ |
| MSR portfolio ${ }^{(2)}$ |  |  |  | \$1,365,869 | \$1,304,250 | $5 \%$ |
| Assets of Banking Operations |  |  |  | 106,580 | 89,910 | 19 \% |
| Workforce Head Count ${ }^{(3)}$ |  |  |  | 49,979 | 60,427 | (17)\% |

[^21]Appendix: Selected Slides from the

## Second Quarter 2008 Earnings Release Presentation

Key Capital Markets Risk Exposures

| ( $\$$ in millions) | Exposures |  |
| :---: | :---: | :---: |
|  | 6/30/2008 | 3/31/2008 |
| Leveraged lending related: |  |  |
| Net new commitments | 3,207 |  |
| Prior commitments - funded/terminated/changed | $(3,039)$ |  |
| EOP Unfunded commitments | 4,061 | 3,893 |
| Net new additions | 122 |  |
| Sold or syndicated | $(3,518)$ |  |
| EOP Funded commitments | 6,154 | 9,550 |
| Net writedown | (64) | (439) |
| Capital markets commercial mortgage related: |  |  |
| Unfunded commitments | 717 | 877 |
| Funded commitments | 8,487 | 11,144 |
| Net writedown | (79) | (191) |
| Other capital markets commercial mortgage writedowns | (184) |  |
| Super Senior CDO and other subprime related: |  |  |
| Super senior subprime, net of insurance | 3,501 | 5,935 |
| Super senior nonsubprime, net of insurance | 3,260 | 3,350 |
| Retained positions from terminated deals | 1,667 | 264 |
| Net writedown | (645) | $(1,465)$ |

## Bank of America

Consumer Asset Quality Key Indicators - Managed Basis

| (\$ in milions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Credit Card |  |  |  |  | Home Equity |  |  |  |  |  | Residential Mortgage |  |  |  |  |  |  | Other ${ }^{1}$ |  |  |  |  | Total Consumer |  |  |  |  |
|  | 2 O 08 |  |  | 1008 |  |  | 2 Q 08 |  |  | 1008 |  |  | 2 Q 08 |  |  | 1008 |  |  | 2008 |  |  | 1008 |  | 2008 |  | 1008 |  |  |
| Loans EOP | \$187,162 |  |  | \$183,758 |  |  | \$121,523 |  |  | \$118,505 |  |  | \$238,861 |  | \$269,727 |  |  |  | \$ 89,816 |  |  | \$ 85,430 |  | \$637,362 |  | \$657,420 |  |  |
| Loans Aug | 185,659 |  |  | 183,694 |  | 120,386 |  |  |  | 116,748 |  |  | 259,675 |  |  | 274,263 |  |  | 87,680 |  |  | 84,210 |  | 653,400 |  | 658,915 |  |  |
| Net losses | \$ | 2,751 |  | \$ | 2,372 |  | \$ | 923 |  | \$ | 496 |  | \$ | 151 |  |  | 66 |  | \$ | 749 |  | \$ | 650 | \$ | 4,574 | \$ | 3,584 |  |
| \% of aug loans |  | 5.96 | \% |  | 5.19 | \% |  | 3.08 | \% |  | 1.71 | \% |  | 0.23 | \% |  | 0.10 | \% |  | 3.43 | \% |  | 3.10 \% |  | 2.82 \% |  | 2.19 |  |
| 90* Performing DPD ${ }^{2}$ | \$ | 5,278 |  | \$ | 5,192 |  |  | N/A |  |  | N/A |  | \$ | 278 |  |  | 248 |  | \$ | 1,006 |  | \$ | 869 | \$ | 6,562 | \$ | 6,309 |  |
| \% of Loans |  | 2.82 | \% |  | 2.83 | \% |  | N/A |  |  | N/A |  |  | 0.12 | \% |  | 0.09 | \% |  | 1.12 | \% |  | 1.02 \% |  | 1.03 \% |  | 0.96 |  |
| Nonperforming loans ${ }^{3}$ |  | N/A |  |  | N/A |  | \$ | 1,851 |  | \$ | 1,786 |  | \$ | 3,269 |  |  | 2,576 |  | \$ | 100 |  | \$ | 97 | \$ | 5,220 | \$ | 4,459 |  |
| \% of Loans ${ }^{\text {3 }}$ |  | N/A |  |  | N/A |  |  | 1.52 | \% |  | 1.51 | \% |  | 1.39 | \% |  | 0.97 | \% |  | 0.11 | \% |  | 0.11 \% |  | $1.00 \%$ |  | 0.82 | \% |
| Allowance for loan losses ${ }^{3}$ | \$ | 3,584 |  | \$ | 3,654 |  | \$ | 3,812 |  | \$ | 2,549 |  | \$ | 792 |  |  | 394 |  | \$ | 3,150 |  | \$ | 2.647 |  | 11,438 | \$ | 9,244 |  |
| \% of Loans ${ }^{3}$ |  | 4.68 | \% |  | 4.81 | \% |  | 3.14 | \% |  | 2.15 | \% |  | 0.34 | \% |  | 0.15 | \% |  | 3.55 | \% |  | 3.14 \% |  | $2.18 \%$ |  | 1.70 | \% |
| Avg. refreshed (C)LTV |  | N/A |  |  | N/A |  |  | 78 |  |  | 74 |  |  | 65 |  |  | 62 |  |  | N/A |  |  | NA |  | N/A |  | N/A |  |
| 90\% + refeshed (C)LTV |  | N/A |  |  | N/A |  |  | 35 |  |  | 26 |  |  | 16 |  |  | 10 |  |  | N/A |  |  | N/A |  | N/A |  | NA |  |
| Avg. refreshed FICO ${ }^{4}$ |  | 686 |  |  | 685 |  |  | 716 |  |  | 718 |  |  | 733 |  |  | 733 |  |  | N/A |  |  | N/ |  | N/A |  | N/A |  |
| \% below 620 FICO ${ }^{4}$ |  | 16 | \% |  | 16 | \% |  | 10 | \% |  | 10 | \% |  |  | \% |  |  | \% |  | N/A |  |  | N/A |  | N/A |  | NA |  |

${ }^{1}$ Other primarily consists of the following portfolios of loans: Consumer lending and dealer financial services.
${ }^{2}$ Includes loans delinquent more than 90 days old and still accruing interest.
${ }^{3}$ Nonperforming loans and allowance for loan losses, as well as their corresponding ratios are presented on a held basis.
${ }^{4}$ Credit card shown on a managed, domestic basis.

## Consumer Real Estate Asset Quality - Managed Basis

## Home Equity

- Net loss ratio climbed 137 basis points from 1Q08 to $3.08 \%$
- Net losses of $\$ 923$ million driven by high CLTV loans
- Loans with $>90 \%$ CLTV represents $35 \%$ of portfolio
- $17 \%$ in first lien position, $27 \%$ have a first lien position with BAC in front of BAC second
- CA and FL represent $41 \%$ of the portfolio
- Allowance was increased to cover $\mathbf{3 . 1 4 \%}$ of loans
- Nonperforming loans were largely unchanged at $1.52 \%$ of loans
- $30+$ performing delinquencies improved 6 basis points to $1.27 \%$


## Residential Mortgage

- Net loss ratio climbed 13 basis points from 1Q08 to . $23 \%$
- Net losses of $\$ 151$ million largely driven by CRA portfolio ( $8 \%$ of loans) and housing stressed states
- Loans with $>90 \%$ CLTV represents $16 \%$ of portfolio
- CA and FL represent $41 \%$ of the portfolio
- Allowance was increased to cover . $34 \%$ of loans
- Nonperforming loans increased $\$ 693$ million to $\mathbf{1 . 3 9 \%}$ of loans
- $\mathbf{3 0 +}$ performing delinquencies increased to $\mathbf{2 . 0 7} \%$

Other Consumer Lending Asset Quality - Managed Basis
Consumer Credit Card

- Net loss ratio climbed 77 basis points to $\mathbf{5 . 9 6 \%}$
- Increase centered in geographies of housing stress
- $\mathbf{3 0 +}$ delinquencies improved $\mathbf{8}$ basis points to $\mathbf{5 . 5 3 \%}$ of loans
- $90+$ delinquencies improved 1 basis point to $\mathbf{2 . 8 2 \%}$ of loans
- CA and FL represent $\mathbf{2 4} \%$ of the domestic card portfolio

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

| (\$ in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial ${ }^{2}$ |  |  |  |  |  | Commercial Real Estate |  |  |  |  |  | Small Business |  |  |  |  |  | Commercial Lease Financing |  |  |  |  |  | Total Commercial |  |  |  |  |  |
|  | 2 Q 08 |  |  | 1008 |  |  | 2 Q 08 |  |  | 1008 |  |  | 2Q08 |  |  | 1008 |  |  | 2,08 |  |  | 1008 |  |  | 2 Q 08 |  |  | 1008 |  |  |
| Loans EOP | \$235,541 |  |  | \$219,171 |  |  | \$ 62,897 |  |  | \$ 62,739 |  |  | \$ 19,908 |  |  | \$ 20,142 |  |  | \$ 22,815 |  |  | \$ 22,132 |  |  | \$341,161 |  | \$324,184 |  |  |  |
| Loans Avg | 227,488 |  |  | 218,467 |  |  | 62,640 |  |  | 61,890 |  |  | 20,123 |  |  | 20,022 |  |  | 22,276 |  |  | 22,227 |  |  | 332,527 |  | 322,606 |  |  |  |
| Net charge-offs | \$ | 75 |  | \$ | 70 |  | \$ | 136 |  | \$ | 107 |  | \$ | 477 |  | \$ | 364 |  | \$ | 6 |  | \$ | 15 |  | \$ | 694 |  | \$ | 556 |  |
| \% of avg loans |  | 0.13 | \% |  | 0.13 | \% |  | 0.88 | \% |  | 0.70 | \% |  | 9.53 | \% |  | 7.31 | \% |  | 0.11 | \% |  | 0.27 | \% |  | 0.84 | \% |  | 0.69 | \% |
| 90* Perlorming DPD | \$ | 278 |  | \$ | 191 |  | \$ | 262 |  | \$ | 223 |  | \$ | 594 |  | \$ | 547 |  | \$ | 27 |  | \$ | 32 |  | \$ | 1,161 |  | \$ | 993 |  |
| \% of Loans |  | 0.12 | \% |  | 0.09 | \% |  | 0.42 | \% |  | 0.36 | \% |  | 2.98 | \% |  | 2.72 | \% |  | 0.12 | \% |  | 0.14 | \% |  | 0.34 | \% |  | 0.31 | * |
| Nonperforming loans | \$ | 1,127 |  | \$ | 1,034 |  | \$ | 2,616 |  | \$ | 1,627 |  | \$ | 153 |  | \$ | 169 |  | \$ | 40 |  | \$ | 44 |  | \$ | 3,936 |  | \$ | 2,874 |  |
| \% of Loans |  | 0.48 | \% |  | 0.47 | \% |  | 4.16 | \% |  | 2.59 | \% |  | 0.77 | \% |  | 0.84 | \% |  | 0.18 | \% |  | 0.20 | \% |  | 1.15 | \% |  | 0.89 | \% |
| Allowance for loan losses | \$ | 2,083 |  | \$ | 2,180 |  | \$ | 1,333 |  | \$ | 1,206 |  | \$ | 2,078 |  | \$ | 2,034 |  | \$ | 199 |  | \$ | 227 |  | \$ | 5,693 |  | \$ | 5,647 |  |
| \% of Loans |  | 0.88 | \% |  | 0.99 | \% |  | 2.12 | \% |  | 1.92 | \% |  | 10.44 | \% |  | 10.10 | \% |  | 0.87 | \% |  | 1.03 | \% |  | 1.67 | \% |  | 1.74 | \% |
| Criticized Utilized Exposure ${ }^{3}$ |  | 15,630 |  |  | 11,857 |  |  | 10,776 |  | \$ | 9,208 |  | \$ | 1,060 |  |  | 1,021 |  | \$ | 870 |  | \$ | 647 |  |  | 28,336 |  |  | 22,733 |  |
| \% of Total Exposure |  | 4.48 | \% |  | 3.59 | \% |  | 15.62 | \% |  | 13.36 | \% |  | 5.29 | \% |  | 5.04 | \% |  | 3.81 | \% |  | 2.92 | \% |  | 6.15 | \% |  | 5.15 | \% |

- Homebuilder utilized balances at $6 / 30 / 08$, included in commercial real estate, down slightly from $1 Q 08$ to $\$ 13$ billion. These utilized balances are included in total binding exposure which was $\$ 19$ billion.
- Criticized utilized exposure increased $\$ 863$ million to $\$ 7.5$ billion ( $57 \%$ of utilized exposure)
- NPAs rose $\$ 868$ million to $\$ 2.2$ billion
-2Q08 charge-offs of $\$ 130$ million (vs $\$ 107$ million in 1Q08)
${ }^{1}$ Does not include certain commercial loans measured at fair value in accordance with SFAS 159.
${ }^{2}$ Includes Commercial - Domestic and Commercial - Foreign.
${ }^{3}$ Excludes Assets Held for Sale.
- Transaction closed July 1, 2008
- Consumer real estate headquarters will be in Calabasas
- Barbara Desoer named as consumer real estate executive based in California
- Management teams largely in place with balance between both legacy organizations
- Announced 7,500 positions to be reduced as a result of the acquisition
- Operational consolidation on track:
, Consolidated many back office and risk management operational activities
- Aligning deposit pricing with Bank of America processes
, Consolidated much of the capital markets platforms immediately
- Implementing management and sales routines across all products
- Business model commitments
> Reaffirmed commitment to Wholesale and Correspondent channels in mortgage
, Will continue to offer Conforming loans underwritten to standard guidelines of government-sponsored enterprises and the government including CRA
, No subprime mortgage origination
> Discontinue certain nontraditional mortgages, including option-ARMs, and significantly curtail use of low documentation loans
- Expect to modify or workout $\$ 40$ billion in troubled mortgage loans over the next 2 years
, Creating $\$ 35$ million "Neighborhood Preservation Program" for counseling and foreclosure prevention
- Recorded a $\$ 2.3$ billion loss in 2Q08
- Countrywide 2Q08 charges include:
, $\$ 2.3$ billion provision for credit losses
, $\$ 760$ million provision for rep and warranties
, $\$ 630$ million losses from securities impairments and capital markets activities
- Production in the quarter of $\$ 59$ billion down from 1Q08
, Purchase volumes increased 22\%
- Refi volumes dropped 35\%
- Servicing portfolio held steady at $\mathbf{\$ 1 . 4 8 5}$ trillion
- Expect to exceed original cost save target
, Announcement - $\$ 670$ million after tax, fully realized in 2011
, Now expected to be $\$ 900$ million after tax, fully realized in 2011
, Cost saves equal $13 \%$ of combined legacy consumer real estate and insurance base
- Merger related expense still targeted at $\$ 1.2$ billion after tax
, 2/3rds expected to impact the income statement
, 1/3rd expected to be capitalized in purchase accounting
> Incurred through 2010 with bulk in 2009

Preliminary Countrywide Results

| ( $\$$ in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 |  | June 30, 2007 |  | March 31, 2008 |  | June 30, 2008 |  | June 30, 2007 |  |
| Net interest income | \$ | 656 | \$ | 728 | \$ | 731 | \$ | 1,387 | \$ | 1,459 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| (Loss) gain on sale of loans |  | (127) |  | 1,494 |  | 289 |  | 162 |  | 2,727 |
| Net loan servicing fees and other income |  | (23) |  | 100 |  | 456 |  | 433 |  | 199 |
| Net insurance premiums |  | 485 |  | 352 |  | 489 |  | 974 |  | 687 |
| Loss on AFS securities |  | (468) |  | (5) |  | (24) |  | (492) |  | (4) |
| Other |  | 185 |  | 172 |  | 239 |  | 424 |  | 331 |
| Total noninterest income |  | 52 |  | 2,113 |  | 1,449 |  | 1,501 |  | 3,940 |
| Total Revenue |  | 708 |  | 2,841 |  | 2,180 |  | 2,888 |  | 5,399 |
| Provision for loan losses |  | 2,331 |  | 293 |  | 1,501 |  | 3,832 |  | 445 |
| Noninterest expense |  | 2,193 |  | 1,884 |  | 2,171 |  | 4,364 |  | 3,589 |
| Pre - tax income (loss) |  | $(3,816)$ |  | 664 |  | $(1,492)$ |  | $(5,308)$ |  | 1,365 |
| Income tax expense |  | $(1,486)$ |  | 179 |  | (599) |  | $(2,085)$ |  | 446 |
| Net Income (loss) | \$ | $(2,330)$ | \$ | 485 | \$ | (893) | \$ | $(3,223)$ | \$ | 919 |
| Mortgage loan fundings | \$ | 59,012 | \$ | 130,163 | \$ | 73,013 | \$ | 132,025 | \$ | 245,127 |
| Non-purchase |  | 33,818 |  | 74,916 |  | 52,319 |  | 86,137 |  | 146,714 |
| Purchase |  | 25,194 |  | 55,247 |  | 20,694 |  | 45,888 |  | 98,413 |
| Mortgage loan pipeline |  | 25,727 |  | 68,533 |  | 45,529 |  |  |  |  |
| Loan servicing portfolio ${ }^{(1)}$ |  | 1,485,285 |  | 1,415,472 |  | 1,484,157 |  |  |  |  |
| MSR portfolio ${ }^{(2)}$ |  | 1,365,869 |  | 1,304,250 |  | 1,361,945 |  |  |  |  |
| MSR Value |  | 18,402 |  | 20,087 |  | 17,155 |  |  |  |  |

## Bank of America

Preliminary Countrywide Balance Sheet

| (\$ in billions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 |  | March 31, 2008 |  |
| Loans: |  |  |  |  |
| Held for sale | \$ | 11.8 | \$ | 15.7 |
| Held for investment |  | 99.3 |  | 98.6 |
| Total Loans |  | 111.1 |  | 114.3 |
| Allowance for loan losses |  | (5.1) |  | (3.4) |
| Securites purchased under agreement to resell, securities borrowed and fed funds sold |  | 6.6 |  | 7.8 |
| Investments in other financial instruments |  | 18.8 |  | 20.9 |
| MSR, at estimated fair value |  | 18.4 |  | 17.2 |
| Other assets |  | 22.3 |  | 42.2 |
| Total assets | \$ | 172.1 | \$ | 199.0 |
| Deposits | \$ | 62.8 | \$ | 63.3 |
| Securities sold under agreement to repurchase |  | 3.5 |  | 17.9 |
| Notes payable |  | 82.3 |  | 87.7 |
| Other liabilities |  | 13.1 |  | 16.9 |
| Total liabilities |  | 161.7 |  | 185.8 |
| Shareholders' equity |  | 10.4 |  | 13.2 |
| Total liabilities and shareholders' equity | \$ | 172.1 | \$ | 199.0 |

Bank of America

Preliminary Countrywide Purchase Accounting Estimates
(\$ in billions, except per share amounts)

## Purchase price

Countrywide common stock exchanged (in millions) 583
Exchange ratio
Corporation's common stock exchanged (in millions)
Purchase price per share of the corporation's common stock ${ }^{(1)}$
Total purchase price
Preliminary allocation of the purchase price
Countrywide stockholder's equity ${ }^{(2)}$
8.4

Pretax adjustments to reflect assets acquired and liabilities assumed at fair value ${ }^{(3)}$ Loans ${ }^{(4)}$
Mortgage servicing rights
Deferred costs and currency adjustments on loans and debt
All other
Pretax total adjustments
Deferred income taxes
After tax total adjustments
Fair value of net assets acquired
Preliminary goodwill resulting from the Countrywide merger
${ }^{(1)}$ The value of the shares of common stock exchanged with Countrywide shareholders was based upon the average of the closing prices of the corporation's common stock for the period commencing two trading days before, and ending two trading days after January 11, 2008, the date of the Countrywide merger agreement.
${ }^{(2)}$ The value of the remaining Countrywide shareholder's equity after the cancellation of the Series B convertible preferred shares owned by the corporation prior to the merger.
${ }^{(3)}$ Adjustments shown in the preliminary purchase price allocation are based on values within current estimated ranges.
${ }^{\text {(6) }}$ Loan portfolio credit adjustment of $\$ 14.3$ billion less the allowance for loan and lease losses of $\$ 5.1$ billion less $\$ 1.1$ billion of loss exposure for non-impaired loans that will flow through consolidated earnings over time, if incurred.

Bank of America



[^0]:    \%

[^1]:    (1) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services, with a corresponding offset recorded in All Other.
    
    (3) the interest margin for comparative purposes.
    (4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio
    
    (5) 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]:    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.
    (4) PTE
[^3]:    (1) Fully taxable-equivalent basis

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

[^4]:    Certain prior period amounts have been reclassified to conform to current period presentation.

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

[^6]:    (1) Yields on AFS debt securities are calculated based on fair value rather than historical cost balances. The use of fair value does not have a material impact on net interest yield.
    (2) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cash basis.
    (3) Includes foreign consumer loans of $\$ 3.0$ billion and $\$ 3.3$ billion in the second and first quarters of 2008, and $\$ 3.9$ billion in the second quarter of 2007.
     the second and first quarters of 2008, and $\$ 775$ million in the second quarter of 2007.
    (5) Includes domestic commercial real estate loans of $\$ 61.6$ billion and $\$ 61.0$ billion in the second and first quarters of 2008, and $\$ 36.2$ billion in the second quarter of 2007 ,
    
     and first quarters of 2008, and \$207 million in the second quarter of 2007.

[^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 $\$ 3.1$ billion and $\$ 3.9$ billion for the six months ended June 30, 2008 and 2007.
    (4) Includes consumer finance loans of $\$ 2.9$ billion and $\$ 3.2$ billion, and other foreign consumer loans of $\$ 859$ million and $\$ 1.4$ billion for the six months ended June 30,2008 and 2007.
    (5) Includes domestic commercial real estate loans of $\$ 61.3$ billion and $\$ 35.8$ billion for the six months ended June 30, 2008 and 2007.
    
    

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

[^9]:     other Global Corporate and Investment Banking activities.
    (2) Fully taxable-equivalent basis
    (3) Total market-based earning assets represents earning assets included in the Capital Markets and Advisory Services business but excludes loans that are accounted for at fair value in accordance with SFAS 159.
    4) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful

[^10]:    (1) Fully taxable-equivalent basis
    (2) Total assets include asset allocations to match liabilities (i.e., deposits).

[^11]:    Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

[^12]:    (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.
     recognized $\$ 115$ million and $\$ 25$ million in impairment charges on these assets.

[^13]:    (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. Represents remaining CDOs.

[^14]:     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).
    
     to better facilitate period-over-period comparisons.
    (6) Client brokerage assets include non-discretionary brokerage and fee-based assets.

[^15]:    (l) In July 2007, the operations of the acquired U.S. Trust Corporation were combined with the former Private Bank to create 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 June 30, 2008, March 31, 2008 and June 30, 2007, a total of $\$ 5.6$ billion, $\$ 7.0$ billion and $\$ 2.9$ 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.

[^16]:     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 assets include asset allocations to match liabilities (i.e., deposits).
    $n / m=$ not meaningful

[^17]:    
    
    
     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 47).
    (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.

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

[^19]:    (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

[^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]:    (1) Includes loans held for sale, loans held for investment and loans serviced for others, including those under subservicing agreements.
    (2) Represents loan servicing portfolio reduced by loans held for sale, loans held for investment and subservicing.
    (3) Workforce Head Count includes full-time employees, contract, and temporary help.

