# 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):
October 6, 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)
$\square$ 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 October 6, 2008, Bank of America Corporation (the "Registrant") announced financial results for the third quarter ended September 30, 2008, reporting third quarter net income of $\$ 1.18$ billion and diluted earnings per common share of $\$ 0.15$. A copy of the press release announcing the Registrant's results for the third quarter ended September 30, 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 7.01. REGULATION FD DISCLOSURE.

On October 6, 2008, the Registrant held an investor conference call and webcast to disclose financial results for the third quarter ended September 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 September 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 October 6, 2008, the Registrant announced financial results for the third quarter ended September 30, 2008, reporting third quarter net income of $\$ 1.18$ billion and diluted earnings per common share of $\$ 0.15$. A copy of the press release announcing the Registrant's results for the third quarter ended September 30, 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

Separately, the Registrant announced that, in connection with the integration of Countrywide Financial Corporation ("Countrywide") with its other businesses and operations, it intends to transfer substantially all of the assets and operations of Countrywide and its subsidiary Countrywide Home Loans, Inc. ("CHL") to other subsidiaries of the Registrant. As part of the consideration for such transfer, if effected, the Registrant would assume debt securities and related guarantees of Countrywide and CHL in an aggregate amount of approximately $\$ 21$ billion. There can be no assurance that such transfer and assumption will occur or as to the timing or terms thereof.

## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, in particular, the information as to our assumption of outstanding debt securities and related guarantees of Countrywide Financial Corporation and Countrywide Home Loans, Inc. All forward-looking statements, by their nature, are subject to risks and uncertainties. Our actual results may differ materially from those set forth in our forward-looking statements. As a large, international financial services company, we face risks that are inherent in the businesses and marketplaces in which we operate. Information
regarding important factors that could cause our future financial performance to vary from that described in our forward-looking statements is contained under the captions "Item 1A. Risk Factors," and "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the year ended December 31, 2007 and in Exhibit 99.3 included in this Form 8-K and may be provided in other reports and registration statements we file from time to time with the SEC. You should not place undue reliance on any forward-looking statements, which speak only as of the dates they are made. All subsequent written and oral forward-looking statements attributable to us or any person on our behalf are expressly qualified in their entirety by the cautionary statements contained or referred to herein. Except to the extent required by applicable law or regulation, we undertake no obligation to update these forward-looking statements to reflect events or circumstances after the date of this filing or to reflect the occurrence of unanticipated events.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

## (d) Exhibits.

The following exhibits are filed herewith:
EXHIBIT NO.
99.1
99.2

Press Release dated October 6, 2008 with respect to the Registrant's financial results for the third quarter ended September 30, 2008
99.3

Supplemental Information prepared for use on October 6, 2008 in connection with financial results for the third quarter ended September 30, 2008
Risk Factors

## SIGNATURE

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

## BANK OF AMERICA CORPORATION

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

Dated: October 6, 2008

## EXHIBIT INDEX

EXHIBIT NO. DESCRIPTION OF EXHIBIT

DESCRIPTION OF EXHIBIT
Press Release dated October 6, 2008 with respect to the Registrant's financial results for the third quarter ended September 30, 2008
Supplemental Information prepared for use on October 6, 2008 in connection with financial results for the third quarter ended September 30, 2008
Risk Factors

October 6, 2008
Investors May Contact:
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Lee McEntire, Bank of America, 1.704.388.6780
Reporters May Contact:
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robert.stickler@bankofamerica.com

# Bank of America Announces 3rd Quarter Earnings and Capital Raising Initiatives 

Earns $\$ 1.18$ billion, or $\$ 0.15$ per share
Selling Approximately $\$ 10$ billion in Common Stock
Reduces 4th Quarter Dividend 50\% to $\$ 0.32$
CHARLOTTE - Bank of America Corporation today reported third quarter 2008 net income of $\$ 1.18$ billion, or $\$ 0.15$ per share, down from $\$ 3.70$ billion, or $\$ 0.82$ per share, a year earlier.

The company also announced two initiatives to raise capital, targeting an 8 percent Tier 1 Capital ratio. The company intends to sell common stock with a target of raising $\$ 10$ billion. In addition, the Board of Directors has declared a quarterly dividend on common stock of $\$ 0.32$ to be paid on December 26 , 2008 to shareholders of record on December 5,2008 . Assuming the current number of issued and outstanding shares, the reduction from $\$ 0.64$ paid in recent quarters would add more than $\$ 1.4$ billion to capital each quarter.
"These are the most difficult times for financial institutions that I have experienced in my 39 years in banking," said Kenneth D. Lewis, chairman and chief executive officer. "We believe it is prudent to raise capital to very substantial levels in this uncertain environment. Both economic and financial market conditions have changed significantly in the last two months. We were willing to operate at capital levels over the short-term that were good, but not at our targeted levels, given projections two months ago. We now believe it is important to be at or near our 8 percent Tier 1 capital ratio target given the recessionary conditions and outlook for still weaker economic performance which we expect to drive higher credit losses and depress earnings. We believe that achieving higher capital levels today will position our company to provide credit to those consumers and businesses that are attracted to our strength and stability.
"We know many investors in our stock are quite disappointed with a dividend reduction," Lewis continued. "It is not a decision we made lightly. However, we cannot pay out what we have not earned. Our goal is to resume dividend increases from the new level as soon as our earnings performance warrants.
"All that said, our company continues to be profitable, and we have been able in the last year to make a number of moves that should significantly enhance our earnings when economic and financial market conditions improve. Our diversity and scale give us strength to deal with the current issues that few competitors can match. I have never been more optimistic about the long-term prospects of Bank of America."

Lower earnings in the third quarter compared to a year earlier were driven by a significant increase in provision expense, as credit costs continued to rise, partially offset by advances in various income categories largely as a result of the acquisition of Countrywide Financial Corporation on July 1 , 2008 and LaSalle Bank. Countrywide results were not included in prior period results.

Bank of America is clearly benefiting from consumer and business flight to safety, as shown by year-over-year increases in loans and especially deposits. While consumer credit costs continued to increase in line with economic conditions, the company continued to increase the number of customer accounts and make progress in such categories as investment banking.

## Third Quarter Selected Business Developments

- Retail deposits increased $\$ 56$ billion to $\$ 586$ billion from June 30 to September 30, 2008, including the addition of $\$ 35$ billion from Countrywide, extending Bank of America's lead as the largest retail depository institution in the United States. Excluding the impact of Countrywide, Bank of America gained $\$ 21$ billion in retail deposits during the quarter as consumers moved money to safety. That gain was almost three times the industry average. Service charges increased $\$ 84$ million from the second quarter, but debit card revenue declined slightly as consumers pulled back on spending.
- Reflecting deteriorating economic conditions, the consumer credit card business experienced a decrease in purchase volumes, slowing repayments and increased delinquencies during the quarter. Credit card held net charge offs increased to $\$ 1.24$ billion, representing a net charge off rate of 6.14 percent. Credit card managed net credit losses rose to $\$ 3.00$ billion, representing a loss rate of 6.40 percent.
- Investment banking income was up 22 percent from the previous year to $\$ 474$ million. Revenue in Capital Markets and Advisory Services was adversely impacted by $\$ 952$ million in CDO-related charges, $\$ 327$ million in leveraged loan and commercial mortgage related writedowns and $\$ 190$ million in losses on a commitment to buy back auction-rate securities from clients.
- Equity investment income results were negatively impacted by writedowns totaling $\$ 320$ million on the preferred stock of Fannie Mae and Freddie Mac.
- Global Wealth and Investment Management revenue was affected by $\$ 630$ million in support for cash funds and $\$ 123$ million in losses on a commitment to buy back auction-rate securities from clients.


## Third Quarter 2008 Financial Summary

## Revenue and Expense

Revenue net of interest expense on a fully taxable-equivalent basis rose 21 percent to $\$ 19.90$ billion from $\$ 16.47$ billion a year earlier.
Net interest income on a fully taxable-equivalent basis rose 33 percent to $\$ 11.92$ billion from $\$ 8.99$ billion in the third quarter of 2007 due to the acquisitions of LaSalle and Countrywide, loan and deposit growth, and the impact of rate movements. The net interest yield increased 32 basis points to 2.93 percent due to increased yields on market-based activity driven by the steepening of the yield curve and the mix of products.

Noninterest income increased 7 percent to $\$ 7.98$ billion from $\$ 7.48$ billion a year earlier. The company booked a $\$ 630$ million charge for providing support to cash funds and losses of $\$ 313$ million related to auction-rate securities. Noninterest income was adversely impacted by $\$ 1.8$ billion in writedowns and charges associated with market disruptions, which included Global Corporate and Investment Banking's portion of the losses associated with auction-rate securities. Service charges income rose due in part to the increase in deposits. Mortgage banking income and insurance income also rose due to the acquisition of Countrywide.

Noninterest expense rose 34 percent to $\$ 11.66$ billion, largely reflecting the addition of Countrywide and LaSalle. Pretax merger and restructuring charges related to acquisitions were $\$ 247$ million compared with $\$ 84$ million a year earlier. The efficiency ratio, on a fully taxable-equivalent basis, was 58.60 percent.

## Credit Quality

Credit quality continued to weaken during the quarter with more rapid deterioration noted recently. The economy has moved to a recessionary environment and the risk of a prolonged recession has increased. Consumers are experiencing higher levels of stress from depreciating home prices, rising unemployment and tighter credit conditions. Higher levels of bankruptcies are occurring and delinquencies and losses have increased in all consumer portfolios.

Increased loss and delinquency trends first experienced in the home equity and homebuilder portfolios have now spread into the first mortgage, unsecured consumer lending and credit card portfolios. Deterioration has been more pronounced in California and Florida, which have been hit harder by home price depreciation and rising unemployment than in other markets. Commercial losses in sectors other than real estate and small business also increased, but remain below normalized ranges.

The company added almost $\$ 2$ billion to the allowance for loan and lease losses during the quarter through provision. The additions were mainly for consumer loans,
including the unsecured consumer lending, credit card and residential mortgage portfolios. The current coverage ratios and amounts shown below include the addition of Countrywide.

- Provision for credit losses was $\$ 6.45$ billion, up from $\$ 5.83$ billion in the second quarter and from $\$ 2.03$ billion in the third quarter of 2007.
- Net charge-offs were $\$ 4.36$ billion, or 1.84 percent of total average loans and leases compared with $\$ 3.62$ billion, or 1.67 percent, in the second quarter and $\$ 1.57$ billion, or 0.80 percent, in the third quarter of 2007.
- Total managed net losses were $\$ 6.11$ billion, or 2.32 percent, of total average managed loans and leases compared with $\$ 5.26$ billion, or 2.16 percent, in the second quarter and $\$ 2.83$ billion, or 1.27 percent, in the third quarter of 2007.
- Nonperforming assets were $\$ 13.36$ billion or 1.42 percent of total loans, leases and foreclosed properties, compared with $\$ 9.75$ billion, or 1.13 percent, at June 30, 2008 and $\$ 3.37$ billion, or 0.43 percent, at September 30, 2007.
- The allowance for loan and lease losses was $\$ 20.35$ billion, or 2.17 percent of loans and leases measured at historical cost compared with $\$ 17.13$ billion, or 1.98 percent, at June 30, 2008 and $\$ 9.54$ billion, or 1.21 percent, at September 30, 2007.


## Capital Management

Total shareholders' equity was $\$ 161.04$ billion at September 30. Period-end assets were $\$ 1.83$ trillion. The Tier 1 capital ratio estimate is 7.50 percent, down from 8.25 percent at June 30, 2008. The ratio was 8.22 percent a year earlier.

Bank of America paid a cash dividend of $\$ 0.64$ per share in the quarter. The company also issued about 109 million common shares, including 107 million shares for the acquisition of Countrywide and 2 million shares related to employee stock options and ownership plans. No shares were repurchased during the quarter. Period-end common shares issued and outstanding were 4.56 billion for the third quarter, up from 4.45 billion for the second quarter of 2008 and 4.44 billion in the year ago quarter.

## Transition update

The LaSalle transition will reach a significant milestone in the fourth quarter with expected major systems conversions. In addition, the cost saves achieved in connection with the transaction will exceed original projections.

The transition at Countrywide, which was acquired on July 1, is on track. The company today reached a major milestone by announcing in conjunction with a number of state attorneys general a proactive home retention program that will
modify troubled mortgages using principal reductions for nearly 400,000 Countrywide customers nationwide (see separate press release issued earlier today).
The combined company modified loans for more than 73,000 customers during the third quarter, up from 14,000 in the similar period in 2007.
Countrywide added $\$ 259$ million in operating earnings to Bank of America this quarter, which was accretive to earnings per share by $\$ 0.06$. The transition team is on track to reach targeted cost savings, which have been increased from original projections to $\$ 900$ million after-tax, and expect to fully realize the benefits by 2011.

Bank of America agreed on September 15, 2008 to acquire Merrill Lynch. The company has begun to announce the senior management team of the combined company and the transition teams are beginning to map out their activities.

Note: Chief Executive Officer Kenneth D. Lewis and Chief Financial Officer Joe L. Price will discuss third quarter 2008 results in a conference call at 5 p.m. EDT today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations Web site at http://linvestor.bankofamerica.com. For a listen-only connection to the conference call, dial 877.585.6241 or (international) 785.830.1916 and the conference ID: 79795.

## 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 18,000 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.

## Forward-Looking Statements

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.

## www.bankofamerica.com

The Company has filed a registration statement (including a prospectus) with the SEC for the offering to which this communication relates. Before you invest, you should read the prospectus in that registration statement and other documents the Company has filed with the SEC for more complete information about the Company and this offering. You may obtain these documents for free by visiting EDGAR on the SEC Web site at www.sec.gov. Alternatively, Bank of America Corporation or the lead managers will arrange to send you the prospectus if you request it by contacting Bank of America Corporation, Corporate Treasury - Securities Administration, at 1-866-804-5241, Banc of America Securities LLC, toll free at 1-800-294-1322 or Merrill Lynch \& Co. at 1-866-500-5408.

## 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 September 30 |  |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |  |
| Net interest income | \$ | 11,642 | \$ | 8,617 | \$ | 32,254 | \$ | 25,276 |
| Total noninterest income |  | 7,979 |  | 7,480 |  | 24,848 |  | 28,753 |
| Total revenue, net of interest expense |  | 19,621 |  | 16,097 |  | 57,102 |  | 54,029 |
| Provision for credit losses |  | 6,450 |  | 2,030 |  | 18,290 |  | 5,075 |
| Noninterest expense, before merger and restructuring charges |  | 11,413 |  | 8,627 |  | 29,953 |  | 26,845 |
| Merger and restructuring charges |  | 247 |  | 84 |  | 629 |  | 270 |
| Income before income taxes |  | 1,511 |  | 5,356 |  | 8,230 |  | 21,839 |
| Income tax expense |  | 334 |  | 1,658 |  | 2,433 |  | 7,125 |
| Net income | \$ | 1,177 | \$ | 3,698 | \$ | 5,797 | \$ | $\underline{14,714}$ |
| Earnings per common share | \$ | 0.15 | \$ | 0.83 | \$ | 1.11 | \$ | 3.30 |
| Diluted earnings per common share |  | 0.15 |  | 0.82 |  | 1.10 |  | 3.25 |


| Summary Average Balance Sheet | Three Months Ended September 30 |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| Total loans and leases | \$ 946,914 | \$ 780,516 |
| Debt securities | 266,013 | 174,568 |
| Total earning assets | 1,622,466 | 1,375,795 |
| Total assets | 1,905,691 | 1,580,565 |
| Total deposits | 857,845 | 702,481 |
| Shareholders' equity | 166,454 | 134,487 |
| Common shareholders' equity | 142,303 | 131,606 |


| Nine Months Ended September $\mathbf{3 0}$ |  |
| :---: | ---: |
| $\mathbf{2 0 0 8}$ | 2007 |
| $\$ \mathbf{9 0 0 , 5 7 4}$ | $\$ 745,162$ |
| $\mathbf{2 4 0 , 3 4 7}$ | 179,589 |
| $\mathbf{1 , 5 4 4 , 6 1 7}$ | $1,352,177$ |
| $\mathbf{1 , 8 0 8 , 7 6 5}$ | $1,554,760$ |
| $\mathbf{8 1 0 , 6 6 3}$ | 695,465 |
| $\mathbf{1 6 0 , 8 9 0}$ | 133,878 |
| $\mathbf{1 4 1 , 3 3 7}$ | 131,017 |


| Performance Ratios | Three Months Ended September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |
| Return on average assets |  | 0.25 | \% |  | 0.93 |
| Return on average common shareholders' equity |  | 1.97 |  |  | 11.02 |
| Credit Quality | Three Months Ended September 30 |  |  |  |  |
|  | 2008 |  |  | 2007 |  |
| Total net charge-offs | \$ | 4,356 |  | \$ | 1,573 |
| Annualized net charge-offs as a \% of average loans and leases outstanding (1) |  | 1.84 | \% |  | 0.80 |
| Provision for credit losses | \$ | 6,450 |  | \$ | 2,030 |
| Total consumer credit card managed net losses |  | 2,996 |  |  | 2,024 |
| Total consumer credit card managed net losses as a \% of average managed credit card receivables |  | 6.40 | \% |  | 4.67 |


| Nine Months Ended September 30 |  |  |
| :---: | :---: | :---: |
| $\%$ |  |  |
|  |  |  |


|  | September 30 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  | 2007 |  |
| Total nonperforming assets | \$ | 13,357 |  | \$ | 3,372 |
| Nonperforming assets as a \% of total loans, leases and foreclosed properties (1) |  | 1.42 | \% |  | 0.43 |
| Allowance for loan and lease losses | \$ | 20,346 |  | \$ | 9,535 |
| Allowance for loan and lease losses as a \% of total loans and leases measured at historical cost (1) |  | 2.17 | \% |  | 1.21 |


| Capital Management | September 30 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |
| Risk-based capital ratios: |  |  |  |
| Tier 1 | 7.50 | *\% | 8.22 |
| Tangible equity ratio ${ }^{(2)}$ | 4.03 | * | 4.09 |
| Period-end common shares issued and outstanding | 4,562,055 |  | 4,436,855 |


|  | Three Months Ended September 30 |  |  | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |  | 2008 |  | 2007 |
| Shares issued | 109,108 |  | 9,499 |  | 124,170 |  | 49,734 |
| Shares repurchased | - |  | $(9,580)$ |  | - |  | $(71,030)$ |
| Average common shares issued and outstanding | 4,543,963 |  | 20,616 |  | 4,469,517 |  | 4,424,269 |
| Average diluted common shares issued and outstanding | 4,563,508 |  | 75,917 |  | 4,493,506 |  | 4,483,465 |
| Dividends paid per common share | \$ 0.64 | \$ | 0.64 | \$ | 1.92 | \$ | 1.76 |


| Summary Ending Balance Sheet | September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |
| Total loans and leases |  | 942,676 |  | 793,537 |
| Total debt securities |  | 258,677 |  | 177,296 |
| Total earning assets |  | 1,544,907 |  | 1,362,543 |
| Total assets |  | 1,831,177 |  | 1,578,763 |
| Total deposits |  | 874,051 |  | 699,222 |
| Total shareholders' equity |  | 161,039 |  | 138,510 |
| Common shareholders' equity |  | 136,888 |  | 135,109 |
| Book value per share of common stock | \$ | 30.01 | \$ | 30.45 |

[^0]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 September 30 |  |  | Nine Months Ended September 30 |  |  |  |
|  | 2008 | 2007 |  | 2008 |  | 2007 |  |
| Net interest income | \$ 11,920 |  | \$ 8,992 |  | \$33,148 |  | \$26,375 |
| Total revenue, net of interest expense | 19,899 |  | 16,472 |  | 57,996 |  | 55,128 |
| Net interest yield | 2.93 | \% | 2.61 | \% | 2.86 | \% | 2.60 |
| Efficiency ratio | 58.60 |  | 52.89 |  | 52.73 |  | 49.19 |
| Other Data | September 30 |  |  |  |  |  |  |
|  | 2008 |  | 2007 |  |  |  |  |
| Full-time equivalent employees | 247,024 |  | 198,000 |  |  |  |  |
| Number of banking centers - domestic | 6,139 |  | 5,748 |  |  |  |  |
| Number of branded ATMs - domestic | 18,584 |  | 17,231 |  |  |  |  |

# Bank of America 



## Supplemental Information

Third 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.
Consolidated Financial Highlights
Supplemental Financial Data
Consolidated Statement of Income
Consolidated Balance Sheet
Core Net Interest Income - Managed Basis
Quarterly Average Balances and Interest Rates
Quarterly Average Balances and Interest Rates - Isolating Hedge Income/Expense
Year-to-Date Average Balances and Interest Rates
Year-to-Date Average Balances and Interest Rates - Isolating Hedge Income/Expense $\quad 10$
Global Consumer and Small Business Bankin
Key Indicators
E-commerce \& BankofAmerica.com
Credit Card Data
Global Corporate and Investment Banking
Business Lending Key Indicators
Capital Markets and Advisory Services Key Indicator
Banc of America Securities U.S. Market Share and Product Ranking Graph
Super Senior Collateralized Debt Obligation Exposure
Super Senior Collateralized Debt Obligation Exposure
Subprime Super Senior Collateralized Debt Obligation Carrying Values
Outstanding Loans and Leases
Nonperforming Assets
Quarterly Net Charge-offs/Losses and Net Charge-off/Loss Ratios
Year-to-Date Net Charge-offs/Losses and Net Charge-off/Loss Ratios
Allocation of the Allowance for Credit Losses by Product Type
Exhibit A: Non - GAAP Reconciliation: Reconciliation of Net Charge-offs and Net Charge-off Ratios to Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-324
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Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

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


[^1][^2]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.
 September 30, 2008, June 30, 2008, March 31, 2008, December 31, 2007 and September 30, 2007, and the nine months ended September 30, 2008 and 2007.

## Reconciliation of net income to operating earnings

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2008 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2008 \end{aligned}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | Fourth <br> Quarter <br> 2007 |  | Third <br> Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 5,797 | \$ | 14,714 | \$ | 1,177 | \$ | 3,410 | \$ | 1,210 | \$ | 268 | \$ | 3,698 |
| Merger and restructuring charges |  | 629 |  | 270 |  | 247 |  | 212 |  | 170 |  | 140 |  | 84 |
| Related income tax benefit |  | (205) |  | (100) |  | (64) |  | (78) |  | (63) |  | (52) |  | (31) |
| Operating earnings | \$ | 6,221 |  | $\underline{14,884}$ | \$ | $\underline{1,360}$ | \$ | 3,544 | \$ | $\underline{1,317}$ | \$ | 356 | \$ | 3,751 |

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

| Ending common shareholders' equity | \$136,888 | \$135,109 | \$136,888 | \$ 138,540 | \$ 139,003 | \$ 142,394 | \$ 135,109 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ending goodwill | $(81,756)$ | $(67,433)$ | $(81,756)$ | $(77,760)$ | $(77,872)$ | $(77,530)$ | $(67,433)$ |
| Ending common tangible shareholders' equity | \$ 55,132 | \$ 67,676 | \$ 55,132 | \$ 60,780 | \$ 61,131 | \$ 64,864 | \$ 67,676 |

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


(1) Fully taxable-equivalent basis

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

Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income

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

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2008 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2008 \end{aligned}$ |  | FourthQuarter 2007 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2007 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans and leases | $\bigcirc$ | 41,797 | \$ | 40,318 | \$ | 14,261 | \$ | 13,121 | \$ | 14,415 | \$ | 15,363 | \$ | 14,111 |
| Interest on debt securities |  | 9,295 |  | 7,046 |  | 3,621 |  | 2,900 |  | 2,774 |  | 2,738 |  | 2,334 |
| Federal funds sold and securities purchased under agreements to resell |  | 2,920 |  | 5,974 |  | 912 |  | 800 |  | 1,208 |  | 1,748 |  | 1,839 |
| Trading account assets |  | 6,937 |  | 7,059 |  | 2,344 |  | 2,229 |  | 2,364 |  | 2,358 |  | 2,519 |
| Other interest income |  | 3,133 |  | 3,428 |  | 1,058 |  | 977 |  | 1,098 |  | 1,272 |  | 1,230 |
| Total interest income |  | 64,082 |  | 63,825 |  | 22,196 |  | 20,027 |  | 21,859 |  | 23,479 |  | 22,033 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 11,954 |  | 12,840 |  | 3,846 |  | 3,520 |  | 4,588 |  | 5,253 |  | 4,545 |
| Short-term borrowings |  | 10,452 |  | 16,369 |  | 3,223 |  | 3,087 |  | 4,142 |  | 5,598 |  | 5,519 |
| Trading account liabilities |  | 2,250 |  | 2,619 |  | 661 |  | 749 |  | 840 |  | 825 |  | 906 |
| Long-term debt |  | 7,172 |  | 6,721 |  | 2,824 |  | 2,050 |  | 2,298 |  | 2,638 |  | 2,446 |
| Total interest expense |  | 31,828 |  | 38,549 |  | 10,554 |  | 9,406 |  | 11,868 |  | 14,314 |  | 13,416 |
| Net interest income |  | 32,254 |  | 25,276 |  | 11,642 |  | 10,621 |  | 9,991 |  | 9,165 |  | 8,617 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 10,212 |  | 10,486 |  | 3,122 |  | 3,451 |  | 3,639 |  | 3,591 |  | 3,595 |
| Service charges |  | 7,757 |  | 6,493 |  | 2,722 |  | 2,638 |  | 2,397 |  | 2,415 |  | 2,221 |
| Investment and brokerage services |  | 3,900 |  | 3,720 |  | 1,238 |  | 1,322 |  | 1,340 |  | 1,427 |  | 1,378 |
| Investment banking income |  | 1,645 |  | 1,801 |  | 474 |  | 695 |  | 476 |  | 544 |  | 389 |
| Equity investment income (loss) |  | 1,330 |  | 3,747 |  | (316) |  | 592 |  | 1,054 |  | 317 |  | 904 |
| Trading account profits (losses) |  | $(1,810)$ |  | 491 |  | (384) |  | 357 |  | $(1,783)$ |  | $(5,380)$ |  | $(1,388)$ |
| Mortgage banking income |  | 2,564 |  | 516 |  | 1,674 |  | 439 |  | 451 |  | 386 |  | 155 |
| Insurance premiums |  | 1,092 |  | 548 |  | 678 |  | 217 |  | 197 |  | 213 |  | 235 |
| Gains on sales of debt securities |  | 362 |  | 71 |  | 10 |  | 127 |  | 225 |  | 109 |  | 7 |
| Other income (loss) |  | $(2,204)$ |  | 880 |  | $(1,239)$ |  | (49) |  | (916) |  | 17 |  | (16) |
| Total noninterest income |  | 24,848 |  | 28,753 |  | 7,979 |  | 9,789 |  | 7,080 |  | 3,639 |  | 7,480 |
| Total revenue, net of interest expense |  | 57,102 |  | 54,029 |  | 19,621 |  | 20,410 |  | 17,071 |  | 12,804 |  | 16,097 |
| Provision for credit losses |  | 18,290 |  | 5,075 |  | 6,450 |  | 5,830 |  | 6,010 |  | 3,310 |  | 2,030 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 14,344 |  | 13,931 |  | 5,198 |  | 4,420 |  | 4,726 |  | 4,822 |  | 4,169 |
| Occupancy |  | 2,623 |  | 2,211 |  | 926 |  | 848 |  | 849 |  | 827 |  | 754 |
| Equipment |  | 1,208 |  | 1,018 |  | 440 |  | 372 |  | 396 |  | 373 |  | 336 |
| Marketing |  | 1,813 |  | 1,644 |  | 605 |  | 571 |  | 637 |  | 712 |  | 552 |
| Professional fees |  | 1,071 |  | 770 |  | 424 |  | 362 |  | 285 |  | 404 |  | 258 |
| Amortization of intangibles |  | 1,357 |  | 1,209 |  | 464 |  | 447 |  | 446 |  | 467 |  | 429 |
| Data processing |  | 1,905 |  | 1,372 |  | 755 |  | 587 |  | 563 |  | 590 |  | 463 |
| Telecommunications |  | 814 |  | 750 |  | 288 |  | 266 |  | 260 |  | 263 |  | 255 |
| Other general operating |  | 4,818 |  | 3,940 |  | 2,313 |  | 1,574 |  | 931 |  | 1,811 |  | 1,411 |
| Merger and restructuring charges |  | 629 |  | 270 |  | 247 |  | 212 |  | 170 |  | 140 |  | 84 |
| Total noninterest expense |  | 30,582 |  | 27,115 |  | 11,660 |  | 9,659 |  | 9,263 |  | 10,409 |  | 8,711 |
| Income (loss) before income taxes |  | 8,230 |  | 21,839 |  | 1,511 |  | 4,921 |  | 1,798 |  | (915) |  | 5,356 |
| Income tax expense (benefit) |  | 2,433 |  | 7,125 |  | 334 |  | 1,511 |  | 588 |  | $(1,183)$ |  | 1,658 |
| Net income | \$ | 5,797 | \$ | 14,714 | \$ | 1,177 | \$ | 3,410 | \$ | 1,210 | \$ | 268 | \$ | 3,698 |
| Preferred stock dividends |  | 849 |  | 129 |  | 473 |  | 186 |  | 190 |  | 53 |  | 43 |
| Net income available to common shareholders | \$ | 4,948 | \$ | 14,585 | S | 704 | \$ | 3,224 | \$ | 1,020 | \$ | 215 | \$ | 3,655 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1.11 | \$ | 3.30 | \$ | 0.15 | \$ | 0.73 | \$ | 0.23 | \$ | 0.05 | \$ | 0.83 |
| Diluted earnings |  | 1.10 |  | 3.25 |  | 0.15 |  | 0.72 |  | 0.23 |  | 0.05 |  | 0.82 |
| Dividends paid |  | 1.92 |  | 1.76 |  | 0.64 |  | 0.64 |  | 0.64 |  | 0.64 |  | 0.64 |
| Average common shares issued and outstanding |  | 4,469,517 |  | 4,424,269 |  | 4,543,963 |  | ,435,719 |  | ,427,823 |  | ,421,554 |  | ,420,616 |
| Average diluted common shares issued and outstanding |  | 4,493,506 |  | 4,483,465 |  | 4,563,508 |  | ,457,193 |  | ,461,201 |  | 470,108 |  | ,475,917 |

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) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2008 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ |  | $\begin{aligned} & \text { September } 30 \\ & 2007 \\ & \hline \end{aligned}$ |  |
| Assets |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 39,341 |  | 39,127 | \$ | 34,956 |
| Time deposits placed and other short-term investments |  | 11,709 |  | 7,649 |  | 8,829 |
| Federal funds sold and securities purchased under agreements to resell |  | 87,038 |  | 107,070 |  | 135,150 |
| Trading account assets |  | 174,859 |  | 167,837 |  | 179,365 |
| Derivative assets |  | 45,792 |  | 42,039 |  | 30,843 |
| Debt securities |  | 258,677 |  | 249,859 |  | 177,296 |
| Loans and leases, net of allowance: |  |  |  |  |  |  |
| Loans and leases |  | 942,676 |  | 870,464 |  | 793,537 |
| Allowance for loan and lease losses |  | $(20,346)$ |  | $(17,130)$ |  | $(9,535)$ |
| Total loans and leases, net of allowance |  | 922,330 |  | 853,334 |  | 784,002 |
| Premises and equipment, net |  | 13,000 |  | 11,627 |  | 9,762 |
| Mortgage servicing rights (includes \$20,811, \$4,250 and \$3,179 measured at fair value) |  | 21,131 |  | 4,577 |  | 3,417 |
| Goodwill |  | 81,756 |  | 77,760 |  | 67,433 |
| Intangible assets |  | 9,167 |  | 9,603 |  | 9,635 |
| Loans held-for-sale |  | 27,414 |  | 23,630 |  | 30,672 |
| Other assets |  | 138,963 |  | 122,763 |  | 107,403 |
| Total assets | \$ | 1,831,177 |  | 1,716,875 | \$ | 1,578,763 |
| Liabilities |  |  |  |  |  |  |
| Deposits in domestic offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 201,025 |  | 199,587 | \$ | 165,343 |
| Interest-bearing |  | 577,503 |  | 497,631 |  | 434,728 |
| Deposits in foreign offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 3,524 |  | 3,432 |  | 3,950 |
| Interest-bearing |  | 91,999 |  | 84,114 |  | 95,201 |
| Total deposits |  | 874,051 |  | 784,764 |  | 699,222 |
| Federal funds purchased and securities sold under agreements to repurchase |  | 225,729 |  | 238,123 |  | 199,293 |
| Trading account liabilities |  | 68,229 |  | 70,806 |  | 87,155 |
| Derivative liabilities |  | 26,466 |  | 21,095 |  | 19,012 |
| Commercial paper and other short-term borrowings |  | 145,812 |  | 177,753 |  | 201,155 |
| Accrued expenses and other liabilities (includes \$427, \$507 and \$392 of reserve for unfunded lending commitments) |  | 72,141 |  | 55,038 |  | 48,932 |
| Long-term debt |  | 257,710 |  | 206,605 |  | 185,484 |
| Total liabilities |  | 1,670,138 |  | 1,554,184 |  | 1,440,253 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 7,602,067, 7,602,067 and 143,739 shares |  | 24,151 |  | 24,151 |  | 3,401 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized - $7,500,000,000$ shares; issued and outstanding - 4,562,054,554, 4,452,947,217 and $4,436,855,341$ shares |  | 65,361 |  | 61,109 |  | 60,276 |
| Retained earnings |  | 77,695 |  | 79,920 |  | 84,027 |
| Accumulated other comprehensive income (loss) |  | $(5,647)$ |  | $(1,864)$ |  | $(8,615)$ |
| Other |  | (521) |  | (625) |  | (579) |
| Total shareholders' equity |  | 161,039 |  | 162,691 |  | 138,510 |
| Total liabilities and shareholders' equity | \$ | 1,831,177 |  | 1,716,875 | \$ | 1,578,763 |

[^3]Bank of America Corporation and Subsidiaries

## Core Net Interest Income - Managed Basis

| (Dollars in millions) | Nine Months Ended September 30 |  |  |  |  |  | Third Quarter 2008 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \end{gathered}$ |  |  | Fourth Quarter 2007 |  |  | Third Quarter 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| As reported | \$ | 33,148 |  | \$ | 26,375 |  | \$ | 11,920 |  | \$ | 10,937 |  | \$ | 10,291 |  | \$ | 9,815 |  | \$ | 8,992 |  |
| Impact of market-based net interest income ${ }^{(2)}$ |  | $(4,125)$ |  |  | $(1,908)$ |  |  | $(1,448)$ |  |  | $(1,369)$ |  |  | $(1,308)$ |  |  | (810) |  |  | (789) |  |
| Core net interest income |  | 29,023 |  |  | 24,467 |  |  | 10,472 |  |  | 9,568 |  |  | 8,983 |  |  | 9,005 |  |  | 8,203 |  |
| Impact of securitizations ${ }^{(3)}$ |  | 6,654 |  |  | 5,820 |  |  | 2,310 |  |  | 2,254 |  |  | 2,090 |  |  | 2,021 |  |  | 2,009 |  |
| Core net interest income - managed basis |  | 35,677 |  | \$ | 30,287 |  |  | 12,782 |  | \$ | 11,822 |  | \$ | $\stackrel{11,073}{ }$ |  | \$ | $\xrightarrow{11,026}$ |  | \$ | 10,212 |  |
| Average earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| As reported | \$ | 1,544,617 |  |  | 1,352,177 |  |  | 1,622,466 |  | \$ | 1,500,234 |  | \$ | 1,510,295 |  | \$ | 1,502,998 |  | \$ | 1,375,795 |  |
| Impact of market-based earning assets ${ }^{(2)}$ |  | $(385,517)$ |  |  | $(414,363)$ |  |  | $(377,630)$ |  |  | $(375,274)$ |  |  | $(403,733)$ |  |  | (407,315) |  |  | $(407,066)$ |  |
| Core average earning assets |  | 1,159,100 |  |  | 937,814 |  |  | 1,244,836 |  |  | 1,124,960 |  |  | ,106,562 |  |  | 1,095,683 |  |  | 968,729 |  |
| Impact of securitizations |  | 102,481 |  |  | 103,028 |  |  | 101,743 |  |  | 103,131 |  |  | 102,577 |  |  | 104,385 |  |  | 104,181 |  |
| Core average earning assets - managed basis |  | 1,261,581 |  |  | 1,040,842 |  |  | 1,346,579 |  |  | 1,228,091 |  |  | $\xrightarrow{\text {,209,139 }}$ |  | \$ | $\xrightarrow{1,200,068}$ |  | \$ | $\xrightarrow{1,072,910}$ |  |
| Net interest yield contribution ${ }^{(1,4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| As reported |  | 2.86 | \% |  | 2.60 | \% |  | 2.93 | \% |  | 2.92 | \% |  | 2.73 | \% |  | 2.61 | \% |  | 2.61 | \% |
| Impact of market-based activities ${ }^{(2)}$ |  | 0.48 |  |  | 0.88 |  |  | 0.43 |  |  | 0.49 |  |  | 0.52 |  |  | 0.67 |  |  | 0.77 |  |
| Core net interest yield on earning assets |  | 3.34 |  |  | 3.48 |  |  | 3.36 |  |  | 3.41 |  |  | 3.25 |  |  | 3.28 |  |  | 3.38 |  |
| Impact of securitizations |  | 0.43 |  |  | 0.40 |  |  | 0.43 |  |  | 0.45 |  |  | 0.42 |  |  | 0.38 |  |  | 0.42 |  |
| Core net interest yield on earning assets - managed basis |  | 3.77 | \% |  | 3.88 | \% |  | 3.79 | \% |  | 3.86 | \% |  | 3.67 | \% |  | 3.66 | \% |  | 3.80 | \% |

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

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

|  | Third Quarter 2008 |  |  |  |  |  | Second Quarter 2008 |  |  |  |  |  | Third Quarter 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ <br> Rate |  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ <br> 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 | \$ | 11,361 | \$ | 101 | 3.54 | \% | \$ | 10,310 |  | \$ 87 | 3.40 | \% | \$ | 11,879 | \$ | 148 | 4.92 |
| Federal funds sold and securities purchased under agreements to resell |  | 136,322 |  | 912 | 2.67 |  |  | 126,169 |  | 800 | 2.54 |  |  | 139,259 |  | 1,839 | 5.27 |
| Trading account assets |  | 191,757 |  | 2,390 | 4.98 |  |  | 184,547 |  | 2,282 | 4.95 |  |  | 194,661 |  | 2,604 | 5.33 |
| Debt securities ${ }^{(1)}$ |  | 266,013 |  | 3,672 | 5.52 |  |  | 235,369 |  | 2,963 | 5.04 |  |  | 174,568 |  | 2,380 | 5.45 |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 260,748 |  | 3,712 | 5.69 |  |  | 256,164 |  | 3,541 | 5.54 |  |  | 274,385 |  | 3,928 | 5.72 |
| Home equity |  | 151,142 |  | 2,124 | 5.59 |  |  | 120,265 |  | 1,627 | 5.44 |  |  | 98,611 |  | 1,884 | 7.58 |
| Discontinued real estate |  | 22,031 |  | 399 | 7.25 |  |  | - |  | - | - |  |  | - |  | - | - |
| Credit card - domestic |  | 63,414 |  | 1,682 | 10.55 |  |  | 61,655 |  | 1,603 | 10.45 |  |  | 57,491 |  | 1,780 | 12.29 |
| Credit card - foreign |  | 17,075 |  | 535 | 12.47 |  |  | 16,566 |  | 512 | 12.43 |  |  | 11,995 |  | 371 | 12.25 |
| Direct/Indirect consumer ${ }^{(3)}$ |  | 85,392 |  | 1,790 | 8.34 |  |  | 82,593 |  | 1,731 | 8.43 |  |  | 72,978 |  | 1,600 | 8.70 |
| Other consumer ${ }^{(4)}$ |  | 3,723 |  | 80 | 8.78 |  |  | 3,953 |  | 84 | 8.36 |  |  | 4,322 |  | 96 | 8.90 |
| Total consumer |  | 603,525 |  | 10,322 | 6.82 |  |  | 541,196 |  | 9,098 | 6.75 |  |  | 519,782 |  | 9,659 | 7.39 |
| Commercial - domestic |  | 224,117 |  | 2,852 | 5.06 |  |  | 219,537 |  | 2,762 | 5.06 |  |  | 176,554 |  | 3,207 | 7.21 |
| Commercial real estate ${ }^{(5)}$ |  | 63,220 |  | 727 | 4.57 |  |  | 62,810 |  | 737 | 4.72 |  |  | 38,977 |  | 733 | 7.47 |
| Commercial lease financing |  | 22,585 |  | 53 | 0.93 |  |  | 22,276 |  | 243 | 4.37 |  |  | 20,044 |  | 246 | 4.91 |
| Commercial - foreign |  | 33,467 |  | 377 | 4.48 |  |  | 32,820 |  | 366 | 4.48 |  |  | 25,159 |  | 377 | 5.95 |
| Total commercial |  | 343,389 |  | 4,009 | 4.64 |  |  | 337,443 |  | 4,108 | 4.89 |  |  | 260,734 |  | 4,563 | 6.95 |
| Total loans and leases |  | 946,914 |  | 14,331 | 6.03 |  |  | 878,639 |  | 13,206 | 6.04 |  |  | 780,516 |  | 14,222 | 7.25 |
| Other earning assets |  | 70,099 |  | 1,068 | 6.07 |  |  | 65,200 |  | 1,005 | 6.19 |  |  | 74,912 |  | 1,215 | 6.46 |
| Total earning assets ${ }^{(6)}$ |  | 1,622,466 |  | 22,474 | 5.52 |  |  | 1,500,234 |  | 20,343 | 5.44 |  |  | 1,375,795 |  | 22,408 | 6.48 |
| Cash and cash equivalents |  | 36,030 |  |  |  |  |  | 33,799 |  |  |  |  |  | 31,356 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 247,195 |  |  |  |  |  | 220,580 |  |  |  |  |  | 173,414 |  |  |  |
| Total assets | \$ | 1,905,691 |  |  |  |  | \$ | 1,754,613 |  |  |  |  | \$ | 1,580,565 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 32,297 | \$ | 58 | 0.72 | \% | \$ | 33,164 | \$ | \$ 64 | 0.77 | \% | \$ | 31,510 | \$ | 50 | 0.62 |
| NOW and money market deposit accounts |  | 278,520 |  | 973 | 1.39 |  |  | 258,104 |  | 856 | 1.33 |  |  | 215,078 |  | 1,104 | 2.04 |
| Consumer CDs and IRAs |  | 218,862 |  | 1,852 | 3.37 |  |  | 178,828 |  | 1,646 | 3.70 |  |  | 165,840 |  | 1,949 | 4.66 |
| Negotiable CDs, public funds and other time deposits |  | 36,039 |  | 291 | 3.21 |  |  | 24,216 |  | 195 | 3.25 |  |  | 17,392 |  | 227 | 5.20 |
| Total domestic interest-bearing deposits |  | 565,718 |  | 3,174 | 2.23 |  |  | 494,312 |  | 2,761 | 2.25 |  |  | 429,820 |  | 3,330 | 3.07 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries |  | 36,230 |  | 266 | 2.91 |  |  | 33,777 |  | 272 | 3.25 |  |  | 43,727 |  | 564 | 5.12 |
| Governments and official institutions |  | 11,847 |  | 72 | 2.43 |  |  | 11,789 |  | 77 | 2.62 |  |  | 17,206 |  | 218 | 5.03 |
| Time, savings and other |  | 48,209 |  | 334 | 2.76 |  |  | 55,403 |  | 410 | 2.97 |  |  | 41,868 |  | 433 | 4.09 |
| Total foreign interest-bearing deposits |  | 96,286 |  | 672 | 2.78 |  |  | 100,969 |  | 759 | 3.02 |  |  | 102,801 |  | 1,215 | 4.69 |
| Total interest-bearing deposits |  | 662,004 |  | 3,846 | 2.31 |  |  | 595,281 |  | 3,520 | 2.38 |  |  | 532,621 |  | 4,545 | 3.39 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings |  | 465,511 |  | 3,223 | 2.76 |  |  | 444,578 |  | 3,087 | 2.79 |  |  | 409,070 |  | 5,519 | 5.36 |
| Trading account liabilities |  | 77,271 |  | 661 | 3.40 |  |  | 70,546 |  | 749 | 4.27 |  |  | 86,118 |  | 906 | 4.17 |
| Long-term debt |  | 264,934 |  | 2,824 | 4.26 |  |  | 205,194 |  | 2,050 | 4.00 |  |  | 175,265 |  | 2,446 | 5.58 |
| Total interest-bearing liabilities ${ }^{(6)}$ |  | 1,469,720 |  | 10,554 | 2.86 |  |  | 1,315,599 |  | 9,406 | 2.87 |  |  | 1,203,074 |  | 13,416 | 4.43 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 195,841 |  |  |  |  |  | 190,721 |  |  |  |  |  | 169,860 |  |  |  |
| Other liabilities |  | 73,676 |  |  |  |  |  | 86,865 |  |  |  |  |  | 73,144 |  |  |  |
| Shareholders' equity |  | 166,454 |  |  |  |  |  | 161,428 |  |  |  |  |  | 134,487 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 1,905,691 |  |  |  |  | \$ | 1,754,613 |  |  |  |  | \$ | 1,580,565 |  |  |  |
| Net interest spread |  |  |  |  | 2.66 | \% |  |  |  |  | 2.57 | \% |  |  |  |  | 2.05 |
| Impact of noninterest-bearing sources |  |  |  |  | 0.27 |  |  |  |  |  | 0.35 |  |  |  |  |  | 0.56 |
| Net interest income/yield on earning assets |  |  | \$ | 11,920 | 2.93 | \% |  |  |  | \$ 10,937 | 2.92 | \% |  |  | \$ | 8,992 | 2.61 |

[^5]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)


[^6]Interest income excludes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | Third Quarter 2008 | Second Quarter 2008 | Third Quarter 2007 |
| :---: | :---: | :---: | :---: |
| Time deposits placed and other short-term investments | \$ (4) | \$ (4) | \$ (4) |
| Federal funds sold and securities purchased under agreements to resell | (36) | (67) | (97) |
| Debt securities | (3) | - | (5) |
| Commercial - domestic | 32 | (33) | (13) |
| Commercial - foreign | - | - | (34) |
| Other earning assets | (1) | - | (17) |
| Net hedge income (expense) on assets | \$ (12) | \$(104) | \$(170) |

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

| NOW and money market deposit accounts | \$- | \$ 5 | \$ 5 |
| :---: | :---: | :---: | :---: |
| Consumer CDs and IRAs | 87 | 111 | 152 |
| Negotiable CDs, public funds and other time deposits | 3 | 2 | 2 |
| Banks located in foreign countries | (13) | - | (2) |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 285 | 107 | (41) |
| Long-term debt | (276) | (188) | 110 |
| Net hedge (income) expense on liabilities | \$ 86 | \$ 37 | \$ 226 |

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

|  | Nine Months Ended September 30 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  |  | 2007 |  |  |
|  | Average Balance | Interest Income/ Expense | $\begin{aligned} & \text { Yield/ } \\ & \text { Rate } \\ & \hline \end{aligned}$ |  | Average Balance | Interest Income/ Expense | Yield/ Rate |
| Earning assets - - - - - |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments | \$ 10,758 | \$ 282 | 3.50 | \% | \$ 14,059 | \$ 505 | 4.80\% |
| Federal funds sold and securities purchased under agreements to resell | 135,846 | 2,920 | 2.87 |  | 157,139 | 5,974 | 5.07 |
| Trading account assets | 189,579 | 7,089 | 4.99 |  | 186,137 | 7,325 | 5.25 |
| Debt securities ${ }^{(1)}$ | 240,347 | 9,470 | 5.25 |  | 179,589 | 7,225 | 5.37 |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |
| Residential mortgage | 262,478 | 11,090 | 5.63 |  | 260,469 | 11,140 | 5.70 |
| Home equity | 129,402 | 5,623 | 5.80 |  | 94,179 | 5,342 | 7.58 |
| Discontinued real estate | 7,397 | 399 | 7.19 |  | - | - | - |
| Credit card - domestic | 62,784 | 5,059 | 10.76 |  | 57,148 | 5,444 | 12.74 |
| Credit card - foreign | 16,297 | 1,521 | 12.47 |  | 11,694 | 1,038 | 11.86 |
| Direct/Indirect consumer ${ }^{(3)}$ | 82,242 | 5,220 | 8.48 |  | 68,281 | 4,344 | 8.51 |
| Other consumer ${ }^{(4)}$ | 3,908 | 251 | 8.58 |  | 4,614 | 318 | 9.21 |
| Total consumer | 564,508 | 29,163 | 6.90 |  | 496,385 | 27,626 | 7.43 |
| Commercial - domestic | 218,702 | 8,812 | 5.38 |  | 168,948 | 9,180 | 7.26 |
| Commercial real estate ${ }^{(5)}$ | 62,746 | 2,351 | 5.00 |  | 37,305 | 2,092 | 7.50 |
| Commercial lease financing | 22,364 | 557 | 3.32 |  | 19,828 | 638 | 4.29 |
| Commercial - foreign | 32,254 | 1,130 | 4.68 |  | 22,696 | 1,026 | 6.05 |
| Total commercial | 336,066 | 12,850 | 5.11 |  | 248,777 | 12,936 | 6.95 |
| Total loans and leases | 900,574 | 42,013 | 6.23 |  | 745,162 | 40,562 | 7.27 |
| Other earning assets | 67,513 | 3,202 | 6.33 |  | 70,091 | 3,333 | 6.35 |
| Total earning assets ${ }^{(6)}$ | 1,544,617 | 64,976 | 5.61 |  | 1,352,177 | 64,924 | 6.41 |
| Cash and cash equivalents | 34,598 |  |  |  | 32,881 |  |  |
| Other assets, less allowance for loan and lease losses | 229,550 |  |  |  | 169,702 |  |  |
| Total assets | $\xrightarrow{\text { 1,808,765 }}$ |  |  |  | \$1,554,760 |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |
| Savings | \$ 32,419 | \$ 172 | 0.71 | \% | \$ 32,436 | \$ 138 | 0.57\% |
| NOW and money market deposit accounts | 261,918 | 2,968 | 1.51 |  | 213,230 | 3,027 | 1.90 |
| Consumer CDs and IRAs | 195,318 | 5,569 | 3.81 |  | 162,372 | 5,638 | 4.64 |
| Negotiable CDs, public funds and other time deposits | 30,838 | 806 | 3.49 |  | 15,690 | 554 | 4.72 |
| Total domestic interest-bearing deposits | 520,493 | 9,515 | 2.44 |  | 423,728 | 9,357 | 2.95 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |
| Banks located in foreign countries | 36,401 | 938 | 3.44 |  | 42,025 | 1,617 | 5.14 |
| Governments and official institutions | 12,758 | 281 | 2.94 |  | 16,529 | 620 | 5.01 |
| Time, savings and other | 52,211 | 1,220 | 3.12 |  | 40,587 | 1,246 | 4.10 |
| Total foreign interest-bearing deposits | 101,370 | 2,439 | 3.21 |  | 99,141 | 3,483 | 4.70 |
| Total interest-bearing deposits | 621,863 | 11,954 | 2.57 |  | 522,869 | 12,840 | 3.28 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 454,355 | 10,452 | 3.07 |  | 414,126 | 16,369 | 5.28 |
| Trading account liabilities | 76,752 | 2,250 | 3.92 |  | 83,132 | 2,619 | 4.21 |
| Long-term debt | 223,017 | 7,172 | 4.29 |  | 160,895 | 6,721 | 5.57 |
| Total interest-bearing liabilities ${ }^{(6)}$ | 1,375,987 | 31,828 | 3.09 |  | 1,181,022 | 38,549 | 4.36 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 188,800 |  |  |  | 172,596 |  |  |
| Other liabilities | 83,088 |  |  |  | 67,264 |  |  |
| Shareholders' equity | 160,890 |  |  |  | 133,878 |  |  |
| Total liabilities and shareholders' equity | \$1,808,765 |  |  |  | \$1,554,760 |  |  |
| Net interest spread |  |  | 2.52 | \% |  |  | 2.05\% |
| Impact of noninterest-bearing sources |  |  | 0.34 |  |  |  | 0.55 |
| Net interest income/yield on earning assets |  | \$33,148 | 2.86 | \% |  | \$26,375 | $\underline{ }$ 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)

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  |  | 2007 |  |  |  |  |
|  | Average Balance | Interest Income/ Expense | Yield/ Rate |  | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments ${ }^{(2)}$ | \$ 10,758 | \$ 294 | 3.65 | \% | \$ | 14,059 | \$ | 546 | 5.19 |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ | 135,846 | 3,093 | 3.04 |  |  | 157,139 |  | 6,277 | 5.33 |
| Trading account assets | 189,579 | 7,089 | 4.99 |  |  | 186,137 |  | 7,325 | 5.25 |
| Debt securities ${ }^{(2)}$ | 240,347 | 9,474 | 5.26 |  |  | 179,589 |  | 7,241 | 5.38 |
| Loans and leases: |  |  |  |  |  |  |  |  |  |
| Residential mortgage | 262,478 | 11,090 | 5.63 |  |  | 260,469 |  | 11,140 | 5.70 |
| Home equity | 129,402 | 5,623 | 5.80 |  |  | 94,179 |  | 5,342 | 7.58 |
| Discontinued real estate | 7,397 | 399 | 7.19 |  |  | - |  | - | - |
| Credit card - domestic | 62,784 | 5,059 | 10.76 |  |  | 57,148 |  | 5,444 | 12.74 |
| Credit card - foreign | 16,297 | 1,521 | 12.47 |  |  | 11,694 |  | 1,038 | 11.86 |
| Direct/Indirect consumer | 82,242 | 5,220 | 8.48 |  |  | 68,281 |  | 4,344 | 8.51 |
| Other consumer | 3,908 | 251 | 8.58 |  |  | 4,614 |  | 318 | 9.21 |
| Total consumer | 564,508 | 29,163 | 6.90 |  |  | 496,385 |  | 27,626 | 7.43 |
| Commercial - domestic ${ }^{(2)}$ | 218,702 | 8,840 | 5.40 |  |  | 168,948 |  | 9,201 | 7.28 |
| Commercial real estate | 62,746 | 2,351 | 5.00 |  |  | 37,305 |  | 2,092 | 7.50 |
| Commercial lease financing | 22,364 | 557 | 3.32 |  |  | 19,828 |  | 638 | 4.29 |
| Commercial - foreign ${ }^{(2)}$ | 32,254 | 1,130 | 4.68 |  |  | 22,696 |  | 1,025 | 6.04 |
| Total commercial | 336,066 | 12,878 | 5.12 |  |  | 248,777 |  | 12,956 | 6.96 |
| Total loans and leases | 900,574 | 42,041 | 6.21 |  |  | 745,162 |  | 40,582 | 7.28 |
| Other earning assets ${ }^{(2)}$ | 67,513 | 3,204 | 6.33 |  |  | 70,091 |  | 3,361 | 6.41 |
| Total earning assets - excluding hedge impact | 1,544,617 | 65,195 | 5.62 |  |  | 1,352,177 |  | 65,332 | 6.45 |
| Net hedge income (expense) on assets |  | (219) |  |  |  |  |  | (408) |  |
| Total earning assets - including hedge impact | 1,544,617 | 64,976 | 5.61 |  |  | 1,352,177 |  | 64,924 | 6.41 |
| Cash and cash equivalents | 34,598 |  |  |  |  | 32,881 |  |  |  |
| Other assets, less allowance for loan and lease losses | 229,550 |  |  |  |  | 169,702 |  |  |  |
| Total assets | \$1,808,765 |  |  |  |  | 1,554,760 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |
| Savings | \$ 32,419 | \$ 172 | 0.71 | \% |  | 32,436 |  | 138 | 0.57 |
| NOW and money market deposit accounts ${ }^{(2)}$ | 261,918 | 2,958 | 1.51 |  |  | 213,230 |  | 3,013 | 1.89 |
| Consumer CDs and IRAs ${ }^{(2)}$ | 195,318 | 5,250 | 3.59 |  |  | 162,372 |  | 5,134 | 4.23 |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ | 30,838 | 799 | 3.46 |  |  | 15,690 |  | 547 | 4.67 |
| Total domestic interest-bearing deposits | 520,493 | 9,179 | 2.36 |  |  | 423,728 |  | 8,832 | 2.79 |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ | 36,401 | 949 | 3.48 |  |  | 42,025 |  | 1,615 | 5.14 |
| Governments and official institutions | 12,758 | 281 | 2.94 |  |  | 16,529 |  | 620 | 5.01 |
| Time, savings and other | 52,211 | 1,220 | 3.12 |  |  | 40,587 |  | 1,246 | 4.10 |
| Total foreign interest-bearing deposits | 101,370 | 2,450 | 3.23 |  |  | 99,141 |  | 3,481 | 4.69 |
| Total interest-bearing deposits | 621,863 | 11,629 | 2.50 |  |  | 522,869 |  | 12,313 | 3.15 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings (2) | 454,355 | 10,052 | 2.95 |  |  | 414,126 |  | 16,671 | 5.38 |
| Trading account liabilities | 76,752 | 2,250 | 3.92 |  |  | 83,132 |  | 2,619 | 4.21 |
| Long-term debt ${ }^{(2)}$ | 223,017 | 7,725 | 4.62 |  |  | 160,895 |  | 6,334 | 5.25 |
| Total interest-bearing liabilities - excluding hedge impact | 1,375,987 | 31,656 | 3.07 |  |  | 1,181,022 |  | 37,937 | 4.29 |
| Net hedge (income) expense on liabilities |  | 172 |  |  |  |  |  | 612 |  |
| Total interest-bearing liabilities - including hedge impact | 1,375,987 | 31,828 | 3.09 |  |  | 1,181,022 |  | 38,549 | 4.36 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 188,800 |  |  |  |  | 172,596 |  |  |  |
| Other liabilities | 83,088 |  |  |  |  | 67,264 |  |  |  |
| Shareholders' equity | 160,890 |  |  |  |  | 133,878 |  |  |  |
| Total liabilities and shareholders' equity | \$1,808,765 |  |  |  |  | 1,554,760 |  |  |  |
| Net interest spread |  |  | 2.55 |  |  |  |  |  | 2.16 |
| Impact of noninterest-bearing sources |  |  | 0.34 |  |  |  |  |  | 0.54 |
| Net interest income/yield on earning assets - excluding hedge impact |  | \$33,539 | 2.89 | \% |  |  |  | \$27,395 | 2.70 |
| Net impact of hedge income (expense) |  | (391) | (0.03) |  |  |  |  | $(1,020)$ | (0.10) |
| Net interest income/yield on earning assets |  | \$33,148 | 2.86 | \% |  |  |  | 26,375 | 2.60 |

 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:

|  | Nine Months Ended September 30 |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| Time deposits placed and other short-term investments | \$ (12) | \$ (41) |
| Federal funds sold and securities purchased under agreements to resell | (173) | (303) |
| Debt securities | (4) | (16) |
| Commercial - domestic | (28) | (21) |
| Commercial - foreign | - | 1 |
| Other earning assets | (2) | (28) |
| Net hedge income (expense) on assets | \$(219) | \$(408) |

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

| NOW and money market deposit accounts | \$ 10 | \$ 14 |
| :---: | :---: | :---: |
| Consumer CDs and IRAs | 319 | 504 |
| Negotiable CDs, public funds and other time deposits | 7 | 7 |
| Banks located in foreign countries | (11) | 2 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 400 | (302) |
| Long-term debt | (553) | 387 |
| Net hedge (income) expense on liabilities | \$ 172 | \$ 612 |

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

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking - Key Indicators

(Dollars in millions; except as noted)

|  | Nine Months Ended September 30 |  |  | Third Quarter 2008 | Second Quarter 2008 | First Quarter 2008 | Fourth Quarter 2007 | Third Quarter 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |  |  |  |  |  |
| Deposits and Student Lending Key Indicators |  |  |  |  |  |  |  |  |
| Average retail deposit balances |  |  |  |  |  |  |  |  |
| Checking | \$181,337 | \$173,593 |  | \$180,678 | \$183,920 | \$179,426 | \$176,189 | \$171,380 |
| Savings | 32,039 | 32,020 |  | 31,959 | 32,765 | 31,393 | 31,534 | 31,081 |
| MMS | 127,559 | 107,295 |  | 140,660 | 130,718 | 120,563 | 115,122 | 109,754 |
| CD's \& IRA's | 185,263 | 157,372 |  | 218,711 | 178,394 | 187,678 | 183,640 | 162,072 |
| Foreign and other | 3,331 | 2,847 |  | 4,039 | 3,689 | 2,718 | 3,546 | 3,173 |
| Total average retail deposit balances | \$529,529 | \$473,127 |  | \$576,047 | \$529,486 | \$521,778 | \$510,031 | \$477,460 |
| Retail deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |
| Checking | 4.10\% | 4.25 | \% | 4.09\% | 4.03\% | 4.16\% | 4.26\% | 4.26\% |
| Savings | 3.83 | 3.75 |  | 3.79 | 3.74 | 3.91 | 3.79 | 3.74 |
| MMS | 1.04 | 2.98 |  | 1.07 | 1.11 | 1.20 | 2.40 | 2.95 |
| CD's \& IRA's | 0.13 | 1.01 |  | 0.18 | 0.32 | 0.44 | 0.80 | 0.97 |
| Foreign and other | 3.98 | 4.35 |  | 2.94 | 3.84 | 4.43 | 4.37 | 4.32 |
| Total retail deposit spreads | 1.90 | 2.83 |  | 1.86 | 2.02 | 2.10 | 2.55 | 2.79 |
| Net new retail checking (units in thousands) | 2,043 | 1,961 |  | 812 | 674 | 557 | 343 | 757 |
| Online banking (end of period) |  |  |  |  |  |  |  |  |
| Active accounts (units in thousands) | 27,929 | 23,057 |  | 27,929 | 25,299 | 24,949 | 23,791 | 23,057 |
| Active billpay accounts (units in thousands) | 15,433 | 11,928 |  | 15,433 | 13,269 | 13,081 | 12,552 | 11,928 |
| Card Services Key Indicators |  |  |  |  |  |  |  |  |
| Managed credit card data ${ }^{(1)}$ |  |  |  |  |  |  |  |  |
| Gross interest yield | 11.63\% | 12.73 | \% | 11.52\% | 11.44\% | 11.94\% | 12.48\% | 12.74\% |
| Loss rates | 5.85 | 4.81 |  | 6.40 | 5.96 | 5.19 | 4.75 | 4.67 |
| Average outstandings | \$185,258 | \$169,005 |  | \$186,408 | \$185,659 | \$183,694 | \$178,411 | \$172,002 |
| Ending outstandings | 183,398 | 173,770 |  | 183,398 | 187,162 | 183,758 | 183,691 | 173,770 |
| New account growth (in thousands) | 7,051 | 8,260 |  | 1,766 | 2,670 | 2,615 | 3,509 | 2,895 |
| Purchase volumes | \$186,940 | \$183,965 |  | \$ 62,662 | \$ 64,457 | \$ 59,821 | \$ 68,380 | \$ 63,494 |
| Delinquencies: |  |  |  |  |  |  |  |  |
| 30 Day | 5.89\% | 5.24 | \% | 5.89\% | 5.53\% | 5.61\% | 5.45\% | 5.24\% |
| 90 Day | 2.88 | 2.48 |  | 2.88 | 2.82 | 2.83 | 2.66 | 2.48 |
| Mortgage, Home Equity and Insurance Services Key Indicators |  |  |  |  |  |  |  |  |
| Mortgage servicing rights at fair value period end balance | \$ 20,811 | \$ 3,179 |  | \$ 20,811 | \$ 4,250 | \$ 3,163 | \$ 3,053 | \$ 3,179 |
| Capitalized mortgage servicing rights (\% of loans serviced) | 126bps | 130 | bps | 126bps | 145 bps | 118 bps | 118 bps | 130 bps |
| Mortgage loans serviced for investors (in billions) | \$ 1,654 | \$ 245 |  | \$ 1,654 | \$ 292 | \$ 268 | \$ 259 | \$ 245 |
| Global Consumer and Small Business Banking |  |  |  |  |  |  |  |  |
| Mortgage production | \$ 86,184 | \$ 70,934 |  | \$ 49,625 | \$ 18,515 | \$ 18,044 | \$ 22,370 | \$ 24,533 |
| Home equity production | 27,487 | 53,135 |  | 4,669 | 8,997 | 13,821 | 16,001 | 17,352 |
| Total Corporation |  |  |  |  |  |  |  |  |
| Mortgage production | 95,899 | 79,551 |  | 51,539 | 22,438 | 21,922 | 24,834 | 26,930 |
| Home equity production | 34,573 | 64,884 |  | 6,432 | 11,500 | 16,641 | 19,299 | 21,105 |

(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 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 27.9 million subscribers
Bank of America uses a strict Active User standard-customers must have used our online services within the last 90 days
 other financial institution.

Approximately 37.6 million e-bills were presented in the 3 rd quarter.



Bank of America Corporation and Subsidiaries

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


(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

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

(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | Second Quarter 2008 |  |  |  | Fourth Quarter 2007 |  | ThirdQuarter2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ | 64 | \$ 68 |  | \$ | 84 | \$ | (31) | \$ | 11 | \$ | (26) | \$ | 66 |
| Commercial lending |  | 1,033 | 48 |  |  | 416 |  | 294 |  | 323 |  | 144 |  | 70 |
| Consumer indirect lending |  | 604 | 257 |  |  | 280 |  | 135 |  | 189 |  | 162 |  | 102 |
| Total provision for credit losses | \$ | 1,701 | \$ 373 |  | \$ | 780 | \$ | 398 | \$ | 523 | \$ | 280 | \$ | 238 |
| $\underline{\text { Credit quality }}{ }^{(1,2,3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Utilized criticized exposure |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ | 6,378 | \$ 1,535 |  | \$ | 6,378 | \$ | 4,947 | \$ | 3,235 | \$ | 2,098 | \$ | 1,535 |
|  |  | 5.83\% | 1.99 | \% |  | 5.83\% |  | 4.93\% |  | 3.24\% |  | 2.44\% |  | 1.99\% |
| Commercial lending |  | 24,677 | \$ 8,006 |  |  | 24,677 |  | 21,168 | \$ | 17,351 | \$ | 13,926 | \$ | 8,006 |
|  |  | 9.13\% | 4.23 | \% |  | 9.13\% |  | 7.98\% |  | 6.73\% |  | 5.40\% |  | 4.23\% |
| Total utilized criticized exposure |  | 31,055 | \$ 9,541 |  |  | 31,055 |  | 26,115 |  | 20,586 | \$ | 16,024 | \$ | 9,541 |
|  |  | 8.18\% | 3.58 | \% |  | 8.18\% |  | 7.15\% |  | 5.76\% |  | 4.79\% |  | 3.58\% |
| Nonperforming assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ | 407 | \$ 269 |  | \$ | 407 | \$ | 150 | \$ | 150 | \$ | 115 | \$ | 269 |
|  |  | 0.65\% | 0.61 | \% |  | 0.65\% |  | 0.27\% |  | 0.30\% |  | 0.24\% |  | 0.61\% |
| Commercial lending | \$ | 4,370 | \$ 777 |  | \$ | 4,370 | \$ | 3,680 | \$ | 2,603 | \$ | 1,923 | \$ | 777 |
|  |  | 1.69\% | 0.39 | \% |  | 1.69\% |  | 1.42\% |  | 1.02\% |  | 0.77\% |  | 0.39\% |
| Total nonperforming assets | \$ | 4,777 | \$ 1,046 |  | \$ | 4,777 | \$ | 3,830 | \$ | 2,753 | \$ | 2,038 | \$ | 1,046 |
|  |  | 1.49\% | 0.43 | \% |  | 1.49\% |  | 1.22\% |  | 0.90\% |  | 0.69\% |  | 0.43\% |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial |  | 157,149 | \$117,855 |  |  | 160,648 |  | 57,850 |  | 52,914 |  | 50,192 |  | 120,357 |
| Leases |  | 24,376 | 21,745 |  |  | 24,574 |  | 24,287 |  | 24,264 |  | 24,246 |  | 22,051 |
| Foreign |  | 24,405 | 15,948 |  |  | 25,256 |  | 25,132 |  | 22,818 |  | 22,930 |  | 17,952 |
| Real estate |  | 58,650 | 34,867 |  |  | 59,169 |  | 58,656 |  | 58,118 |  | 55,814 |  | 36,120 |
| Consumer |  | 40,445 | 40,418 |  |  | 42,205 |  | 40,345 |  | 38,765 |  | 39,613 |  | 40,956 |
| Other |  | 1,740 | 2,026 |  |  | 1,515 |  | 1,822 |  | 1,885 |  | 1,991 |  | 1,940 |
| Total average loans and leases |  | 306,765 | \$232,859 |  |  | 313,367 |  | 08,092 |  | 98,764 |  | 94,786 |  | 239,376 |

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

## Bank of America Corporation and Subsidiaries

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

|  | Nine Months Ended September 30 |  | Third Quarter 2008 | Second Quarter 2008 | FirstQuarter2008 | FourthQuarter2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |  |  |  |  |
| Investment banking income |  |  |  |  |  |  |  |
| Advisory fees | \$ 180 | \$ 334 | \$ 63 | \$ 51 | \$ 66 | \$ 112 | \$ 94 |
| Debt underwriting | 1,342 | 1,395 | 378 | 605 | 359 | 377 | 281 |
| Equity underwriting | 400 | 231 | 50 | 110 | 240 | 88 | 61 |
| Total investment banking income | 1,922 | 1,960 | 491 | 766 | 665 | 577 | 436 |
| Sales and trading revenue |  |  |  |  |  |  |  |
| Fixed income: |  |  |  |  |  |  |  |
| Liquid products | 3,027 | 1,559 | 1,063 | 1,102 | 862 | 596 | 634 |
| Credit products | (123) | 171 | (151) | 683 | (655) | (383) | (844) |
| Structured products | $(4,101)$ | 185 | $(1,329)$ | (922) | $(1,850)$ | $(5,511)$ | (618) |
| Total fixed income | $(1,197)$ | 1,915 | (417) | 863 | $(1,643)$ | $(5,298)$ | (828) |
| Equity income | 807 | 1,119 | 175 | 298 | 334 | 206 | 252 |
| Total sales and trading revenue | (390) | 3,034 | (242) | 1,161 | $(1,309)$ | $(5,092)$ | (576) |
| Total Capital Markets and Advisory Services market-based revenue ${ }^{(1)}$ | \$ 1,532 | \$ 4,994 | \$ 249 | \$ 1,927 | \$ (644) | $\underline{\text { \$ }(4,515)}$ | \$ (140) |
| Balance sheet (average) |  |  |  |  |  |  |  |
| Trading account securities | \$187,399 | \$183,705 | \$188,218 | \$183,119 | \$190,849 | \$188,925 | \$192,844 |
| Reverse repurchases | 57,094 | 63,193 | 63,375 | 51,655 | 56,184 | 51,266 | 52,436 |
| Securities borrowed | 69,165 | 90,358 | 62,982 | 65,742 | 78,839 | 84,399 | 81,404 |
| Derivative assets | 35,043 | 25,796 | 34,643 | 35,537 | 34,953 | 28,282 | 28,611 |
| Total trading-related assets | \$348,701 | $\underline{\$ 363,052}$ | \$349,218 | $\underline{\$ 336,053}$ | $\underline{\text { \$360,825 }}$ | $\underline{ }$ \$352,872 | $\underline{\text { \$355,295 }}$ |
| Sales credits from secondary trading |  |  |  |  |  |  |  |
| Liquid products | 1,511 | 1,327 | 510 | 479 | 522 | 467 | 507 |
| Credit products | 1,033 | 1,198 | 295 | 384 | 354 | 346 | 422 |
| Structured products | 558 | 628 | 190 | 202 | 166 | 133 | 161 |
| Equities | 733 | 864 | 192 | 259 | 282 | 262 | 277 |
| Total sales credits | 3,835 | 4,017 | 1,187 | 1,324 | 1,324 | $\underline{1,208}$ | 1,367 |
| Volatility of product revenues -1 std dev |  |  |  |  |  |  |  |
| Liquid products | \$ 22.9 | \$ 11.5 | \$ 27.1 | \$ 22.4 | \$ 17.8 | \$ 10.4 | \$ 16.3 |
| Credit products | 23.1 | 11.4 | 24.7 | 8.8 | 26.5 | 12.0 | 21.8 |
| Structured products | 11.1 | 16.1 | 7.6 | 10.2 | 14.3 | 408.1 | 33.5 |
| Equities | 13.7 | 9.2 | 10.1 | 14.1 | 15.8 | 7.3 | 16.3 |
| Total volatility | 57.5 | 28.6 | 58.4 | 40.6 | 64.4 | 405.5 | 54.9 |

 2008, June 30, 2008, March 31, 2008, December 31, 2007 and September 30, 2007, of net interest income on loans for which the fair value option has been elected and is not considered market-based income.

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 | Asset-backed securities |
| :--- | :--- |
| Convertible debt | Mortgage-backed securities |
| High-yield debt | Investment grade debt |
| Syndicated loans |  |

[^9]Bank of America Corporation and Subsidiaries
Super Senior Collateralized Debt Obligation Exposure Rollforward

| (Dollars in millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2008 <br> Net Exposure | Paydowns/Liquidations / Other | Third Quarter 2008 <br> Net Writedowns ${ }^{(1)}$ | September 30, 2008 Net Exposure |
| Super senior liquidity commitments |  |  |  |  |
| High grade | \$ 714 | \$ (26) | \$ - | \$ 688 |
| Mezzanine | 358 | - | (21) | 337 |
| CDO-squared | - | - | - | - |
| Total super senior liquidity commitments | 1,072 | (26) | (21) | 1,025 |
| Other super senior exposure |  |  |  |  |
| High grade | 3,608 | (13) | (257) | 3,338 |
| Mezzanine | 277 | (14) | (84) | 179 |
| CDO-squared | 1,804 | (9) | (363) | 1,432 |
| Total other super senior | 5,689 | (36) | (704) | 4,949 |
| Total super senior | \$6,761 | \$ (62) | \$(725) | \$5,974 |
| Purchased securities from liquidated CDOs | 1,667 | (57) | (152) | 1,458 |
| Total | \$8,428 | \$(119) | \$(877) | \$7,432 |

(l) Net of insurance.

## Super Senior Collateralized Debt Obligation Exposure

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total CDO Exposure at September 30, 2008 |  |  |  |  |  |  |  |  |  | Total CDO <br> Net Exposure |  |
|  | Subprime Exposure ${ }^{(1)}$ |  |  |  |  | Non-Subprime Exposure ${ }^{(2)}$ |  |  |  |  |  |  |
|  | Gross | Insured | Net of Insured Amount | Cumulative <br> Writedowns ${ }^{(3)}$ | $\begin{gathered} \text { Net } \\ \text { Exposure } \end{gathered}$ | Gross | Insured | Net of Insured Amount | Cumulative <br> Writedowns ${ }^{(3)}$ | Net Exposure | September 30 2008 | $\begin{aligned} & \text { June } 30 \\ & 2008 \\ & \hline \end{aligned}$ |
| Super senior liquidity commitments |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | \$ - | \$ - | \$ - | - | - | \$ 688 | \$ - | 688 | \$ - | \$ 688 | \$ 688 | \$ 714 |
| Mezzanine | 363 | - | 363 | (26) | 337 | - | - | - | - | - | 337 | 358 |
| CDO-squared | - | - | - | - | - | - | - | - | - | - | - | - |
| Total super senior liquidity commitments | 363 | - | 363 | (26) | 337 | 688 | - | 688 | - | 688 | 1,025 | 1,072 |
| Other super senior exposure |  |  |  |  |  |  |  |  |  |  |  |  |
| High grade | 5,142 | $(3,723)$ | 1,419 | (477) | 942 | 3,459 | (735) | 2,724 | (328) | 2,396 | 3,338 | 3,608 |
| Mezzanine | 1,006 | - | 1,006 | (827) | 179 | - | - | - | - | - | 179 | 277 |
| CDO-squared | 5,098 | - | 5,098 | $(3,666)$ | 1,432 | 349 | (349) | - | - | - | 1,432 | 1,804 |
| Total other super senior | 11,246 | $(3,723)$ | 7,523 | $(4,970)$ | 2,553 | 3,808 | $(1,084)$ | 2,724 | (328) | 2,396 | 4,949 | 5,689 |
| Total super senior | $\stackrel{\$ 11,609}{ }$ | $\stackrel{\text { (3,723) }}{ }$ | \$7,886 | \$(4,996) | \$2,890 | 4,496 | $\stackrel{(1,084)}{ }$ | $\stackrel{\text { \$3,412 }}{ }$ | $\stackrel{\text { (328) }}{ }$ | $\stackrel{\text { \$3,084 }}{ }$ | \$5,974 | \$6,761 |
| Purchased securities from liquidated CDOs | 1,750 | - | 1,750 | (292) | 1,458 | - | - | - | - | - | 1,458 | 1,667 |
| Total | $\stackrel{\text { \$13,359 }}{ }$ | $\stackrel{\text { (3,723) }}{ }$ | $\stackrel{\text { \$9,636 }}{ }$ | \$(5,288) | $\stackrel{\text { 4,348 }}{ }$ | $\stackrel{\text { \$4,496 }}{ }$ | $\stackrel{\text { (1,084) }}{ }$ | $\stackrel{\text { \$,412 }}{ }$ | \$(328) | \$3,084 | \$7,432 | $\stackrel{\text { 18,428 }}{ }$ |

[^10]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 ${ }^{(1)}$

Dollars in millions)

|  | September 30, 2008 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Value as a Percent of Original Net Exposure |  | Subprime Content of Collateral ${ }^{(2)}$ |  | Vintage of Subprime Collateral |  |  |
|  | Subprime <br> Net Exposure |  |  |  |  | Percent in 2006/2007 Vintages |  | Percent in 2005/Prior Vintages |
| Super senior liquidity commitments |  |  |  |  |  |  |  |  |
| High grade | \$ - | - | \% | - | \% | - | \% | - |
| Mezzanine | 337 | 93 |  | 42 |  | 46 |  | 54 |
| CDO-squared | - | - |  | - |  | - |  | - |
| Total super senior liquidity commitments | 337 | 93 |  |  |  |  |  |  |
| Other super senior exposure |  |  |  |  |  |  |  |  |
| High grade | 942 | 66 |  | 56 |  | 14 |  | 86 |
| Mezzanine | 179 | 18 |  | 73 |  | 69 |  | 31 |
| CDO-squared | 1,432 | 28 |  | 23 |  | 71 |  | 29 |
| Total other super senior | 2,553 | 34 |  |  |  |  |  |  |
| Total super senior | \$2,890 | 37 |  |  |  |  |  |  |
| Purchased securities from liquidated CDOs | 1,458 | 48 |  | 51 |  | 38 |  | 62 |
| Total | \$4,348 | 40 |  |  |  |  |  |  |

(1) Classified as subprime when subprime consumer real estate loans make up at least 35 percent of the ultimate underlying collateral's original net exposure value.
(2) 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

Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ \quad 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ | Increase (Decrease) |
| Consumer |  |  |  |
| Residential mortgage | \$256,989 | \$235,472 | \$21,517 |
| Home equity | 151,938 | 121,409 | 30,529 |
| Discontinued real estate ${ }^{(1)}$ | 22,081 | - | 22,081 |
| Credit card - domestic | 63,012 | 62,081 | 931 |
| Credit card - foreign | 18,338 | 16,561 | 1,777 |
| Direct/Indirect consumer ${ }^{(2)}$ | 82,849 | 84,907 | $(2,058)$ |
| Other consumer ${ }^{(3)}$ | 3,680 | 3,859 | (179) |
| Total consumer | 598,887 | 524,289 | 74,598 |
| Commercial |  |  |  |
| Commercial - domestic ${ }^{(4)}$ | 219,303 | 220,610 | $(1,307)$ |
| Commercial real estate ${ }^{(5)}$ | 63,736 | 62,897 | 839 |
| Commercial lease financing | 22,416 | 22,815 | (399) |
| Commercial - foreign | 32,951 | 34,839 | $(1,888)$ |
| Total commercial loans measured at historical cost | 338,406 | 341,161 | $(2,755)$ |
| Commercial loans measured at fair value ${ }^{(6)}$ | 5,383 | 5,014 | 369 |
| Total commercial | 343,789 | 346,175 | $(2,386)$ |
| Total loans and leases | \$942,676 | $\stackrel{\text { \$870,464 }}{\underline{4}}$ | $\underline{ }$ \$72,212 |

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

## Bank of America Corporation and Subsidiaries

## Nonperforming Assets

|  | $\begin{gathered} \text { September } 30 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2007 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Residential mortgage | \$ 4,477 | \$ 3,269 | \$ 2,576 | \$ 1,999 | \$ 1,176 |
| Home equity | 2,022 | 1,851 | 1,786 | 1,340 | 764 |
| Discontinued real estate | 2 | - | - | - | - |
| Direct/Indirect consumer | 13 | 11 | 6 | 8 | 6 |
| Other consumer | 89 | 89 | 91 | 95 | 94 |
| Total consumer | 6,603 | 5,220 | 4,459 | 3,442 | 2,040 |
| Commercial - domestic ${ }^{(1)}$ | 1,566 | 1,079 | 980 | 852 | 638 |
| Commercial real estate | 3,090 | 2,616 | 1,627 | 1,099 | 352 |
| Commercial lease financing | 35 | 40 | 44 | 33 | 29 |
| Commercial - foreign | 48 | 48 | 54 | 19 | 16 |
|  | 4,739 | 3,783 | 2,705 | 2,003 | 1,035 |
| Small business commercial - domestic | 183 | 153 | 169 | 152 | 105 |
| Total commercial | 4,922 | 3,936 | 2,874 | 2,155 | 1,140 |
| Total nonperforming loans and leases | 11,525 | 9,156 | 7,333 | 5,597 | 3,180 |
| Foreclosed properties | 1,832 | 593 | 494 | 351 | 192 |
| Total nonperforming assets ${ }^{(2,3)}$ | \$13,357 | \$ 9,749 | \$ 7,827 | \$ 5,948 | \$ 3,372 |
| Loans past due 90 days or more and still accruing ( 3,4 ) | \$11,600 | \$ 4,548 | \$ 4,160 | \$ 3,736 | \$ 2,955 |
| Nonperforming assets/Total assets ${ }^{(5)}$ | 0.73\% | 0.57\% | 0.45\% | 0.35\% | 0.21\% |
| Nonperforming assets/Total loans, leases and foreclosed properties ${ }^{(5)}$ | 1.42 | 1.13 | 0.90 | 0.68 | 0.43 |
| Nonperforming loans and leases/Total loans and leases outstanding measured at historical cost ${ }^{(5)}$ | 1.23 | 1.06 | 0.84 | 0.64 | 0.40 |
| Allowance for credit losses: |  |  |  |  |  |
| Allowance for loan and lease losses | \$20,346 | \$17,130 | \$14,891 | \$11,588 | \$ 9,535 |
| Reserve for unfunded lending commitments | 427 | 507 | 507 | 518 | 392 |
| Total allowance for credit losses | \$20,773 | \$17,637 | \$15,398 | \$12,106 | \$ 9,927 |
| Allowance for loan and lease losses/Total loans and leases outstanding measured at historical cost ${ }^{(5)}$ | 2.17\% | 1.98\% | 1.71\% | 1.33\% | 1.21\% |
| Allowance for loan and lease losses/Total nonperforming loans and leases measured at historical cost | 177 | 187 | 203 | 207 | 300 |
| Commercial utilized criticized exposure ${ }^{(6)}$ | \$33,837 | \$28,322 | \$22,720 | \$17,544 | \$10,803 |
| Commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(6)}$ | 7.32\% | 6.16\% | 5.16\% | 4.18\% | 3.06\% |

(1) Excludes small business commercial - domestic loans.
(2) Balances do not include nonperforming loans held-for-sale included in other assets of $\$ 848$ million, $\$ 388$ million, $\$ 327$ million, $\$ 188$ million and $\$ 93$ million at September 30, 2008, June 30, 2008, March 31, 2008, December 31, 2007 and September 30, 2007, respectively.
 measured at fair value in accordance with SFAS 159. At June 30, 2008, there were $\$ 81$ million of loans past due 90 days or more and still accruing interest measured at fair value in accordance with SFAS 159 . At September 30, 2008, March 31, 2008, December 31, 2007 and September 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.
 2008, March 31, 2008, December 31, 2007 and September 30, 2007, respectively.
 2007 and September 30, 2007, respectively.
 have been 7.94 percent, 6.62 percent, 6.12 percent, 4.77 percent and 3.66 percent at September 30, 2008, June 30, 2008, March 31, 2008, December 31, 2007 and September 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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2008 |  | Second Quarter 2008 |  | First <br> Quarter <br> 2008 |  | Fourth Quarter 2007 |  | ThirdQuarter2007 |  |
| Held Basis | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 242 | 0.37\% | \$ 151 | 0.24\% | \$ 66 | 0.10\% | \$ 27 | 0.04\% | \$ 13 | 0.02\% |
| Home equity | 964 | 2.53 | 923 | 3.09 | 496 | 1.71 | 179 | 0.63 | 50 | 0.20 |
| Discontinued real estate | (3) | (0.05) | - | - | - | - | - | - | - | - |
| Credit card - domestic | 1,094 | 6.86 | 976 | 6.36 | 847 | 5.39 | 738 | 4.87 | 712 | 4.91 |
| Credit card - foreign | 148 | 3.46 | 132 | 3.21 | 109 | 2.87 | 108 | 2.99 | 96 | 3.19 |
| Direct/Indirect consumer | 845 | 3.94 | 660 | 3.22 | 555 | 2.84 | 456 | 2.41 | 353 | 1.92 |
| Other consumer | 106 | 11.36 | 83 | 8.47 | 86 | 8.61 | 96 | 9.08 | 78 | 7.18 |
| Total consumer | 3,396 | 2.24 | 2,925 | 2.17 | 2,159 | 1.58 | 1,604 | 1.17 | 1,302 | 0.99 |
| Commercial - domestic ${ }^{(3)}$ | 117 | 0.23 | 70 | 0.14 | 77 | 0.16 | 64 | 0.13 | 11 | 0.03 |
| Commercial real estate | 262 | 1.65 | 136 | 0.88 | 107 | 0.70 | 17 | 0.12 | 28 | 0.28 |
| Commercial lease financing | 8 | 0.13 | 6 | 0.11 | 15 | 0.27 | 17 | 0.31 | (3) | (0.07) |
| Commercial - foreign | 46 | 0.56 | 5 | 0.06 | (7) | (0.10) | 2 | 0.03 | (4) | (0.06) |
|  | 433 | 0.54 | 217 | 0.28 | 192 | 0.25 | 100 | 0.13 | 32 | 0.05 |
| Small business commercial - domestic | 527 | 10.64 | 477 | 9.59 | 364 | 7.44 | 281 | 5.92 | 239 | 5.38 |
| Total commercial | 960 | 1.13 | 694 | 0.84 | 556 | 0.69 | 381 | 0.47 | 271 | 0.42 |
| Total net charge-offs | \$4,356 | 1.84 | $\underline{\text { \$3,619 }}$ | 1.67 | \$2,715 | 1.25 | \$1,985 | 0.91 | \$1,573 | 0.80 |
| Supplemental managed basis data |  |  |  |  |  |  |  |  |  |  |
| Credit card - domestic | \$2,643 | 6.87\% | \$2,414 | 6.36\% | \$2,068 | 5.48\% | \$1,816 | 4.90\% | \$1,707 | 4.76\% |
| Credit card - foreign | 353 | 4.21 | 337 | 4.11 | 304 | 3.84 | 322 | 4.06 | 317 | 4.24 |
| Total credit card managed net losses | \$2,996 | 6.40 | $\underline{\text { \$2,751 }}$ | 5.96 | \$2,372 | 5.19 | \$2,138 | 4.75 | $\underline{\text { \$2,024 }}$ | 4.67 |

 and lease category.



 consumer $\$ 2$ million, commercial - domestic $\$ 29$ million, commercial real estate $\$ 27$ million, commercial lease financing $\$ 2$ million and small business commercial - domestic $\$ 5$ million for the three months ended
 offs and net charge-off ratios excluding the impact of SOP 03-3.
(3) Excludes small business commercial - domestic loans.

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

| Held Basis | Nine Months Ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |
|  | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 459 | 0.23 \% | \$ 30 | 0.02\% |
| Home equity | 2,383 | 2.46 | 95 | 0.13 |
| Discontinued real estate | (3) | (0.05) | - | - |
| Credit card - domestic | 2,917 | 6.20 | 2,325 | 5.44 |
| Credit card - foreign | 389 | 3.19 | 270 | 3.09 |
| Direct/Indirect consumer | 2,060 | 3.35 | 917 | 1.75 |
| Other consumer | 275 | 9.45 | 182 | 5.78 |
| Total consumer | 8,480 | 2.01 | 3,819 | 1.02 |
| Commercial - domestic ${ }^{(3)}$ | 264 | 0.18 | 64 | 0.06 |
| Commercial real estate | 505 | 1.08 | 30 | 0.11 |
| Commercial lease financing | 29 | 0.17 | (15) | (0.10) |
| Commercial - foreign | 44 | 0.18 | (1) | (0.01) |
|  | 842 | 0.36 | 78 | 0.04 |
| Small business commercial - domestic | 1,368 | 9.23 | 598 | 4.82 |
| Total commercial | 2,210 | 0.89 | 676 | 0.37 |
| Total net charge-offs | $\stackrel{\text { \$10,690 }}{\underline{8}}$ | 1.59 | \$4,495 | 0.80 |
| Supplemental managed basis data |  |  |  |  |
| Credit card - domestic | \$ 7,125 | 6.24 \% | \$5,144 | 4.91 \% |
| Credit card - foreign | 994 | 4.06 | 932 | 4.31 |
| Total credit card managed net losses | $\underline{\underline{8,119}}$ | 5.85 | \$6,076 | 4.81 |

 and lease category

 2007. Refer to Exhibit A on page 24 for a 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
(3) Excludes small business commercial - domestic loans.

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) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2008 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { September } 30 \\ 2007 \\ \hline \end{gathered}$ |  |  |
| Allowance for loan and lease losses | Amount | Percent of loans and leases outstanding ${ }^{(1)}$ |  | Amount | $\begin{gathered} \text { Percent of loans } \\ \text { and leases } \\ \text { outstanding (1) } \\ \hline \end{gathered}$ |  | Amount | Percent of loans and leases outstanding ${ }^{(1)}$ |
| Residential mortgage | \$ 1,376 | 0.54 | \% | \$ 792 | 0.34 | \% | \$ 201 | 0.07 |
| Home equity | 4,744 | 3.12 |  | 3,812 | 3.14 |  | 402 | 0.40 |
| Discontinued real estate | 82 | 0.37 |  | - | - |  | - | - |
| Credit card - domestic | 3,624 | 5.75 |  | 3,210 | 5.17 |  | 2,751 | 4.69 |
| Credit card - foreign | 633 | 3.45 |  | 474 | 2.86 |  | 345 | 2.66 |
| Direct/Indirect consumer | 3,742 | 4.52 |  | 2,964 | 3.49 |  | 1,743 | 2.36 |
| Other consumer | 184 | 5.02 |  | 185 | 4.81 |  | 157 | 3.64 |
| Total consumer | 14,385 | 2.40 |  | $\underline{11,437}$ | 2.18 |  | 5,599 | 1.07 |
| Commercial - domestic ${ }^{(2)}$ | 4,072 | 1.86 |  | 3,844 | 1.74 |  | 2,764 | 1.56 |
| Commercial real estate | 1,376 | 2.16 |  | 1,333 | 2.12 |  | 644 | 1.60 |
| Commercial lease financing | 210 | 0.94 |  | 199 | 0.87 |  | 186 | 0.91 |
| Commercial - foreign | 303 | 0.92 |  | 317 | 0.91 |  | 342 | 1.21 |
| Total commercial | 5,961 | 1.76 |  | 5,693 | 1.67 |  | 3,936 | 1.48 |
| Allowance for loan and lease losses | 20,346 | 2.17 |  | 17,130 | 1.98 |  | 9,535 | 1.21 |
| Reserve for unfunded lending commitments | 427 |  |  | 507 |  |  | 392 |  |
| Allowance for credit losses | $\underline{\underline{\$ 20,773}}$ |  |  | $\underline{\$ 17,637}$ |  |  | \$9,927 |  |


 $\$ 672$ million, and commercial real estate loans of $\$ 213$ million, $\$ 176$ million and $\$ 224$ million at September 30, 2008, June 30, 2008 and September 30 , 2007.
(2) Includes allowance for small business commercial - domestic loans of $\$ 2.2$ billion, $\$ 2.1$ billion and $\$ 1.2$ billion at September 30, 2008, June 30, 2008 and September 30, 2007.

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

## Exhibit A: Non-GAAP Reconciliation

Reconciliation of Net Charge-offs and Net Charge-off Ratios to Net Charge-offs and Net Charge-off Ratios Excluding the Impact of SOP 03-3, ${ }^{22}$
Net Charge-offs and Net Charge-off Ratios As Reported

| (Dollars in millions) | Nine Months Ended September 30, 2008 |  |  | Third Quarter 2008 |  |  | Second Quarter 2008 |  |  | First Quarter 2008 |  |  | Fourth Quarter 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Outstanding |  |  | Average Outstanding |  |  | Average Outstanding |  |  | Average Outstanding |  |  | Average Outstanding |  |  |
|  | Amount | Loans and Leases | Percent | Amount |  | Percent | Amount | Loans and Leases | Percent | Amount | Loans and Leases | Percent | Amount | Loans and Leases | Percent |
| Residential mortgage | \$ 459 | \$262,478 | 0.23\% | \$ 242 | \$260,748 | 0.37\% | 151 | \$256,164 | 0.24\% | 66 | \$270,541 | 0.10\% | 27 | \$277,058 | 0.04\% |
| Home equity | 2,383 | 129,402 | 2.46 | 964 | 151,142 | 2.53 | 923 | 120,265 | 3.09 | 496 | 116,562 | 1.71 | 179 | 112,369 | 0.63 |
| Discontinued real estate | (3) | 7,397 | (0.05) | (3) | 22,031 | (0.05) | - | - | - |  | , |  |  | , |  |
| Credit card - domestic | 2,917 | 62,784 | 6.20 | 1,094 | 63,414 | 6.86 | 976 | 61,655 | 6.36 | 847 | 63,277 | 5.39 | 738 | 60,063 | 4.87 |
| Credit card - foreign | 389 | 16,297 | 3.19 | 148 | 17,075 | 3.46 | 132 | 16,566 | 3.21 | 109 | 15,241 | 2.87 | 108 | 14,329 | 2.99 |
| Direct/Indirect consumer | 2,060 | 82,242 | 3.35 | 845 | 85,392 | 3.94 | 660 | 82,593 | 3.22 | 555 | 78,705 | 2.84 | 456 | 75,138 | 2.41 |
| Other consumer | 275 | 3,908 | 9.45 | 106 | 3,723 | 11.36 | 83 | 3,953 | 8.47 | 86 | 4,049 | 8.61 | 96 | 4,206 | 9.08 |
| Total consumer | 8,480 | 564,508 | 2.01 | 3,396 | 603,525 | 2.24 | 2,925 | 541,196 | 2.17 | 2,159 | 548,375 | 1.58 | 1,604 | 543,163 | 1.17 |
| Commercial - domestic | 264 | 198,903 | 0.18 | 117 | 204,402 | 0.23 | 70 | 199,529 | 0.14 | 77 | 192,721 | 0.16 | 64 | 190,902 | 0.13 |
| Commercial real estate | 505 | 62,746 | 1.08 | 262 | 63,220 | 1.65 | 136 | 62,810 | 0.88 | 107 | 62,202 | 0.70 | 17 | 59,702 | 0.12 |
| Commercial lease financing | 29 | 22,364 | 0.17 | 8 | 22,585 | 0.13 | 6 | 22,276 | 0.11 | 15 | 22,227 | 0.27 | 17 | 22,239 | 0.31 |
| Commercial - foreign | 44 | 32,254 | 0.18 | 46 | 33,467 | 0.56 | 5 | 32,820 | 0.06 | (7) | 30,463 | (0.10) | 崖 | 29,815 | 0.03 |
|  | 842 | 316,267 | 0.36 | 433 | 323,674 | 0.54 | 217 | 317,435 | 0.28 | 192 | 307,613 | 0.25 | 100 | 302,658 | 0.13 |
| Small business commercial domestic | 1,368 | 19,799 | 9.23 | 527 | 19,715 | 10.64 | 477 | 20,008 | 9.59 | 364 | 19,673 | 7.44 | 281 | 22,298 | 5.92 |
| Total commercial | 2,210 | 336,066 | 0.89 | 960 | 343,389 | 1.13 | 694 | 337,443 | 0.84 | 556 | 327,286 | 0.69 | 381 | 324,956 | 0.47 |
| Total net charge-offs | $\stackrel{\text { 10,690 }}{ }$ | $\xrightarrow{\$ 900,574}$ | 1.59 | \$4,356 | $\stackrel{\text { \$946,914 }}{ }$ | 1.84 | $\stackrel{\text { \$3,619 }}{ }$ | $\stackrel{\text { \$878,639 }}{ }$ | 1.67 | $\underline{\text { \$2,715 }}$ | \$875,661 | 1.25 | \$1,985 | $\stackrel{\text { 8868,119 }}{ }$ | 0.91 |

## Impact of Purchase Accounting Adjustments ${ }^{(3)}$

| Residential mortgage | \$ 288 | \$ 833 | \$ 283 | \$ 2,480 | \$ 3 | \$ 2 | \$ 2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | 775 | 1,265 | 768 | 3,767 | 4 | 3 | 8 |
| Discontinued real estate | 943 | 1,873 | 943 | 5,579 | - | - | - |
| Credit card - domestic | - | - | - | - | - | - | - |
| Credit card - foreign | - | - | - | - | - | - | - |
| Direct/Indirect consumer | - | - | - | - | - | - | 2 |
| Other consumer | - | - | - | - | - | - | - |
| Total consumer | 2,006 | 3,971 | 1,994 | \$11,826 | 7 | 5 | 12 |
| Commercial - domestic | 20 | - | 14 | - | 3 | 3 | 29 |
| Commercial real estate | 33 | - | 17 | - | 8 | 8 | 27 |
| Commercial lease financing | - | - | - | - | - | - | 2 |
| Commercial - foreign | - | - | - | - | - | - | - |
|  | 53 | - | 31 | - | 11 | 11 | 58 |
| Small business commercial domestic | 8 | - | 3 | - | 2 | 3 | 5 |
| Total commercial | 61 | - | 34 | - | 13 | 14 | 63 |
| Total net charge-offs | $\stackrel{\text { \$2,067 }}{ }$ | $\stackrel{\text { \$3,971 }}{ }$ | $\stackrel{\text { \$2,028 }}{ }$ | \$11,826 | \$20 | \$19 | \$75 |

## Net Charge-offs and Net Charge-off Ratios Excluding the Impact of Purchase Accounting Adjustment ${ }^{(3)}$

| Residential mortgage | \$ 747 | \$263,311 | 0.38\% | \$ 525 | \$263,228 | 0.79\% | \$ 154 | \$256,164 | 0.24\% | \$ 68 | \$270,541 | 0.10\% | \$ 29 | \$277,058 | 0.04\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Home equity | 3,158 | 130,667 | 3.23 | 1,732 | 154,909 | 4.45 | 927 | 120,265 | 3.10 | 499 | 116,562 | 1.72 | 187 | 112,369 | 0.66 |
| Discontinued real estate | 940 | 9,270 | 13.54 | 940 | 27,610 | 13.55 | - | - | - | - | - | - | - | - | - |
| Credit card - domestic | 2,917 | 62,784 | 6.20 | 1,094 | 63,414 | 6.86 | 976 | 61,655 | 6.36 | 847 | 63,277 | 5.39 | 738 | 60,063 | 4.87 |
| Credit card - foreign | 389 | 16,297 | 3.19 | 148 | 17,075 | 3.46 | 132 | 16,566 | 3.21 | 109 | 15,241 | 2.87 | 108 | 14,329 | 2.99 |
| Direct/Indirect consumer | 2,060 | 82,242 | 3.35 | 845 | 85,392 | 3.94 | 660 | 82,593 | 3.22 | 555 | 78,705 | 2.84 | 458 | 75,138 | 2.41 |
| Other consumer | 275 | 3,908 | 9.45 | 106 | 3,723 | 11.36 | 83 | 3,953 | 8.47 | 86 | 4,049 | 8.61 | 96 | 4,206 | 9.08 |
| Total consumer | 10,486 | 568,479 | 2.46 | 5,390 | 615,351 | 3.48 | 2,932 | 541,196 | 2.18 | 2,164 | 548,375 | 1.59 | 1,616 | 543,163 | 1.18 |
| Commercial - domestic | 284 | 198,903 | 0.19 | 131 | 204,402 | 0.26 | 73 | 199,529 | 0.15 | 80 | 192,721 | 0.17 | 93 | 190,902 | 0.19 |
| Commercial real estate | 538 | 62,746 | 1.15 | 279 | 63,220 | 1.75 | 144 | 62,810 | 0.93 | 115 | 62,202 | 0.75 | 44 | 59,702 | 0.30 |
| Commercial lease financing | 29 | 22,364 | 0.17 | 8 | 22,585 | 0.13 | 6 | 22,276 | 0.11 | 15 | 22,227 | 0.27 | 19 | 22,239 | 0.34 |
| Commercial - foreign | 44 | 32,254 | 0.18 | 46 | 33,467 | 0.56 | 5 | 32,820 | 0.06 | (7) | 30,463 | (0.10) | 2 | 29,815 | 0.03 |
|  | 895 | 316,267 | 0.38 | 464 | 323,674 | 0.58 | 228 | 317,435 | 0.29 | 203 | 307,613 | 0.27 | 158 | 302,658 | 0.21 |
| Small business commercial domestic | 1,376 | 19,799 | 9.28 | 530 | 19,715 | 10.69 | 479 | 20,008 | 9.58 | 367 | 19,673 | 7.36 | 286 | 22,298 | 5.91 |
| Total commercial | 2,271 | 336,066 | 0.90 | 994 | 343,389 | 1.17 | 707 | 337,443 | 0.86 | 570 | 327,286 | 0.71 | 444 | 324,956 | 0.55 |
| Total net charge-offs | $\underline{\text { \$12,757 }}$ | $\underline{\text { \$904,545 }}$ | 1.88 | \$6,384 | \$958,740 | 2.66 | $\underline{\text { \$3,639 }}$ | \$878,639 | 1.67 | $\underline{\$ 2,734}$ | \$875,661 | 1.26 | $\underline{\$ 2,060}$ | \$868,119 | 0.95 |

[^12]Appendix: Selected Slides from the
Third Quarter 2008 Earnings Release Presentation

Key Capital Markets Risk Exposures
(\$ in milions)
Leveraged lending related:
Net new commitments
Prior commitments - distributed/funded/other
EOP Unfunded commitments
Net new additions
Sold or syndicated
EOP Funded commitments
Net writedown
Exposure originated prior to market disruption

Capital markets commercial mortgage related:
Unfunded commitments
Funded commitments
Net writedown
Other capital markets commercial mortgage writedowns
Super Senior CDO and other subprime related:
Super senior subprime, net of insurance
2,890 $\quad 3,501$
Super senior nonsubprime, net of insurance
Retained positions from terminated deals
Net writedown

## RISK FACTORS

Investing in our common stock involves risks, including the risks described below, that are specific to our shares of common stock and risks that could affect us, our business and our industry. Before purchasing any shares of our common stock, you should consider carefully the risks and other information set forth in a prospectus supplement and the attached prospectus pursuant to which we offer common stock, as well as the risks described in the documents incorporated by reference in the prospectus supplement and the attached prospectus, including those set forth under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the year ended December 31, 2007.

## There can be no assurance that recently enacted legislation authorizing the U.S. government to purchase large amounts of illiquid mortgages and mortgage-backed

 securities from financial institutions will help stabilize the U.S. financial system.On October 3, 2008, President Bush signed into law the Emergency Economic Stabilization Act of 2008 (the "EESA"). The legislation was the result of a proposal by Treasury Secretary Henry Paulson to the U.S. Congress on September 20, 2008 in response to the financial crises affecting the banking system and financial markets and going concern threats to investment banks and other financial institutions. Pursuant to the EESA, the U.S. Treasury will have the authority to, among other things, purchase up to $\$ 700$ billion of mortgages, mortgage-backed securities and certain other financial instruments from financial institutions for the purpose of stabilizing and providing liquidity to the U.S. financial markets. There can be no assurance, however, as to the actual impact that the EESA will have on the financial markets, including the extreme levels of volatility and limited credit availability currently being experienced. The failure of the EESA to help stabilize the financial markets and a continuation or worsening of current financial market conditions could materially and adversely affect our business, financial condition, results of operations, access to credit or the trading price of our common stock.

## Difficult market conditions have adversely affected our industry.

Given the significance of our business in the United States, we are particularly exposed to downturns in the U.S. economy. Dramatic declines in the housing market over the past year, with falling home prices and increasing foreclosures, unemployment and under-employment, have negatively impacted the credit performance of mortgage loans and resulted in significant write-downs of asset values by financial institutions, including government-sponsored entities as well as major commercial and investment banks. These write-downs, initially of mortgage-backed securities but spreading to credit default swaps and other derivative and cash securities, in turn, have caused many financial institutions to seek additional capital, to merge with larger and stronger institutions and, in some cases, to fail. Reflecting concern about the stability of the financial markets generally and the strength of counterparties, many lenders and institutional investors have reduced or ceased providing funding to borrowers, including to other financial institutions. This market turmoil and tightening of credit have led to an increased level of commercial and consumer delinquencies, lack of consumer confidence, increased market volatility and widespread reduction of business activity generally. The resulting economic pressure on consumers and lack of confidence in the financial markets has adversely affected our business, financial condition and results of operations. We do not expect that the difficult conditions in the financial markets are likely to improve in the near future. A worsening of these conditions would likely exacerbate the adverse effects of these difficult market conditions on us and others in the financial institutions industry. In particular, we may face the following risks in connection with these events:

- We expect to face increased regulation of our industry, including as a result of the EESA. Compliance with such regulation may increase our costs and limit our ability to pursue business opportunities.
- Market developments may affect consumer confidence levels and may cause declines in credit card usage and adverse changes in payment patterns, causing increases in delinquencies and default rates, which we expect could impact our charge-offs and provision for credit losses.
- Our ability to assess the creditworthiness of our customers may be impaired if the models and approaches we use to select, manage, and underwrite our customers become less predictive of future behaviors.
- The process we use to estimate losses inherent in our credit exposure requires difficult, subjective, and complex judgments, including forecasts of economic conditions and how these economic predictions might impair the ability of our borrowers to repay their loans, which may no longer be capable of accurate estimation which may, in turn, impact the reliability of the process.
- Our ability to borrow from other financial institutions or to engage in securitization funding transactions on favorable terms or at all could be adversely affected by further disruptions in the capital markets or other events, including actions by rating agencies and deteriorating investor expectations.
- Competition in our industry could intensify as a result of the increasing consolidation of financial services companies in connection with current market conditions.
- We may be required to pay significantly higher Federal Deposit Insurance Corporation premiums because market developments have significantly depleted the insurance fund of the FDIC and reduced the ratio of reserves to insured deposits.


## Current levels of market volatility are unprecedented.

The capital and credit markets have been experiencing volatility and disruption for more than 12 months. In recent weeks, the volatility and disruption has reached unprecedented levels. In some cases, the markets have produced downward pressure on stock prices and credit availability for certain issuers without regard to those issuers' underlying financial strength. If current levels of market disruption and volatility continue or worsen, there can be no assurance that we will not experience an adverse effect, which may be material, on our ability to access capital and on our business, financial condition and results of operations.

## The soundness of other financial institutions could adversely affect us.

Our ability to engage in routine funding transactions could be adversely affected by the actions and commercial soundness of other financial institutions. Financial services institutions are interrelated as a result of trading, clearing, counterparty or other relationships. We have exposure to many different industries and counterparties, and we routinely execute transactions with counterparties in the financial industry, including brokers and dealers, commercial banks, investment banks, mutual and hedge funds, and other institutional clients. As a result, defaults by, or even rumors or questions about, one or more financial services institutions, or the financial services industry generally, have led to market-wide liquidity problems and could lead to losses or defaults by us or by other institutions. Many of these transactions expose us to credit risk in the event of default of our counterparty or client. In addition, our credit risk may be exacerbated when the collateral held by us cannot be realized upon or is liquidated at prices not sufficient to recover the full amount of the loan or derivative exposure due us. There is no assurance that any such losses would not materially and adversely affect our results of operations.

## Any reduction in our credit rating could increase the cost of our funding from the capital markets.

Although our long-term debt is currently rated investment grade by the major rating agencies, the ratings of that debt have been downgraded during 2008 by all of the major rating agencies. These rating agencies regularly evaluate us and their ratings of our long-term debt are based on a number of factors, including our financial strength as well as factors not entirely within our control, including conditions affecting the financial services industry generally. In light of the difficulties in the financial services industry and the financial markets, there can be no assurance that we will maintain our current ratings. Our failure to maintain those ratings could adversely affect the cost and other terms upon which we are able to obtain funding and increase our cost of capital.

## We may fail to realize all of the anticipated benefits of a merger with Merrill Lynch \& Co., Inc.

On September 15, 2008, we announced that we had entered into an Agreement and Plan of Merger, dated as of September 15, 2008, with Merrill Lynch \& Co., Inc. ("Merrill Lynch"). Pursuant to the merger agreement, our newly-formed wholly-owned merger subsidiary will, subject to the terms and conditions of the merger agreement, merge into Merrill Lynch (the "Merrill Lynch merger"), with Merrill Lynch continuing as the surviving entity and our wholly-owned subsidiary. Completion of the Merrill Lynch merger is subject to certain customary conditions, including, among others, approval of the stockholders of both Bank of America and Merrill Lynch and receipt of regulatory approvals.

If the Merrill Lynch merger is completed, its success will depend, in part, on our ability to realize the anticipated benefits and cost savings from combining the businesses of Bank of America and Merrill Lynch. However, to realize these anticipated benefits and cost savings, we must successfully combine the businesses of Bank of America and Merrill Lynch. If we are not able to achieve these objectives, the anticipated benefits and cost savings of the merger may not be realized fully or at all or may take longer to realize than expected.

Bank of America and Merrill Lynch have operated and, until the completion of the merger, will continue to operate, independently. It is possible that the integration process could result in the loss of key employees, the disruption of each company's ongoing businesses or inconsistencies in standards, controls, procedures and policies that adversely affect our ability to maintain relationships with clients, customers, depositors and employees or to achieve the anticipated benefits of the merger. Integration efforts between the two companies will also divert management attention and resources. These integration matters could have an adverse effect on each of Merrill Lynch and Bank of America during such pre-merger transition period and for an undetermined period after consummation of the merger.

## Many of the difficult market conditions that we face have adversely impacted Merrill Lynch as well.

Merrill Lynch and its business are subject to many of the same difficulties resulting from the market turmoil and tightening of credit as we are. Merrill Lynch has exposure to the mortgage market through securities, derivatives, loans and loan commitments, including CDOs and sub-prime mortgages or related securities, with respect to which Merrill Lynch has entered into credit derivatives with various counterparties, including financial guarantors. Like us, Merrill Lynch also faces counterparty risk. Valuation of these exposures will continue to be impacted by external market factors, including default rates, rating agency actions, and the prices at which observable market transactions occur and the continued availability of these transactions. Merrill Lynch's ability to mitigate its risk by selling or hedging its exposures is also limited by the market environment, and its future results may continue to be materially impacted by the valuation adjustments applied to these positions. Many of the risks discussed above relating to the financial institutions industry, the difficult market conditions that exist in our industry, the volatility of the capital and credit markets and our credit risks apply to Merrill Lynch as well. Certain of these risks may have a differing impact, which in certain cases may be, or may have been, more adverse with respect to Merrill Lynch than with respect to us. In addition, Merrill Lynch may face risks in addition to those that we face.


[^0]:    1) Preliminary data
    2) Ratios do not include loans measured at fair value in accordance with SFAS 159 at and for the three and six months ended September 30, 2008 and 2007.
    (2) Tangible equity equals shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets
[^1]:    (1) Preliminary data based on risk-based capital
    (2) Tangible equity equals shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets.
     3. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the Corporation.

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

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

[^4]:    (1) Fully taxable-equivalent basis
     impact of market-based net interest income excludes $\$ 75$ million and $\$ 44$ million, and for the three months ended September 30, 2008, June 30, 2008, March 31, 2008, December 31, 2007 and September 30, 2007, respectively, excludes $\$ 23$ million, $\$ 25$ million, $\$ 27$ million, $\$ 26$ million and $\$ 22$ million of net interest income on loans for which the fair value option has been elected and is not considered market-based income.
    (3) Represents the impact of securitizations utilizing actual bond costs. This is different from the segment view which utilizes funds transfer pricing methodologies.
    (4) Calculated on an annualized basis.

[^5]:    (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 $\$ 2.6$ billion and $\$ 3.0$ billion in the third and second quarters of 2008 , and $\$ 3.8$ billion in the third quarter of 2007 .
     third and second quarters of 2008, and $\$ 843$ million in the third quarter of 2007.
    (5) Includes domestic commercial real estate loans of $\$ 62.2$ billion and $\$ 61.6$ billion in the third and second quarters of 2008, and $\$ 38.0$ billion in the third quarter of 2007 .
    
     second quarters of 2008 , and $\$ 226$ million in the third quarter of 2007 .

[^6]:     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.

[^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 $\$ 3.0$ billion and $\$ 3.9$ billion for the nine months ended September 30, 2008 and 2007.
    (4) Includes consumer finance loans of $\$ 2.8$ billion and $\$ 3.2$ billion, and other foreign consumer loans of $\$ 947$ million and $\$ 1.2$ billion for the nine months ended September 30 , 2008 and 2007.
    (5) Includes domestic commercial real estate loans of \$61.6 billion and \$36.6 billion for the nine months ended September 30, 2008 and 2007.
    
     2008 and 2007.

[^8]:     total commercial utilized credit exposure, including loans and leases, standby letters of credit, and financial guarantees, derivative assets, and commercial letters of credit.
     commercial foreclosed properties.
    (3) Criticized exposure related to the fair value option portfolio is not included. There are no nonperforming assets in the fair value portfolio.

[^9]:    - 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 $11.7 \%, 9.1 \%$ and $10.1 \%$, respectively.

[^10]:    (1) Classified as subprime when subprime consumer real estate loans make up at least 35 percent of the ultimate underlying collateral's original net exposure value.
    (2) Includes highly-rated collateralized loan obligations and commercial mortgage-backed securities super senior exposure.
    (3) Net of insurance excluding losses taken on liquidated CDOs.

[^11]:     Corporation will no longer originate
    (2) Includes foreign consumer loans of $\$ 2.4$ billion and $\$ 2.9$ billion at September 30, 2008 and June 30, 2008.
    (3) Includes consumer finance loans of $\$ 2.7$ billion and $\$ 2.8$ billion, and other foreign consumer loans of $\$ 736$ million and $\$ 839$ million at September 30, 2008 and June 30 , 2008
    (4) Includes small business commercial - domestic loans, primarily card related, of $\$ 19.4$ billion and $\$ 19.9$ billion at September 30, 2008 and June $30,2008$.
    (5) Includes domestic commercial real estate loans of $\$ 62.7$ billion and $\$ 61.8$ billion, and foreign commercial real estate loans of $\$ 1.0$ billion and $\$ 1.1$ billion at September 30,2008 and June $30,2008$.
     commercial real estate loans of $\$ 213$ million and $\$ 176$ million at September 30, 2008 and June 30, 2008

[^12]:     outstanding loans and leases for 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 three and nine months ended September 30, 2007.
    (3) These adjustments include purchase accounting adjustments in accordance with SOP 03-3 as well as purchase accounting adjustments related to nonimpaired loans

