# 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): January 16, 2009

## BANK OF AMERICA CORPORATION

(Exact name of registrant as specified in its charter)
Delaware
(State of Incorporation)
1-6523
(Commission File Number)
56-0906609
(IRS Employer Identification No.)
100 North Tryon Street
Charlotte, North Carolina 28255
(Address of principal executive offices)
(704) 386-5681
(Registrant's telephone number, including area code)
Not Applicable
(Former name or former address, if changed since last report)

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

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

On January 16, 2009, Bank of America Corporation (the "Registrant") announced financial results for the fourth quarter and year ended December 31, 2008, reporting a fourth quarter net loss of $\$ 1.79$ billion and diluted loss per common share of $\$ 0.48$ and for the year net income of $\$ 4.01$ billion and diluted earnings per common share of $\$ 0.55$. A copy of the press release announcing the Registrant's results for the fourth quarter and year ended December 31, 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 7.01. REGULATION FD DISCLOSURE.

On January 16, 2009, the Registrant held an investor conference call and webcast to disclose financial results for the fourth quarter and year ended December 31, 2008. The Supplemental Information package for use during this conference call is furnished herewith as Exhibit 99.2 and incorporated by reference in Item 7.01 . All information in the Supplemental Information package is presented as of December 31, 2008, and the Registrant does not assume any obligation to correct or update said information in the future.

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

## ITEM 8.01. OTHER EVENTS.

On January 16, 2009, the Registrant announced financial results for the fourth quarter and year ended December 31, 2008, reporting a fourth quarter net loss of $\$ 1.79$ billion and diluted loss per common share of $\$ 0.48$ and for the year net income of $\$ 4.01$ billion and diluted earnings per common share of $\$ 0.55$. A copy of the press release announcing the Registrant's results for the fourth quarter and year ended December 31, 2008 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

## ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

## (d) Exhibits.

The following exhibits are filed herewith:
EXHIBIT NO. DESCRIPTION OF EXHIBIT

Press Release dated January 16, 2009 with respect to the Registrant's financial results for the fourth quarter and year ended December 31, 2008

## SIGNATURES

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/ Craig R. Rosato
Craig R. Rosato
Chief Accounting Officer
Dated: January 16, 2009

## INDEX TO EXHIBITS

EXHIBIT NO.

Press Release dated January 16, 2009 with respect to the Registrant's financial results for the fourth quarter and year ended December 31, 2008
Supplemental Information prepared for use on January 16, 2009 in connection with financial results for the fourth quarter and year ended December 31, 2008

January 16, 2009
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# Bank of America Earns \$4 Billion in 2008 

Fourth-Quarter Net Loss of \$1.79 Billion
Extends $\$ 115$ Billion in New Credit in Fourth Quarter
\$15.31 Billion Fourth-Quarter Net Loss at Merrill Lynch
U.S. Invests $\$ 20$ Billion in Bank of America; Also Provides Insurance for $\$ 118$ Billion in Exposure

Quarterly Dividend Reduced to \$.01
CHARLOTTE — Bank of America Corporation today reported full-year 2008 profit of $\$ 4.01$ billion compared with net income of $\$ 14.98$ billion a year earlier.
Earnings after preferred dividends and available to common shareholders were $\$ 2.56$ billion, or $\$ 0.55$ per diluted share, down from $\$ 14.80$ billion, or $\$ 3.30$ per share.

In the fourth quarter of 2008, the company had a net loss of $\$ 1.79$ billion compared with net income of $\$ 268$ million a year earlier. The net loss applicable to common shareholders was $\$ 2.39$ billion, or $\$ 0.48$ per diluted share, down from net income of $\$ 215$ million, or $\$ 0.05$ per share, in the same period in 2007. Results include Countrywide Financial, which Bank of America purchased on July 1, but not Merrill Lynch \& Co., Inc., which was acquired on January 1, 2009.

Fourth quarter results were driven by escalating credit costs, including additions to reserves, and significant writedowns and trading losses in the capital markets businesses. These actions reflect the deepening economic recession and extremely challenging financial environment, both of which significantly intensified in the last three months of 2008.

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Global Consumer and Small Business Banking and Global Wealth and Investment Management were profitable, paced by Bank of America's successful and expanding deposit business. Negative results in Capital Markets and Advisory Services masked the profitability in Business Lending and Treasury Services within Global Corporate and Investment Banking.

Bank of America ended 2008 with a Tier 1 capital ratio of 9.15 percent.
Merrill Lynch preliminary results indicate a fourth-quarter net loss of $\$ 15.31$ billion, or $\$ 9.62$ per diluted share, driven by severe capital markets dislocations. (See the Transition Update section of this news release and supplemental earnings information provided on investor.bankofamerica.com for further details.)

In view of the continuing severe conditions in the markets and economy, the U.S. government agreed to assist in the Merrill acquisition by making a further investment in Bank of America of $\$ 20$ billion in preferred stock carrying an 8 percent dividend rate.

In addition, the government has agreed to provide protection against further losses on $\$ 118$ billion in selected capital markets exposure, primarily from the former Merrill Lynch portfolio. Under the agreement, Bank of America would cover the first $\$ 10$ billion in losses and the government would cover 90 percent of any subsequent losses. Bank of America would pay a premium of 3.4 percent of those assets for this program.

On a pro forma basis this would boost the company's Tier 1 capital ratio to approximately 10.70 percent.
In light of continuing severe economic and financial market conditions, the Bank of America Board of Directors has declared a first quarter dividend of $\$ .01$ per share payable March 27, 2009 to shareholders of record as of March 6, 2009.

Combined, these actions strengthen Bank of America and will allow the company to continue business levels that both support the U.S. economy and create future value for shareholders.

Bank of America extended more than $\$ 115$ billion in new credit in the fourth quarter. It is increasing staff in its mortgage unit to meet a surge in demand that began late in December as mortgage rates fell. The company continues to prudently extend credit to commercial and consumer borrowers throughout its product line.

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## Customer Highlights

- Of the more than $\$ 115$ billion in new credit extended during the quarter, about $\$ 49$ billion was in commercial non-real estate; $\$ 45$ billion was in mortgages; nearly $\$ 8$ billion was in domestic card and unsecured consumer loans; nearly $\$ 7$ billion was in commercial real estate; more than $\$ 5$ billion was in home equity products; and approximately $\$ 2$ billion was in consumer Dealer Financial Services
- During the fourth quarter, Small Business Banking extended nearly $\$ 1$ billion in new credit to over 47,000 new customers.
- Mortgages made to low- and moderate-income borrowers and areas totaled $\$ 11.3$ billion in the fourth quarter, serving more than 77,000 borrowers.
- To help homeowners avoid foreclosure, Bank of America and Countrywide modified approximately 230,000 home loans during 2008. This year the company embarked on a home loan modification program projected to modify over $\$ 100$ billion in loans to help keep up to 630,000 borrowers in their homes. The centerpiece of the program is a proactive loan modification process to provide relief to eligible borrowers who are seriously delinquent or are likely to become seriously delinquent as a result of loan features, such as rate resets or payment recasts. In some instances, innovative new approaches will be employed to include automatic streamlined loan modifications across certain classes of borrowers. The program utilizes an affordability equation to qualify borrowers for loan modifications at a targeted first year mortgage debt to income ratio of 34 percent.
- The company established a lending initiative group: senior officers meeting with the chief executive every week to evaluate how much Bank of America is lending, to whom, and what more can be done while remaining prudent and responsible. The company will report findings monthly.


## Fourth Quarter 2008 Financial Summary

## Revenue and Expense

Revenue net of interest expense on a fully taxable-equivalent basis rose 19 percent to $\$ 15.98$ billion from $\$ 13.45$ billion a year earlier.
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Net interest income on a fully taxable-equivalent basis rose 37 percent to $\$ 13.41$ billion from $\$ 9.82$ billion in the fourth quarter of 2007 on higher market based income, the favorable rate environment, loan growth and the acquisition of Countrywide. The net interest yield improved 70 basis points to 3.31 percent.

Noninterest income declined 29 percent to $\$ 2.57$ billion from $\$ 3.64$ billion a year earlier. Mortgage banking income, gains on sales of debt securities, insurance premiums and service charges increased. The increases were more than offset by sales and trading losses in the Capital Markets and Advisory Services business.

Noninterest expense rose 5 percent to $\$ 10.95$ billion from a year earlier mainly because of the addition of Countrywide which was partially offset by lower personnel costs. Pretax merger and restructuring charges related to acquisitions were $\$ 306$ million compared with $\$ 140$ million a year earlier. Given the capital markets disruptions, the company's efficiency ratio remains above normal levels.

## Credit Quality

Credit quality deteriorated further during the quarter as the recession worsened. Consumers continued to experience high levels of stress from declining home prices, rising unemployment and tighter credit conditions. These factors led to higher losses and an increase in delinquencies in all consumer portfolios.

Declining home values, a slowdown in consumer spending and continued turmoil in the global financial markets negatively impacted the commercial portfolios Commercial losses increased during the quarter driven by higher broad-based losses in the non-real estate domestic portfolios, the homebuilder portfolio, and several large defaults by foreign financial services borrowers.

Nonperforming assets were $\$ 18.23$ billion or 1.96 percent of total loans, leases and foreclosed properties, compared with $\$ 13.58$ billion, or 1.45 percent, at September 30 and $\$ 5.95$ billion, or 0.68 percent, at December 31, 2007.

Total managed net losses were $\$ 7.40$ billion, or 2.84 percent, of total average managed loans and leases compared with $\$ 6.11$ billion, or 2.32 percent, in the third quarter and $\$ 3.28$ billion, or 1.34 percent, in the fourth quarter of 2007.

Net charge-offs were $\$ 5.54$ billion, or 2.36 percent of total average loans and leases compared with $\$ 4.36$ billion, or 1.84 percent, in the third quarter and $\$ 1.99$ billion, or 0.91 percent, in the fourth quarter of 2007.

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The provision for credit losses was $\$ 8.54$ billion, up from $\$ 6.45$ billion in the third quarter and $\$ 3.31$ billion in the fourth quarter of 2007 . The company added $\$ 2.99$ billion to the allowance for loan and lease losses during the quarter. The additions were across most consumer portfolios reflecting economic stress on consumers. Reserves were also increased on commercial portfolios.

## Capital Management

Total shareholders' equity was $\$ 177.05$ billion at December 31. Period-end assets were $\$ 1.82$ trillion. The Tier 1 capital ratio was 9.15 percent, up from 7.55 percent at September 30, 2008. The Tier 1 ratio was 6.87 percent a year earlier.

Bank of America issued 455 million common shares for $\$ 9.88$ billion, $\$ 15$ billion of preferred stock issued to the U.S. Department of the Treasury, and did not repurchase any shares in the period. Period-end common shares issued and outstanding were 5.02 billion for the fourth quarter of $2008,4.56$ billion for the third quarter of 2008 and 4.44 billion in the year ago quarter. The company paid a cash dividend of $\$ 0.32$ per common share and recorded $\$ 472$ million in preferred dividends during the quarter. An additional $\$ 131$ million of preferred dividends were deducted in the calculation of net income applicable to common shareholders.

In January 2009, an additional $\$ 10$ billion of preferred stock (part of the original $\$ 25$ billion assigned to Bank of America and Merrill Lynch) was issued to the U.S. Department of the Treasury as part of the Troubled Asset Relief Program (TARP). The company also issued approximately 1.4 billion shares of common stock associated with the acquisition of Merrill Lynch.

## Full-Year 2008 Financial Summary

## Revenue and Expense

Revenue on a fully taxable-equivalent basis increased 8 percent to $\$ 73.98$ billion from $\$ 68.58$ billion a year earlier
Net interest income on a fully taxable-equivalent basis increased to $\$ 46.55$ billion from $\$ 36.19$ billion in 2007 on higher market based income, consumer and commercial loan growth, the favorable rate environment and the addition of Countrywide and LaSalle. The net interest yield widened 38 basis points to 2.98 percent reflecting the more favorable interest rate environment and product mix.

Noninterest income fell 15 percent to $\$ 27.42$ billion from $\$ 32.39$ billion in 2007 . Writedowns in the wake of market disruptions of $\$ 10.47$ billion reduced results. Higher mortgage banking income, service charges and insurance premiums along with an increase in gains on sales of debt securities partially offset the decline.

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Noninterest expense increased 11 percent to $\$ 41.53$ billion from $\$ 37.52$ billion a year ago mainly due to the addition of Countrywide. The increase was partially offset by lower incentive compensation. Given the capital markets disruptions, the company's efficiency ratio remains above normal levels.

## Credit Quality

Provision expense increased $\$ 18.44$ billion to $\$ 26.83$ billion in 2008 because of higher net charge-offs and additions to the reserve. The majority of the reserve additions were in the consumer and small business portfolios as the housing markets weakened and the economy slowed. Reserves on commercial portfolios were increased as the homebuilder and commercial domestic portfolios within Global Corporate and Investment Banking deteriorated.

Total managed net losses were $\$ 22.90$ billion during 2008, or 2.27 percent of total average managed loans and leases, compared with $\$ 11.25$ billion or 1.29 percent during the prior year. Net charge-offs totaled $\$ 16.23$ billion, or 1.79 percent of average loans and leases, compared with $\$ 6.48$ billion, or 0.84 percent in 2007. Portfolios directly tied to housing, including home equity, residential mortgage and homebuilders drove a significant portion of the increase. The weaker economy also drove higher levels of net losses across the Card Services portfolios as well as the commercial portfolios.

## Capital Management

For 2008, Bank of America recorded $\$ 10.26$ billion in dividends to common shareholders and $\$ 1.32$ billion to preferred shareholders. The company also issued approximately 580 million common shares, including 455 million during the fourth quarter and 107 million related to the Countrywide acquisition. In addition, Bank of America obtained nearly $\$ 35$ billion in additional capital in connection with preferred stock issuances throughout the year.

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## 2008 Business Segment Results

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

| (Dollars in millions) | 2008 |  | 2007 |  |
| :---: | :---: | :---: | :---: | :---: |
| Total managed revenue, net of interest expense ${ }^{2}$ | \$ 58,344 |  | \$ 47,855 |  |
| Provision for credit losses ${ }^{3}$ | 26,841 |  | 12,920 |  |
| Noninterest expense | 24,937 |  | 20,349 |  |
| Net income | 4,234 |  | 9,362 |  |
| Efficiency ratio ${ }^{2}$ | 42.74 | \% | 42.52 | \% |
| Return on average equity | 5.78 |  | 14.81 |  |
| Managed loans ${ }^{4}$ | \$350,264 |  | \$294,030 |  |
| Deposits ${ }^{4}$ | 370,961 |  | 330,661 |  |
|  | At 12/31/08 |  | At 12/31/07 |  |
| Period ending deposits | \$393,165 |  | \$346,908 |  |

1 Results shown on a managed basis. Managed basis assumes that loans that have been securitized were not sold and presents earnings on these loans in a manner similar to the way
2 loans that have not been sold (i.e., held loans) are presented. For more information and detailed reconciliation, please refer to the data pages supplied with this Press Release.
2 Fully taxable-equivalent basis
3 Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio Balances averaged for period

Global Consumer and Small Business Banking net income declined from a year ago as credit costs more than doubled. Expenses rose mostly on the addition of Countrywide.

Managed net revenue rose 22 percent due to the Countrywide acquisition and organic loan and deposit growth.
The provision for credit losses increased by $\$ 13.92$ billion to $\$ 26.84$ billion. Net losses increased $\$ 8.38$ billion to $\$ 19.18$ billion as housing market deterioration and weak economic conditions impacted most consumer portfolios. Loan loss reserve additions related to deterioration and increased delinquencies contributed to higher credit costs.

- Deposits and Student Lending net income increased by 9 percent to $\$ 6.21$ billion, while net revenue increased 10 percent to $\$ 20.65$ billion as net interest income, service charges and debit card income all showed strong growth.

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- Card Services net income fell 85 percent to $\$ 521$ million as credit costs rose. Managed net revenue grew 12 percent to $\$ 28.43$ billion as higher average loan balances increased net interest income.
- Mortgage, Home Equity and Insurance Services reported a net loss of $\$ 2.50$ billion as home equity credit costs rose. Higher noninterest expense was offset by increases in mortgage banking income, net interest income and insurance premiums. Expense and revenue increases are due to the addition of Countrywide.

Fourth quarter net income for Global Consumer and Small Business Banking declined 56 percent to $\$ 835$ million from a year earlier. The provision for credit osses rose 77 percent as the economy weakened, and expenses rose 28 percent due to the addition of Countrywide. Net revenue increased 26 percent to $\$ 15.91$ billion on higher net interest income, mortgage banking income and insurance premiums related to the addition of Countrywide and organic loan and deposit growth.

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## Global Corporate and Investment Banking

| (Dollars in millions) | 2008 | 2007 |
| :---: | :---: | :---: |
| Total revenue, net of interest expense ${ }^{1}$ | \$ 13,440 | \$ 13,651 |
| Provision for credit losses | 3,080 | 658 |
| Noninterest expense | 10,381 | 12,198 |
| Net income (loss) | (14) | 510 |
| Efficiency ratio ${ }^{1}$ | 77.24 | \% 89.36 \% |
| Return on average equity | (0.02) | 1.12 |
| Loans and leases ${ }^{2}$ | \$337,352 | \$274,725 |
| Trading-related assets ${ }^{2}$ | 341,544 | 362,195 |
| Deposits ${ }^{2}$ Fuly taxabis | 239,097 | 219,891 |
| $\begin{array}{ll}1 & \text { Fully taxable-equivalent basis } \\ 2 & \text { Balances averaged for period }\end{array}$ |  |  |

Global Corporate and Investment Banking had a net loss of $\$ 14$ million on significant writedowns, higher credit costs and lower net revenue. A 48 percent increase in net interest income and higher service charges and investment banking income were more than offset by market disruption charges of $\$ 10.47$ billion, which were $\$ 6.45$ billion a year earlier. Included in those charges were CDO-related writedowns of $\$ 4.78$ billion, down from $\$ 5.65$ billion during 2007 , and leveraged-loan writedowns of $\$ 1.08$ billion, compared with $\$ 196$ million a year earlier.

The provision for credit losses increased $\$ 2.42$ billion to $\$ 3.08$ billion. Net charge-offs rose from low 2007 levels and with the exception of homebuilders were across a broad range of borrowers and industries. Reserves were increased due to deterioration in the homebuilder, commercial domestic and dealer-related portfolios.

- Business Lending net income decreased 14 percent to $\$ 1.72$ billion as strong revenue growth and lower expenses were offset by higher credit costs. Net revenue increased 29 percent to $\$ 7.82$ billion on organic and merger-related average loan growth of more than $\$ 62$ billion.
- Capital Markets and Advisory Services recorded a net loss of $\$ 4.95$ billion compared with a net loss of $\$ 3.39$ billion a year earlier. Net revenue losses of $\$ 3.02$ billion, were lower compared with net revenue of $\$ 549$ million a year earlier, driven by writedowns associated with credit-related positions including CDO-related investments and auction rate securities.

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- Treasury Services net income increased 28 percent to $\$ 2.73$ billion as net revenue grew 10 percent to $\$ 7.78$ billion. Net revenue increased as favorable pricing and increased volume drove deposits and service charges higher. Both revenue and expenses were favorably impacted by the Visa IPO.

Global Corporate and Investment Banking reported a net loss of $\$ 2.44$ billion for the quarter, compared with a net loss of $\$ 2.77$ billion last year. The net loss narrowed on lower market disruption losses, higher net interest income due to lower short term rates, wider spreads and increased customer balances, and investment banking income, offset by higher credit costs.

Capital Markets and Advisory Services had negative net revenue of $\$ 4.64$ billion in the period.
Market disruption-related impacts of $\$ 4.61$ billion in the quarter include:

- Total CDO-related losses of $\$ 1.72$ billion.
- Writedowns of commercial mortgage-backed securities and related transactions of $\$ 853$ million.
- Leveraged lending related writedowns of $\$ 429$ million.
- Writedowns on auction rate securities of $\$ 353$ million.

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## Global Wealth and Investment Management

| (Dollars in millions) | 2008 |  | 2007 |
| :---: | :---: | :---: | :---: |
| Total revenue, net of interest expense ${ }^{1}$ | \$ 7,785 |  | \$ 7,553 |
| Provision for credit losses | 664 |  | 14 |
| Noninterest expense | 4,904 |  | 4,480 |
| Net income | 1,416 |  | 1,960 |
| Efficiency ratio ${ }^{1}$ | 62.99 | \% | 59.31 |
| Return on average equity | 12.11 |  | 19.83 |
| Loans ${ }^{2}$ | \$ 87,591 |  | \$ 73,473 |
| Deposits ${ }^{2}$ | 159,525 |  | 124,871 |
| (in billions) | At 12/31/08 |  | At 12/31/07 |
| Assets under management | \$ 524.0 |  | \$ 643.5 |
| $\begin{array}{ll}1 & \text { Fully taxable-equivalent basis } \\ 2 \quad \text { Balances averaged for period }\end{array}$ |  |  |  |

Net income declined 28 percent to $\$ 1.42$ billion as support for certain cash funds increased and credit costs rose.
Net revenue increased 3 percent from the 2007 addition of U.S. Trust and LaSalle and organic loan and deposit growth. The increase was offset by support to certain cash funds, writedowns related to auction rate securities and weaker equity markets.

The provision for credit losses increased $\$ 650$ million to $\$ 664$ million as a result of additions to the reserve and higher net charge-offs reflecting housing market deterioration and the slowing economy.

- U.S. Trust, Bank of America Private Wealth Management net income declined 2 percent to $\$ 460$ million. Net revenue rose 14 percent to $\$ 2.65$ billion due to the addition of U.S. Trust and LaSalle, partially offset by the weaker equity markets.
- Columbia Management reported a net loss of $\$ 459$ million compared with net income of $\$ 21$ million a year ago mainly due to an additional $\$ 725$ million in support provided to certain cash funds and weaker equity markets.

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- Premier Banking and Investments net income fell 54 percent to $\$ 584$ million as credit costs increased by $\$ 534$ million on higher home equity loan losses. Net revenue decreased 15 percent to $\$ 3.20$ billion on lower net interest income as spread compression driven by deposit mix and competitive deposit pricing more than offset deposit growth.

Fourth quarter net income for Global Wealth and Investment Management increased 65 percent to $\$ 511$ million compared with a year earlier due to higher net revenue and lower expenses. Net revenue increased 12 percent to $\$ 1.98$ billion as higher net interest income driven by growth in loans and deposits was partially offset by weaker equity markets. Expenses declined 2 percent on lower incentive compensation.

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

| (Dollars in millions) | 2008 | 2007 |
| :---: | :---: | :---: |
| Total revenue net of interest expense ${ }^{2}$ | \$ $(5,593)$ | \$ (477) |
| Provision for credit losses ${ }^{3}$ | $(3,760)$ | $(5,207)$ |
| Merger and restructuring charges | 935 | 410 |
| All other noninterest expense | 372 | 87 |
| Net income (loss) | $(1,628)$ | 3,150 |
| Loans and leases ${ }^{4}$ | \$135,671 | \$133,926 |

1 All Other consists primarily of equity investments, the residential mortgage portfolio associated with asset and liability management activities, the residual impact of the cost allocation processes, merger and restructuring charges, intersegment eliminations, and the results of certain consumer finance, investment management and commercial lending businesses that are being liquidated. All Other also includes the offsetting securitization impact to present Card Services on a managed basis. Our view of Global Consumer and Small Business Banking operations are also shown on a managed basis. For more information and detailed reconciliation, please refer to the data pages supplied with this Press Release.
$2 \quad$ Operations are also shown on
3 Represents the provision for credit losses in All Other combined with the GCSBB securitization offset.
$4 \quad$ Balances averaged for period
All Other had a net loss of $\$ 1.63$ billion for 2008 compared with net income of $\$ 3.15$ billion a year earlier. For the fourth quarter the net loss of $\$ 693$ million compared with net income of $\$ 830$ million a year earlier. The declines are attributable to lower equity investment income, higher credit costs and increased merger and restructuring charges which more than offset gains on the sales of debt securities. Results were also adversely impacted by the absence of earnings due to the sale of certain businesses and foreign operations during 2007. Credit costs rose, primarily in the residential mortgage portfolio due to deterioration in the housing markets and the impacts of a slowing economy.

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## Transition Update

(Merrill Lynch \& Co. results are not part of Bank of America fourth-quarter or full-year 2008 results)
Merrill Lynch \& Co. was acquired on January 1, 2009 creating a premier financial services franchise with significantly enhanced wealth management, investment banking and international capabilities.

Merrill Lynch preliminary results indicate a fourth-quarter net loss of $\$ 15.31$ billion, or $\$ 9.62$ per diluted share, driven by severe capital markets dislocations.
Merrill Lynch's Global Wealth Management division generated $\$ 2.6$ billion in net revenue in the period as fees held up well in the declining markets. The strongest performance came from the U.S. Advisory portion of the business. Retention of financial advisors remains consistent with historical trends.

Significant negative fourth-quarter items for Merrill Lynch include:

- Credit valuation adjustments related to monoline financial guarantor exposures of $\$ 3.22$ billion.
- Goodwill impairments of $\$ 2.31$ billion.
- Leveraged loan writedowns of $\$ 1.92$ billion.
- $\$ 1.16$ billion in the U.S. Bank Investment Securities Portfolio writedowns.
- Commercial real estate writedowns of $\$ 1.13$ billion.

The LaSalle transition reached a significant milestone in the quarter with successful systems conversions, marking the completion of the integration. In addition, cost savings exceeded original projections.

The integration of Countrywide is on track and is expected to reach targeted cost savings, which are currently expected to be around $\$ 900$ million after-tax, and are expected to be fully realized by 2011.

Note: Chief Executive Officer Kenneth D. Lewis and Chief Financial Officer Joe L. Price will discuss fourth quarter 2008 results in a conference call at 7 a.m. (Eastern Time) today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations Web site at http://investor.bankofamerica.com. For a listen-only connection to the conference call, dial 877.585 .6241 (domestic) or 785.424 .1732 (international) and the conference ID: 79795.

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## Bank of America

Bank of America is one of the world's largest financial institutions, serving individual consumers, small and middle market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk-management products and services. The company provides unmatched convenience in the United States, serving more than 59 million consumer and small business relationships with more than 6,100 retail banking offices, nearly 18,700 ATMs and award-winning online banking with nearly 29 million active users. Following the acquisition of Merrill Lynch on January 1, 2009 Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes serving corporations, governments, institutions and individuals around the world. 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 40 countries. 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

Bank of America may make forward-looking statements, including, for example, statements about management expectations and intentions regarding our future financial results, integration plans and cost savings, growth opportunities, business outlook, loan and deposit growth, mortgage production, credit losses, and other similar matters. These forward-looking statements are not historical facts, but instead represent Bank of America's current expectations, intentions or forecasts of future events, circumstances or results. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and often are beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements.

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You should not place undue reliance on any forward-looking statement and should consider the following possible events or factors that could cause results or performance to differ materially from those expressed in the forward-looking statements: negative economic conditions; changes in interest rates and market liquidity; changes in foreign exchange rates; adverse movements and volatility in debt and equity capital markets; changes in market rates and prices which may adversely impact the value of financial products and instruments; estimates of fair value of assets and liabilities; legislative and regulatory actions in the United States and internationally; liabilities resulting from litigation and regulatory investigations; changes in domestic or foreign tax laws, rules and regulations and governmental interpretations thereof; monetary and fiscal policies and regulations; changes in accounting standards, rules and interpretations; increased competition; the ability to grow Bank of America's core businesses; the ability to develop and introduce new banking-related products, services and enhancements; mergers and acquisitions and their integration; decisions to downsize, sell or close units or otherwise change Bank of America's business mix; management's ability to identify and manage these and other risks; and the other risk factors discussed in Bank of America's Annual Report on Form 10-K for 2007, Quarterly Report on Form 10-Q for the quarter ended September 30, 2008, and in any of Bank of America's other subsequent SEC filings.

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

## www.bankofamerica.com

Bank of America Corporation and Subsidiaries

## Selected Financial Data

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



| Capital Management | December 31 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |
| Risk-based capital ratios: |  |  |  |
| Tier 1 | 9.15 | \% | 6.87 |
| Total | 13.00 |  | 11.02 |
| Tangible equity ratio ${ }^{(3)}$ | 5.01 |  | 3.62 |
| Tangible common equity ratio ${ }^{(4)}$ | 2.83 |  | 3.35 |
| Period-end common shares issued and outstanding | 5,017,436 |  | 4,437,885 |


|  | Three Months Ended December 31 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2008 |  | 07 |
| Shares issued | 455,381 | 3,730 |  |
| Shares repurchased | - | $(2,700)$ |  |
| Average common shares issued and outstanding | 4,957,049 | 4,421,554 |  |
| Average diluted common shares issued and outstanding ${ }^{(1)}$ | 4,957,049 | 4,470,108 |  |
| Dividends paid per common share | 0.32 | \$ | 0.64 |
| Summary Ending Balance Sheet | December 31 |  |  |
|  | 2008 | 2007 |  |
| Total loans and leases | \$ 931,446 |  | 876,344 |
|  |  |  |  |
| Total earning assets | 1,536,198 |  | 1,463,570 |
| Total assets | 1,817,943 |  | 1,715,746 |
| Total deposits | 882,997 |  | 805,177 |
| Total shareholders' equity | 177,052 |  | 146,803 |
| Common shareholders' equity | 139,351 |  | 142,394 |
| Book value per share of common stock | \$ 27.77 | \$ | 32.09 |

[^0]Bank of America Corporation and Subsidiaries
Business Segment Results
(Dollars in millions)


| All Other ${ }^{(1)}$ | Three Months Ended December 31 |  | Year Ended December 31 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | 2008 | 2007 |
| Total revenue, net of interest expense ${ }^{(2)}$ | \$ (1,650) | \$ (240) | \$ (5,593) | \$ (477) |
| Provision for credit losses ${ }^{(5)}$ | (616) | $(1,285)$ | $(3,760)$ | $(5,207)$ |
| Noninterest expense | 505 | 87 | 1,307 | 497 |
| Net income | (693) | 830 | $(1,628)$ | 3,150 |
| Average - total loans and leases | 145,196 | 140,052 | 135,671 | 133,926 |
| Average - total deposits | 75,003 | 64,806 | 61,561 | 41,759 |

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

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

| (Dollars in millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent basis data | Three Months Ended December 31 |  |  |  | Year Ended December 31 |  |  |
|  | 2008 |  | 2007 |  | 2008 |  | 2007 |
| Net interest income | \$ 13,406 |  | \$ 9,815 |  | \$46,554 |  | \$36,190 |
| Total revenue, net of interest expense | 15,980 |  | 13,454 |  | 73,976 |  | 68,582 |
| Net interest yield | 3.31 | \% | 2.61 | \% | 2.98 | \% | 2.60 |
| Efficiency ratio | 68.51 |  | 77.36 |  | 56.14 |  | 54.71 |
| Other Data | December 31 |  |  |  |  |  |  |
|  | 2008 |  | 2007 |  |  |  |  |
| Full-time equivalent employees | 243,075 |  | 209,718 |  |  |  |  |
| Number of banking centers - domestic | 6,139 |  | 6,149 |  |  |  |  |
| Number of branded ATMs - domestic | 18,685 |  | 18,753 |  |  |  |  |

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

Information for periods beginning July 1, 2008 includes the Countrywide acquisition; prior periods have not been restated.

## Bank of America Corporation and Subsidiaries Reconciliation - Managed to GAAP

## (Dollars in millions)

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


 reported as follows:
 pricing allocation related to securitized loans.

 only strip that are recorded in card income as management continues to manage this impact within Global Consumer and Small Business Banking.

- Provision for credit losses represents the provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.

Global Consumer and Small Business Banking

|  | Year Ended December 31, 2008 |  |  |  | Year Ended December 31, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Managed <br> Basis ${ }^{(1)}$ | Securitization Impact ${ }^{(2)}$ |  | Held Basis | Managed Basis ${ }^{(1)}$ | Securitization Impact ${ }^{(2)}$ |  | Held Basis |
| Net interest income ${ }^{(3)}$ | \$ 33,851 |  | $(8,701)$ | \$ 25,150 | \$ 28,712 | \$ | $(8,027)$ | \$ 20,685 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Card income | 10,057 |  | 2,250 | 12,307 | 10,194 |  | 3,356 | 13,550 |
| Service charges | 6,807 |  | - | 6,807 | 6,007 |  | - | 6,007 |
| Mortgage banking income | 4,422 |  | - | 4,422 | 1,332 |  | - | 1,332 |
| Insurance premiums | 1,968 |  | (186) | 1,782 | 912 |  | (250) | 662 |
| All other income | 1,239 |  | (33) | 1,206 | 698 |  | (38) | 660 |
| Total noninterest income | 24,493 |  | 2,031 | 26,524 | 19,143 |  | 3,068 | 22,211 |
| Total revenue, net of interest expense | 58,344 |  | $(6,670)$ | 51,674 | 47,855 |  | $(4,959)$ | 42,896 |
| Provision for credit losses | 26,841 |  | $(6,670)$ | 20,171 | 12,920 |  | $(4,959)$ | 7,961 |
| Noninterest expense | 24,937 |  | - | 24,937 | 20,349 |  | - | 20,349 |
| Income before income taxes | 6,566 |  | - | 6,566 | 14,586 |  | - | 14,586 |
| Income tax expense ${ }^{(3)}$ | 2,332 |  | - | 2,332 | 5,224 |  | - | 5,224 |
| Net income | \$ 4,234 | \$ | - | \$ 4,234 | \$ 9,362 | \$ | - | \$ 9,362 |
| Average - total loans and leases | \$350,264 |  | $(104,401)$ | \$245,863 | \$294,030 |  | 103,284) | \$190,746 |

## All Other

|  | Year Ended December 31, 2008 |  |  |  | Year Ended December 31, 2007 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reported Basis (4) | Securitization Offset ${ }^{(2)}$ |  | As Adjusted | Reported Basis ${ }^{(4)}$ | Securitization Offset ${ }^{(2)}$ |  | As Adjusted |
| Net interest income ${ }^{(3)}$ | \$ $(8,610)$ | \$ | 8,701 | \$ 91 | \$ (7,645) | \$ | 8,027 | \$ 382 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Card income | 2,164 |  | $(2,250)$ | (86) | 2,817 |  | $(3,356)$ | (539) |
| Equity investment income | 265 |  | - | 265 | 3,745 |  | - | 3,745 |
| Gains on sales of debt securities | 1,133 |  | - | 1,133 | 180 |  | - | 180 |
| All other income (loss) | (545) |  | 219 | (326) | 426 |  | 288 | 714 |
| Total noninterest income | 3,017 |  | $(2,031)$ | 986 | 7,168 |  | $(3,068)$ | 4,100 |
| Total revenue, net of interest expense | $(5,593)$ |  | 6,670 | 1,077 | (477) |  | 4,959 | 4,482 |
| Provision for credit losses | $(3,760)$ |  | 6,670 | 2,910 | $(5,207)$ |  | 4,959 | (248) |
| Merger and restructuring charges | 935 |  | - | 935 | 410 |  | - | 410 |
| All other noninterest expense | 372 |  | - | 372 | 87 |  | - | 87 |
| Income (loss) before income taxes | $(3,140)$ |  | - | $(3,140)$ | 4,233 |  | - | 4,233 |
| Income tax expense (benefit) ${ }^{(3)}$ | $(1,512)$ |  | - | $(1,512)$ | 1,083 |  | - | 1,083 |
| Net income (loss) | \$ (1,628) | \$ | - | \$ (1,628) | \$ 3,150 | \$ | - | \$ 3,150 |
| Average - total loans and leases | \$135,671 | \$ | 04,401 | \$240,072 | \$133,926 |  | 03,284 | \$237,210 |

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

## Bank of America



## Supplemental Information Fourth Quarter 2008

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

Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

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

(1) Due to the net loss for the three months ended December 31, 2008, the impact of antidilutive equity instruments have been excluded from diluted earnings per share and average diluted common shares.
 3. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the Corporation.

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

Bank of America Corporation and Subsidiaries
Supplemental Financial Data

## Fully taxable-equivalent basis data

|  | Year Ended December 31 |  |  |  |  | Fourth Quarter 2008 |  | Third Quarter 2008 | SecondQuarter2008 |  |  | FirstQuarter2008 |  | Fourth Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 46,554 |  | \$ 36,190 |  | \$ 13,406 |  | \$ 11,920 |  |  | 10,937 |  | \$ 10,291 |  |  |
| Total revenue, net of interest expense |  | 73,976 |  | 68,582 |  | 15,980 |  | 19,899 |  |  | 20,726 |  | 17,371 |  |  |
| Net interest yield |  | 2.98 | \% | 2.60 | \% | 3.31 | \% | 2.93 | \% |  | 2.92 | \% | 2.73 | \% |  |
| Efficiency ratio |  | 56.14 |  | 54.71 |  | 68.51 |  | 58.60 |  |  | 46.60 |  | 53.32 |  |  |

## Reconciliation to GAAP financial measures

Supplemental financial data presented on an operating basis is a basis of presentation not defined by accounting principles generally accepted in the United States (GAAP) that excludes merger and restructuring charges. We believe that the exclusion of merger and restructuring charges, which represent events outside our normal operations, provides a meaningful period-to-period comparison and is more reflective of normalized operations.

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.
 December 31, 2008, September 30, 2008, June 30, 2008, March 31, 2008 and December 31, 2007, and the years ended December 31, 2008 and 2007.

## Reconciliation of net income to operating earnings

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2008 |  | ThirdQuarter 2008 |  | Second <br> Quarter <br> 2008 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | Fourth Quarter 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | \$ | 4,008 |  | 14,982 |  | (1,789) | \$ | 1,177 | \$ | 3,410 | S | 1,210 | \$ | 268 |
| Merger and restructuring charges |  | 935 |  | 410 |  | 306 |  | 247 |  | 212 |  | 170 |  | 140 |
| Related income tax benefit |  | (305) |  | (152) |  | (100) |  | (64) |  | (78) |  | (63) |  | (52) |
| Operating earnings (loss) | \$ | 4,638 |  | $\underline{\text { 15,240 }}$ |  | (1,583) |  | $\xrightarrow{1,360}$ | \$ | 3,544 |  | 1,317 | \$ | 356 |



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)

|  | Year Ended December 31 |  |  |  | Fourth Quarter $2008{ }^{(1)}$ |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | First Quarter 2008 |  | Fourth <br> Quarter <br> 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans and leases | \$ | 56,017 | \$ | 55,681 | \$ | 14,220 | \$ | 14,261 | \$ | 13,121 | \$ | 14,415 | \$ | 15,363 |
| Interest on debt securities |  | 13,146 |  | 9,784 |  | 3,851 |  | 3,621 |  | 2,900 |  | 2,774 |  | 2,738 |
| Federal funds sold and securities purchased under agreements to resell |  | 3,313 |  | 7,722 |  | 393 |  | 912 |  | 800 |  | 1,208 |  | 1,748 |
| Trading account assets |  | 9,057 |  | 9,417 |  | 2,120 |  | 2,344 |  | 2,229 |  | 2,364 |  | 2,358 |
| Other interest income |  | 4,151 |  | 4,700 |  | 1,018 |  | 1,058 |  | 977 |  | 1,098 |  | 1,272 |
| Total interest income |  | 85,684 |  | 87,304 |  | 21,602 |  | 22,196 |  | 20,027 |  | 21,859 |  | 23,479 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 15,250 |  | 18,093 |  | 3,296 |  | 3,846 |  | 3,520 |  | 4,588 |  | 5,253 |
| Short-term borrowings |  | 12,362 |  | 21,967 |  | 1,910 |  | 3,223 |  | 3,087 |  | 4,142 |  | 5,598 |
| Trading account liabilities |  | 2,774 |  | 3,444 |  | 524 |  | 661 |  | 749 |  | 840 |  | 825 |
| Long-term debt |  | 9,938 |  | 9,359 |  | 2,766 |  | 2,824 |  | 2,050 |  | 2,298 |  | 2,638 |
| Total interest expense |  | 40,324 |  | 52,863 |  | 8,496 |  | 10,554 |  | 9,406 |  | 11,868 |  | 14,314 |
| Net interest income |  | 45,360 |  | 34,441 |  | 13,106 |  | 11,642 |  | 10,621 |  | 9,991 |  | 9,165 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 13,314 |  | 14,077 |  | 3,102 |  | 3,122 |  | 3,451 |  | 3,639 |  | 3,591 |
| Service charges |  | 10,316 |  | 8,908 |  | 2,559 |  | 2,722 |  | 2,638 |  | 2,397 |  | 2,415 |
| Investment and brokerage services |  | 4,972 |  | 5,147 |  | 1,072 |  | 1,238 |  | 1,322 |  | 1,340 |  | 1,427 |
| Investment banking income |  | 2,263 |  | 2,345 |  | 618 |  | 474 |  | 695 |  | 476 |  | 544 |
| Equity investment income (loss) |  | 539 |  | 4,064 |  | (791) |  | (316) |  | 592 |  | 1,054 |  | 317 |
| Trading account profits (losses) |  | $(5,911)$ |  | $(4,889)$ |  | $(4,101)$ |  | (384) |  | 357 |  | $(1,783)$ |  | $(5,380)$ |
| Mortgage banking income |  | 4,087 |  | 902 |  | 1,523 |  | 1,674 |  | 439 |  | 451 |  | 386 |
| Insurance premiums |  | 1,833 |  | 761 |  | 741 |  | 678 |  | 217 |  | 197 |  | 213 |
| Gains on sales of debt securities |  | 1,124 |  | 180 |  | 762 |  | 10 |  | 127 |  | 225 |  | 109 |
| Other income (loss) |  | $(5,115)$ |  | 897 |  | $(2,911)$ |  | $(1,239)$ |  | (49) |  | (916) |  | 17 |
| Total noninterest income |  | 27,422 |  | 32,392 |  | 2,574 |  | 7,979 |  | 9,789 |  | 7,080 |  | 3,639 |
| Total revenue, net of interest expense |  | 72,782 |  | 66,833 |  | 15,680 |  | 19,621 |  | 20,410 |  | 17,071 |  | 12,804 |
| Provision for credit losses |  | 26,825 |  | 8,385 |  | 8,535 |  | 6,450 |  | 5,830 |  | 6,010 |  | 3,310 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 18,371 |  | 18,753 |  | 4,027 |  | 5,198 |  | 4,420 |  | 4,726 |  | 4,822 |
| Occupancy |  | 3,626 |  | 3,038 |  | 1,003 |  | 926 |  | 848 |  | 849 |  | 827 |
| Equipment |  | 1,655 |  | 1,391 |  | 447 |  | 440 |  | 372 |  | 396 |  | 373 |
| Marketing |  | 2,368 |  | 2,356 |  | 555 |  | 605 |  | 571 |  | 637 |  | 712 |
| Professional fees |  | 1,592 |  | 1,174 |  | 521 |  | 424 |  | 362 |  | 285 |  | 404 |
| Amortization of intangibles |  | 1,834 |  | 1,676 |  | 477 |  | 464 |  | 447 |  | 446 |  | 467 |
| Data processing |  | 2,546 |  | 1,962 |  | 641 |  | 755 |  | 587 |  | 563 |  | 590 |
| Telecommunications |  | 1,106 |  | 1,013 |  | 292 |  | 288 |  | 266 |  | 260 |  | 263 |
| Other general operating |  | 7,496 |  | 5,751 |  | 2,678 |  | 2,313 |  | 1,574 |  | 931 |  | 1,811 |
| Merger and restructuring charges |  | 935 |  | 410 |  | 306 |  | 247 |  | 212 |  | 170 |  | 140 |
| Total noninterest expense |  | 41,529 |  | 37,524 |  | 10,947 |  | 11,660 |  | 9,659 |  | 9,263 |  | 10,409 |
| Income (loss) before income taxes |  | 4,428 |  | 20,924 |  | $(3,802)$ |  | 1,511 |  | 4,921 |  | 1,798 |  | (915) |
| Income tax expense (benefit) |  | 420 |  | 5,942 |  | $(2,013)$ |  | 334 |  | 1,511 |  | 588 |  | $(1,183)$ |
| Net income (loss) | \$ | 4,008 | \$ | 14,982 | \$ | $(1,789)$ | \$ | 1,177 | \$ | 3,410 | \$ | 1,210 | \$ | 268 |
| Preferred stock dividends |  | 1,452 |  | 182 |  | 603 |  | 473 |  | 186 |  | 190 |  | 53 |
| Net income (loss) applicable to common shareholders | \$ | 2,556 | \$ | 14,800 |  | $(2,392)$ | \$ | 704 | \$ | 3,224 | \$ | 1,020 | \$ | 215 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings (loss) | \$ | 0.56 | \$ | 3.35 |  | (0.48) | \$ | 0.15 | \$ | 0.73 | \$ | 0.23 | \$ | 0.05 |
| Diluted earnings (loss) |  | 0.55 |  | 3.30 |  | (0.48) |  | 0.15 |  | 0.72 |  | 0.23 |  | 0.05 |
| Dividends paid |  | 2.24 |  | 2.40 |  | 0.32 |  | 0.64 |  | 0.64 |  | 0.64 |  | 0.64 |
| Average common shares issued and outstanding |  | ,592,085 |  | ,423,579 |  | 4,957,049 |  | ,543,963 |  | 435,719 |  | ,427,823 |  | 4,421,554 |
| Average diluted common shares issued and outstanding |  | ,612,491 |  | ,480,254 |  | $\xrightarrow{4,957,049}$ |  | $\xrightarrow{\text {,563,508 }}$ |  | 457,193 |  | 461,201 |  | $\xrightarrow{4,470,108}$ |

(1) Due to the net loss for the three months ended December 31, 2008, the impact of antidilutive equity instruments have been excluded from diluted earnings per share and average diluted common shares.

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) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2008 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2007 \end{gathered}$ |
| Assets |  |  |  |
| Cash and cash equivalents | \$ 32,857 | \$ 39,341 | \$ 42,531 |
| Time deposits placed and other short-term investments | 9,570 | 11,709 | 11,773 |
| Federal funds sold and securities purchased under agreements to resell | 82,478 | 87,038 | 129,552 |
| Trading account assets | 159,522 | 174,859 | 162,064 |
| Derivative assets | 62,252 | 45,792 | 34,662 |
| Debt securities | 277,589 | 258,677 | 214,056 |
| Loans and leases, net of allowance: |  |  |  |
| Loans and leases | 931,446 | 942,676 | 876,344 |
| Allowance for loan and lease losses | $(23,071)$ | $(20,346)$ | $(11,588)$ |
| Total loans and leases, net of allowance | 908,375 | 922,330 | 864,756 |
| Premises and equipment, net | 13,161 | 13,000 | 11,240 |
| Mortgage servicing rights (includes \$12,733, \$20,811 and \$3,053 measured at fair value) | 13,056 | 21,131 | 3,347 |
| Goodwill | 81,934 | 81,756 | 77,530 |
| Intangible assets | 8,535 | 9,167 | 10,296 |
| Loans held-for-sale | 31,454 | 27,414 | 34,424 |
| Other assets | 137,160 | 138,963 | 119,515 |
| Total assets | \$1,817,943 | \$1,831,177 | \$1,715,746 |
| Liabilities |  |  |  |
| Deposits in domestic offices: |  |  |  |
| Noninterest-bearing | \$ 213,994 | \$ 201,025 | \$ 188,466 |
| Interest-bearing | 576,938 | 577,503 | 501,882 |
| Deposits in foreign offices: |  |  |  |
| Noninterest-bearing | 4,004 | 3,524 | 3,761 |
| Interest-bearing | 88,061 | 91,999 | 111,068 |
| Total deposits | 882,997 | 874,051 | 805,177 |
| Federal funds purchased and securities sold under agreements to repurchase | 206,598 | 225,729 | 221,435 |
| Trading account liabilities | 57,287 | 68,229 | 77,342 |
| Derivative liabilities | 30,709 | 26,466 | 22,423 |
| Commercial paper and other short-term borrowings | 158,056 | 145,812 | 191,089 |
| Accrued expenses and other liabilities (includes \$421, \$427 and \$518 of reserve for unfunded lending commitments) | 36,952 | 72,141 | 53,969 |
| Long-term debt | 268,292 | 257,710 | 197,508 |
| Total liabilities | 1,640,891 | 1,670,138 | 1,568,943 |
| Shareholders' equity |  |  |  |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 8,202,042, 7,602,067 and 185,067 shares | 37,701 | 24,151 | 4,409 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized - $\mathbf{1 0 , 0 0 0 , 0 0 0 , 0 0 0}, 7,500,000,000$, and $7,500,000,000$ shares; issued and outstanding $\mathbf{5 , 0 1 7 , 4 3 5 , 5 9 2}, 4,562,054,554$ and $4,437,885,419$ shares | 76,766 | 65,361 | 60,328 |
| Retained earnings | 73,823 | 77,695 | 81,393 |
| Accumulated other comprehensive income (loss) | $(10,825)$ | $(5,647)$ | 1,129 |
| Other | (413) | (521) | (456) |
| Total shareholders' equity | 177,052 | 161,039 | 146,803 |
| Total liabilities and shareholders' equity | \$1,817,943 | \$1,831,177 | \$1,715,746 |

[^3]Bank of America Corporation and Subsidiaries

## Capital Management

(Dollars in millions)

|  | Fourth Quarter $2008{ }^{(1)}$ |  |  | Third <br> Quarter 2008 |  |  | Second Quarter 2008 |  |  | First Quarter 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk-based capital: |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ 120,804 |  | \$ | 100,248 |  | \$ | 101,439 |  | \$ | 93,899 |  |  |
| Total capital | 171,644 |  |  | 153,318 |  |  | 154,983 |  |  | 146,531 |  |  |
| Risk-weighted assets | 1,320,824 |  |  | 1,328,084 |  |  | 1,230,307 |  |  | 1,250,942 |  |  |
| Tier 1 capital ratio | 9.15 | \% |  | 7.55 | \% |  | 8.25 | \% |  | 7.51 | \% |  |
| Total capital ratio | 13.00 |  |  | 11.54 |  |  | 12.60 |  |  | 11.71 |  |  |
| Tangible equity ratio ${ }^{(2)}$ | 5.01 |  |  | 4.03 |  |  | 4.62 |  |  | 4.16 |  |  |
| Tangible common equity ratio ${ }^{(3)}$ | 2.83 |  |  | 2.64 |  |  | 3.14 |  |  | 3.11 |  |  |
| Tier 1 leverage ratio | 6.44 |  |  | 5.51 |  |  | 6.07 |  |  | 5.59 |  |  |

(1) Preliminary data on risk-based capital
(2) Tangible equity ratio equals shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets.
(3) Tangible common equity ratio equals common shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets.

## Share Repurchase Program

No common shares were repurchased in the fourth quarter of 2008.
75.0 million shares remain outstanding under the 2008 authorized program.

381 thousand shares were issued in the fourth quarter of 2008 under employee stock plans.
455.0 million common stock shares were issued to raise capital in the fourth quarter of 2008.


[^4]Bank of America Corporation and Subsidiaries

## Core Net Interest Income - Managed Basis

(Dollars in millions)

(1) Fully taxable-equivalent basis

 excludes $\$ 36$ million, $\$ 25$ million, $\$ 25$ million, $\$ 27$ million and $\$ 26$ million of net interest income on loans for which the fair value option has been elected and is not considered market-based income.
(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.

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)

|  | Fourth Quarter 2008 |  |  |  |  | Third Quarter 2008 |  |  |  |  |  |  | Fourth Quarter 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Interest Income/ Expense |  | $\begin{aligned} & \text { Yield/ } / \\ & \text { Rate } \\ & \hline \end{aligned}$ | Average Balance |  |  | Interest Income/ Expense |  | Yield/ Rate |  | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |  |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time deposits placed and other short-term investments | \$ | 10,511 | \$ | 158 | 5.97 | \% | \$ | 11,361 |  | \$ 101 | 3.54 | \% | \$ | 10,459 | \$ | 122 | 4.63 | \% |
| Federal funds sold and securities purchased under agreements to resell |  | 104,843 |  | 393 | 1.50 |  |  | 136,322 |  | 912 | 2.67 |  |  | 151,938 |  | 1,748 | 4.59 |  |
| Trading account assets |  | 205,698 |  | 2,170 | 4.21 |  |  | 191,757 |  | 2,390 | 4.98 |  |  | 190,700 |  | 2,422 | 5.06 |  |
| Debt securities ${ }^{(1)}$ |  | 280,942 |  | 3,913 | 5.57 |  |  | 266,013 |  | 3,672 | 5.52 |  |  | 206,873 |  | 2,795 | 5.40 |  |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 253,468 |  | 3,581 | 5.65 |  |  | 260,748 |  | 3,712 | 5.69 |  |  | 277,058 |  | 3,972 | 5.73 |  |
| Home equity |  | 152,035 |  | 1,969 | 5.17 |  |  | 151,142 |  | 2,124 | 5.59 |  |  | 112,369 |  | 2,043 | 7.21 |  |
| Discontinued real estate |  | 21,324 |  | 459 | 8.60 |  |  | 22,031 |  | 399 | 7.25 |  |  | $\mathrm{n} / \mathrm{a}$ |  | n/a | n/a |  |
| Credit card - domestic |  | 64,906 |  | 1,784 | 10.94 |  |  | 63,414 |  | 1,682 | 10.55 |  |  | 60,063 |  | 1,781 | 11.76 |  |
| Credit card - foreign |  | 17,211 |  | 521 | 12.05 |  |  | 17,075 |  | 535 | 12.47 |  |  | 14,329 |  | 464 | 12.86 |  |
| Direct/Indirect consumer ${ }^{(3)}$ |  | 83,331 |  | 1,714 | 8.18 |  |  | 85,392 |  | 1,790 | 8.34 |  |  | 75,138 |  | 1,658 | 8.75 |  |
| Other consumer ${ }^{(4)}$ |  | 3,544 |  | 70 | 7.83 |  |  | 3,723 |  | 80 | 8.78 |  |  | 4,206 |  | 71 | 6.77 |  |
| Total consumer |  | 595,819 |  | 10,098 | 6.76 |  |  | 603,525 |  | 10,322 | 6.82 |  |  | 543,163 |  | 9,989 | 7.32 |  |
| Commercial - domestic |  | 226,095 |  | 2,890 | 5.09 |  |  | 224,117 |  | 2,852 | 5.06 |  |  | 213,200 |  | 3,704 | 6.89 |  |
| Commercial real estate ${ }^{(5)}$ |  | 64,586 |  | 706 | 4.35 |  |  | 63,220 |  | 727 | 4.57 |  |  | 59,702 |  | 1,053 | 6.99 |  |
| Commercial lease financing |  | 22,069 |  | 242 | 4.40 |  |  | 22,585 |  | 53 | 0.93 |  |  | 22,239 |  | 574 | 10.33 |  |
| Commercial - foreign |  | 32,994 |  | 373 | 4.49 |  |  | 33,467 |  | 377 | 4.48 |  |  | 29,815 |  | 426 | 5.67 |  |
| Total commercial |  | 345,744 |  | 4,211 | 4.85 |  |  | 343,389 |  | 4,009 | 4.64 |  |  | 324,956 |  | 5,757 | 7.03 |  |
| Total loans and leases |  | 941,563 |  | 14,309 | 6.06 |  |  | 946,914 |  | 14,331 | 6.03 |  |  | 868,119 |  | 15,746 | 7.21 |  |
| Other earning assets |  | 73,116 |  | 959 | 5.22 |  |  | 70,099 |  | 1,068 | 6.07 |  |  | 74,909 |  | 1,296 | 6.89 |  |
| Total earning assets ${ }^{(6)}$ |  | 1,616,673 |  | 21,902 | 5.40 |  |  | 1,622,466 |  | 22,474 | 5.52 |  |  | 1,502,998 |  | 24,129 | 6.39 |  |
| Cash and cash equivalents |  | 77,388 |  |  |  |  |  | 36,030 |  |  |  |  |  | 33,714 |  |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 254,793 |  |  |  |  |  | 247,195 |  |  |  |  |  | 205,755 |  |  |  |  |
| Total assets | \$ | 1,948,854 |  |  |  |  |  | 1,905,691 |  |  |  |  | \$ | 1,742,467 |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 31,561 | \$ | 58 | 0.73 | \% | \$ | 32,297 |  | \$ 58 | 0.72 | \% | \$ | 31,961 | \$ | 50 | 0.63 | \% |
| NOW and money market deposit accounts |  | 285,390 |  | 813 | 1.13 |  |  | 278,520 |  | 973 | 1.39 |  |  | 240,914 |  | 1,334 | 2.20 |  |
| Consumer CDs and IRAs |  | 229,410 |  | 1,835 | 3.18 |  |  | 218,862 |  | 1,852 | 3.37 |  |  | 183,910 |  | 2,179 | 4.70 |  |
| Negotiable CDs, public funds and other time deposits |  | 36,510 |  | 270 | 2.94 |  |  | 36,039 |  | 291 | 3.21 |  |  | 34,997 |  | 420 | 4.76 |  |
| Total domestic interest-bearing deposits |  | 582,871 |  | 2,976 | 2.03 |  |  | 565,718 |  | 3,174 | 2.23 |  |  | 491,782 |  | 3,983 | 3.21 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries |  | 41,398 |  | 125 | 1.20 |  |  | 36,230 |  | 266 | 2.91 |  |  | 45,050 |  | 557 | 4.91 |  |
| Governments and official institutions |  | 13,738 |  | 30 | 0.87 |  |  | 11,847 |  | 72 | 2.43 |  |  | 16,506 |  | 192 | 4.62 |  |
| Time, savings and other |  | 48,836 |  | 165 | 1.34 |  |  | 48,209 |  | 334 | 2.76 |  |  | 51,919 |  | 521 | 3.98 |  |
| Total foreign interest-bearing deposits |  | 103,972 |  | 320 | 1.22 |  |  | 96,286 |  | 672 | 2.78 |  |  | 113,475 |  | 1,270 | 4.44 |  |
| Total interest-bearing deposits |  | 686,843 |  | 3,296 | 1.91 |  |  | 662,004 |  | 3,846 | 2.31 |  |  | 605,257 |  | 5,253 | 3.44 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings |  | 459,743 |  | 1,910 | 1.65 |  |  | 465,511 |  | 3,223 | 2.76 |  |  | 456,530 |  | 5,598 | 4.87 |  |
| Trading account liabilities |  | 70,859 |  | 524 | 2.94 |  |  | 77,271 |  | 661 | 3.40 |  |  | 81,500 |  | 825 | 4.02 |  |
| Long-term debt |  | 255,709 |  | 2,766 | 4.32 |  |  | 264,934 |  | 2,824 | 4.26 |  |  | 196,444 |  | 2,638 | 5.37 |  |
| Total interest-bearing liabilities ${ }^{(6)}$ |  | 1,473,154 |  | 8,496 | 2.30 |  |  | 1,469,720 |  | 10,554 | 2.86 |  |  | 1,339,731 |  | 14,314 | 4.25 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 205,298 |  |  |  |  |  | 195,841 |  |  |  |  |  | 176,368 |  |  |  |  |
| Other liabilities |  | 93,836 |  |  |  |  |  | 73,676 |  |  |  |  |  | 81,444 |  |  |  |  |
| Shareholders' equity |  | 176,566 |  |  |  |  |  | 166,454 |  |  |  |  |  | 144,924 |  |  |  |  |
| Total liabilities and shareholders' equity |  | 1,948,854 |  |  |  |  |  | 1,905,691 |  |  |  |  | \$ | 1,742,467 |  |  |  |  |
| Net interest spread |  |  |  |  | 3.10 | \% |  |  |  |  | 2.66 | \% |  |  |  |  | 2.14 | \% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.21 |  |  |  |  |  | 0.27 |  |  |  |  |  | 0.47 |  |
| Net interest income/yield on earning assets |  |  | \$ | \$ 13,406 | 3.31 | \% |  |  |  | \$ 11,920 | 2.93 | \% |  |  | \$ | 9,815 | 2.61 | \% |

(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.
 accounted for in accordance with SOP 03-3 were written down to fair value upon acquisition and acrete interest income over the remaining life of the loan.
(3) Includes foreign consumer loans of $\$ 2.0$ billion and $\$ 2.6$ billion in the fourth and third quarters of 2008, and $\$ 3.6$ billion in the fourth quarter of 2007.
 and third quarters of 2008, and $\$ 845$ million in the fourth quarter of 2007.
(5) Includes domestic commercial real estate loans of $\$ 63.6$ billion and $\$ 62.2$ billion in the fourth and third quarters of 2008, and $\$ 58.5$ billion in the fourth quarter of 2007 .

 quarters of 2008, and $\$ 201$ million in the fourth quarter of 2007.

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)

 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:

|  | Fourth Quarter 2008 | Third Quarter 2008 | Fourth Quarter 2007 |
| :---: | :---: | :---: | :---: |
| Time deposits placed and other short-term investments | \$ (4) | \$ (4) | \$ (4) |
| Federal funds sold and securities purchased under agreements to resell | (21) | (36) | (95) |
| Debt securities | (15) | (3) | - |
| Commercial - domestic | (3) | 32 | (27) |
| Commercial - foreign | - | - | 1 |
| Other earning assets | 2 | (1) | (9) |
| Net hedge income (expense) on assets | \$ (41) | \$ (12) | \$(134) |

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

| NOW and money market deposit accounts | \$- | \$- | \$ |
| :---: | :---: | :---: | :---: |
| Consumer CDs and IRAs | 70 | 87 | 146 |
| Negotiable CDs, public funds and other time deposits | 3 | 3 | 2 |
| Banks located in foreign countries | 6 | (13) | 4 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 361 | 285 | (40) |
| Long-term debt | (203) | (276) | 84 |
| Net hedge (income) expense on liabilities | \$237 |  | \$201 |

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

|  | Year Ended December 31 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | \$ 10,696 | \$ 440 | 4.11 | \% | \$ 13,152 | \$ 627 | 4.77 | \% |
| Federal funds sold and securities purchased under agreements to resell | 128,053 | 3,313 | 2.59 |  | 155,828 | 7,722 | 4.96 |  |
| Trading account assets | 193,631 | 9,259 | 4.78 |  | 187,287 | 9,747 | 5.20 |  |
| Debt securities ${ }^{(1)}$ | 250,551 | 13,383 | 5.34 |  | 186,466 | 10,020 | 5.37 |  |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |
| Residential mortgage | 260,213 | 14,671 | 5.64 |  | 264,650 | 15,112 | 5.71 |  |
| Home equity | 135,091 | 7,592 | 5.62 |  | 98,765 | 7,385 | 7.48 |  |
| Discontinued real estate | 10,898 | 858 | 7.87 |  | $\mathrm{n} / \mathrm{a}$ | $\mathrm{n} / \mathrm{a}$ | n/a |  |
| Credit card - domestic | 63,318 | 6,843 | 10.81 |  | 57,883 | 7,225 | 12.48 |  |
| Credit card - foreign | 16,527 | 2,042 | 12.36 |  | 12,359 | 1,502 | 12.15 |  |
| Direct/Indirect consumer ${ }^{(3)}$ | 82,516 | 6,934 | 8.40 |  | 70,009 | 6,002 | 8.57 |  |
| Other consumer ${ }^{(4)}$ | 3,816 | 321 | 8.41 |  | 4,510 | 389 | 8.64 |  |
| Total consumer | 572,379 | 39,261 | 6.86 |  | 508,176 | 37,615 | 7.40 |  |
| Commercial - domestic | 220,561 | 11,702 | 5.31 |  | 180,102 | 12,884 | 7.15 |  |
| Commercial real estate ${ }^{(5)}$ | 63,208 | 3,057 | 4.84 |  | 42,950 | 3,145 | 7.32 |  |
| Commercial lease financing | 22,290 | 799 | 3.58 |  | 20,435 | 1,212 | 5.93 |  |
| Commercial - foreign | 32,440 | 1,503 | 4.63 |  | 24,491 | 1,452 | 5.93 |  |
| Total commercial | 338,499 | 17,061 | 5.04 |  | 267,978 | 18,693 | 6.98 |  |
| Total loans and leases | 910,878 | 56,322 | 6.18 |  | 776,154 | 56,308 | 7.25 |  |
| Other earning assets | 68,920 | 4,161 | 6.04 |  | 71,305 | 4,629 | 6.49 |  |
| Total earning assets ${ }^{(6)}$ | 1,562,729 | 86,878 | 5.56 |  | 1,390,192 | 89,053 | 6.41 |  |
| Cash and cash equivalents | 45,354 |  |  |  | 33,091 |  |  |  |
| Other assets, less allowance for loan and lease losses | 235,896 |  |  |  | 178,790 |  |  |  |
| Total assets | \$1,843,979 |  |  |  | \$1,602,073 |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Savings | \$ 32,204 | \$ 230 | 0.71 | \% | \$ 32,316 | \$ 188 | 0.58 | \% |
| NOW and money market deposit accounts | 267,818 | 3,781 | 1.41 |  | 220,207 | 4,361 | 1.98 |  |
| Consumer CDs and IRAs | 203,887 | 7,404 | 3.63 |  | 167,801 | 7,817 | 4.66 |  |
| Negotiable CDs, public funds and other time deposits | 32,264 | 1,076 | 3.33 |  | 20,557 | 974 | 4.74 |  |
| Total domestic interest-bearing deposits | 536,173 | 12,491 | 2.33 |  | 440,881 | 13,340 | 3.03 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |
| Banks located in foreign countries | 37,657 | 1,063 | 2.82 |  | 42,788 | 2,174 | 5.08 |  |
| Governments and official institutions | 13,004 | 311 | 2.39 |  | 16,523 | 812 | 4.91 |  |
| Time, savings and other | 51,363 | 1,385 | 2.70 |  | 43,443 | 1,767 | 4.07 |  |
| Total foreign interest-bearing deposits | 102,024 | 2,759 | 2.70 |  | 102,754 | 4,753 | 4.63 |  |
| Total interest-bearing deposits | 638,197 | 15,250 | 2.39 |  | 543,635 | 18,093 | 3.33 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 455,710 | 12,362 | 2.71 |  | 424,814 | 21,967 | 5.17 |  |
| Trading account liabilities | 75,270 | 2,774 | 3.69 |  | 82,721 | 3,444 | 4.16 |  |
| Long-term debt | 231,235 | 9,938 | 4.30 |  | 169,855 | 9,359 | 5.51 |  |
| Total interest-bearing liabilities ${ }^{(6)}$ | 1,400,412 | 40,324 | 2.88 |  | 1,221,025 | 52,863 | 4.33 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits | 192,947 |  |  |  | 173,547 |  |  |  |
| Other liabilities | 85,789 |  |  |  | 70,839 |  |  |  |
| Shareholders' equity | 164,831 |  |  |  | 136,662 |  |  |  |
| Total liabilities and shareholders' equity | $\xrightarrow{\text { \$1,843,979 }}$ |  |  |  | \$1,602,073 |  |  |  |
| Net interest spread |  |  | 2.68 | \% |  |  | 2.08 | \% |
| Impact of noninterest-bearing sources |  |  | 0.30 |  |  |  | 0.52 |  |
| Net interest income/yield on earning assets |  | \$46,554 | 2.98 | \% |  | \$36,190 | $\underline{ }{ }^{2.60}$ | \% |

(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.
 accounted for in accordance with SOP 03-3 were written down to fair value upon acquisition and acrete interest income over the remaining life of the loan.
(3) Includes foreign consumer loans of $\$ 2.7$ billion and $\$ 3.8$ billion for the year ended December 31, 2008 and 2007.
(4) Includes consumer finance loans of $\$ 2.8$ billion and $\$ 3.2$ billion, and other foreign consumer loans of $\$ 774$ million and $\$ 1.1$ billion for the year ended December 31 , 2008 and 2007 .
(5) Includes domestic commercial real estate loans of $\$ 62.1$ billion and $\$ 42.1$ billion for the year ended December 31, 2008 and 2007.



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)

|  |  | Year Ended December 31 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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 ${ }^{(2)}$ |  | \$ 10,696 | \$ 456 | 4.26 | \% | \$ | 13,152 | \$ | 672 | 5.11 | \% |
| Federal funds sold and securities purchased under agreements to resell ${ }^{(2)}$ |  | 128,053 | 3,507 | 2.74 |  |  | 155,828 |  | 8,120 | 5.21 |  |
| Trading account assets |  | 193,631 | 9,259 | 4.78 |  |  | 187,287 |  | 9,747 | 5.20 |  |
| Debt securities ${ }^{(2)}$ |  | 250,551 | 13,402 | 5.35 |  |  | 186,466 |  | 10,036 | 5.38 |  |
| Loans and leases: |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 260,213 | 14,671 | 5.64 |  |  | 264,650 |  | 15,112 | 5.71 |  |
| Home equity |  | 135,091 | 7,592 | 5.62 |  |  | 98,765 |  | 7,385 | 7.48 |  |
| Discontinued real estate |  | 10,898 | 858 | 7.87 |  |  | n/a |  | n/a | n/a |  |
| Credit card- domestic |  | 63,318 | 6,843 | 10.81 |  |  | 57,883 |  | 7,225 | 12.48 |  |
| Credit card - foreign |  | 16,527 | 2,042 | 12.36 |  |  | 12,359 |  | 1,502 | 12.15 |  |
| Direct/Indirect consumer |  | 82,516 | 6,934 | 8.40 |  |  | 70,009 |  | 6,002 | 8.57 |  |
| Other consumer |  | 3,816 | 321 | 8.41 |  |  | 4,510 |  | 389 | 8.64 |  |
| Total consumer |  | 572,379 | 39,261 | 6.86 |  |  | 508,176 |  | 37,615 | 7.40 |  |
| Commercial - domestic ${ }^{(2)}$ |  | 220,561 | 11,733 | 5.32 |  |  | 180,102 |  | 12,932 | 7.18 |  |
| Commercial real estate |  | 63,208 | 3,057 | 4.84 |  |  | 42,950 |  | 3,145 | 7.32 |  |
| Commercial lease financing |  | 22,290 | 799 | 3.58 |  |  | 20,435 |  | 1,212 | 5.93 |  |
| Commercial - foreign ${ }^{(2)}$ |  | 32,440 | 1,503 | 4.63 |  |  | 24,491 |  | 1,450 | 5.92 |  |
| Total commercial |  | 338,499 | 17,092 | 5.05 |  |  | 267,978 |  | 18,739 | 6.99 |  |
| Total loans and leases |  | 910,878 | 56,353 | 6.19 |  |  | 776,154 |  | 56,354 | 7.26 |  |
| Other earning assets ${ }^{(2)}$ |  | 68,920 | 4,161 | 6.04 |  |  | 71,305 |  | 4,666 | 6.54 |  |
| Total earning assets - excluding hedge impact |  | 1,562,729 | 87,138 | 5.58 |  |  | 1,390,192 |  | 89,595 | 6.44 |  |
| Net hedge income (expense) on assets |  |  | (260) |  |  |  |  |  | (542) |  |  |
| Total earning assets - including hedge impact |  | 1,562,729 | 86,878 | 5.56 |  |  | 1,390,192 |  | 89,053 | 6.41 |  |
| Cash and cash equivalents |  | 45,354 |  |  |  |  | 33,091 |  |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 235,896 |  |  |  |  | 178,790 |  |  |  |  |
| Total assets |  | \$1,843,979 |  |  |  |  | 1,602,073 |  |  |  |  |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |
| Domestic interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |
| Savings |  | \$ 32,204 | \$ 230 | 0.71 | \% |  | 32,316 |  | \$ 188 | 0.58 | \% |
| NOW and money market deposit accounts ${ }^{(2)}$ |  | 267,818 | 3,771 | 1.41 |  |  | 220,207 |  | 4,342 | 1.97 |  |
| Consumer CDs and IRAs ${ }^{(2)}$ |  | 203,887 | 7,015 | 3.44 |  |  | 167,801 |  | 7,167 | 4.27 |  |
| Negotiable CDs, public funds and other time deposits ${ }^{(2)}$ |  | 32,264 | 1,066 | 3.30 |  |  | 20,557 |  | 965 | 4.69 |  |
| Total domestic interest-bearing deposits |  | 536,173 | 12,082 | 2.25 |  |  | 440,881 |  | 12,662 | 2.87 |  |
| Foreign interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in foreign countries ${ }^{(2)}$ |  | 37,657 | 1,068 | 2.84 |  |  | 42,788 |  | 2,168 | 5.07 |  |
| Governments and official institutions |  | 13,004 | 311 | 2.39 |  |  | 16,523 |  | 812 | 4.91 |  |
| Time, savings and other |  | 51,363 | 1,385 | 2.70 |  |  | 43,443 |  | 1,767 | 4.07 |  |
| Total foreign interest-bearing deposits |  | 102,024 | 2,764 | 2.71 |  |  | 102,754 |  | 4,747 | 4.62 |  |
| Total interest-bearing deposits |  | 638,197 | 14,846 | 2.33 |  |  | 543,635 |  | 17,409 | 3.20 |  |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | (2) | 455,710 | 11,601 | 2.55 |  |  | 424,814 |  | 22,309 | 5.25 |  |
| Trading account liabilities |  | 75,270 | 2,774 | 3.69 |  |  | 82,721 |  | 3,444 | 4.16 |  |
| Long-term debt ${ }^{(2)}$ |  | 231,235 | 10,694 | 4.62 |  |  | 169,855 |  | 8,888 | 5.23 |  |
| Total interest-bearing liabilities - excluding hedge impact |  | 1,400,412 | 39,915 | 2.85 |  |  | 1,221,025 |  | 52,050 | 4.26 |  |
| Net hedge (income) expense on liabilities |  |  | 409 |  |  |  |  |  | 813 |  |  |
| Total interest-bearing liabilities - including hedge impact |  | 1,400,412 | 40,324 | 2.88 |  |  | 1,221,025 |  | 52,863 | 4.33 |  |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 192,947 |  |  |  |  | 173,547 |  |  |  |  |
| Other liabilities |  | 85,789 |  |  |  |  | 70,839 |  |  |  |  |
| Shareholders' equity |  | 164,831 |  |  |  |  | 136,662 |  |  |  |  |
| Total liabilities and shareholders' equity |  | \$1,843,979 |  |  |  |  | 1,602,073 |  |  |  |  |
| Net interest spread |  |  |  | 2.73 |  |  |  |  |  | 2.18 |  |
| Impact of noninterest-bearing sources |  |  |  | 0.30 |  |  |  |  |  | 0.52 |  |
| Net interest income/yield on earning assets - excluding hedge impact |  |  | \$47,223 | 3.03 | \% |  |  |  | \$37,545 | 2.70 | \% |
| Net impact of hedge income (expense) |  |  | (669) | (0.05) |  |  |  |  | $(1,355)$ | (0.10) |  |
| Net interest income/yield on earning assets |  |  | \$46,554 | 2.98 | \% |  |  |  | \$36,190 | 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:

|  | Year Ended December 31 |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| Time deposits placed and other short-term investments | \$ (16) | \$ (45) |
| Federal funds sold and securities purchased under agreements to resell | (194) | (398) |
| Debt securities | (19) | (16) |
| Commercial - domestic | (31) | (48) |
| Commercial - foreign | - | 2 |
| Other earning assets | - | (37) |
| Net hedge income (expense) on assets | \$(260) | \$(542) |

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

| NOW and money market deposit accounts | \$ 10 | \$ 19 |
| :---: | :---: | :---: |
| Consumer CDs and IRAs | 389 | 650 |
| Negotiable CDs, public funds and other time deposits | 10 | 9 |
| Banks located in foreign countries | (5) | 6 |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 761 | (342) |
| Long-term debt | (756) | 471 |
| Net hedge (income) expense on liabilities | \$ 409 | \$ 813 |

## Bank of America Corporation and Subsidiaries

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

## Dollars in millions; except as noted)



[^5]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking Business Results

(Dollars in millions)

(1) Presented on a managed basis, specifically Card Services
(2) For the three months ended December 31, 2008, September 30, 2008 and December 31, 2007, a total of $\$ 4.5$ billion, $\$ 3.3$ billion and $\$ 2.4$ billion of deposits were migrated from Global Consumer and Small Business Banking to Global Wealth and Investment Management
(3) Fully taxable-equivalent basis
(4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
(5) Total assets include asset allocations to match liabilities (i.e., deposits).
$n / m=$ not meaningful

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking Business Results

(Dollars in millions)


|  | Year Ended December 31, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total ${ }^{(1)}$ |  | Deposits and <br> Student Lending ${ }^{(2)}$ |  | Card <br> Services ${ }^{(1)}$ |  | Mortgage, Home Equity and Insurance Services |  |
| Net interest income ${ }^{(3)}$ | \$ 28,712 |  | \$ 10,549 |  | \$ 16,284 |  |  | \$ 1,879 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Card income | 10,194 |  | 2,156 |  | 8,032 |  |  | 6 |
| Service charges | 6,007 |  | 6,003 |  | - |  |  | 4 |
| Mortgage banking income | 1,332 |  | - |  | - |  |  | 1,332 |
| Insurance premiums | 912 |  | - |  | 565 |  |  | 347 |
| All other income | 698 |  | 143 |  | 434 |  |  | 121 |
| Total noninterest income | 19,143 |  | 8,302 |  | 9,031 |  |  | 1,810 |
| Total revenue, net of interest expense | 47,855 |  | 18,851 |  | 25,315 |  |  | 3,689 |
| Provision for credit losses ${ }^{(4)}$ | 12,920 |  | 601 |  | 11,305 |  |  | 1,014 |
| Noninterest expense | 20,349 |  | 9,411 |  | 8,358 |  |  | 2,580 |
| Income before income taxes | 14,586 |  | 8,839 |  | 5,652 |  |  | 95 |
| Income tax expense ${ }^{(3)}$ | 5,224 |  | 3,126 |  | 2,062 |  |  | 36 |
| Net income | \$ 9,362 |  | \$ 5,713 |  | \$ 3,590 |  |  | \$ 59 |
| Net interest yield ${ }^{(3)}$ | 8.03 | \% | 3.19 | \% | 7.80 | \% |  | 2.35 |
| Return on average equity | 14.81 |  | 26.49 |  | 9.13 |  |  | 2.50 |
| Efficiency ratio ${ }^{(3)}$ | 42.52 |  | 49.93 |  | 33.02 |  |  | 69.93 |
| Average - total loans and leases | \$294,030 |  | $\mathrm{n} / \mathrm{m}$ |  | \$208,094 |  |  | \$ 72,825 |
| Average - total deposits | 330,661 |  | \$324,777 |  | $\mathrm{n} / \mathrm{m}$ |  |  | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(5)}$ | 445,319 |  | 380,934 |  | 254,356 |  |  | 100,992 |

(1) Presented on a managed basis, specifically Card Services.

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

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking - Key Indicators

(Dollars in millions; except as noted)

(1) Credit Card includes U.S. Consumer Card, foreign and U.S. Government 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 28.9 million subscribers.
Bank of America uses a strict Active User standard-customers must have used our online services within the last 90 days.
 Currently, approximately 340 companies are presenting 38.9 million e-bills per quarter.



[^6]Bank of America Corporation and Subsidiaries

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


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

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

[^7]
## Bank of America Corporation and Subsidiaries

Global Corporate and Investment Banking Segment Results ${ }^{(1)}$
(Dollars in millions)

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

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

Global Corporate and Investment Banking Business Results
(Dollars in millions)


|  | Three Months Ended December 31, 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Business Lending |  | Capital Markets and Advisory Services ${ }^{(1)}$ |  | Treasury Services |  | $\begin{aligned} & \text { ALM/ } \\ & \text { Other } \\ & \hline \end{aligned}$ |
| Net interest income ${ }^{(2)}$ | \$ 3,435 |  | 1,702 | \$ | 836 | \$ | 995 | \$ (98) |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Service charges | 761 |  | 150 |  | 35 |  | 578 | (2) |
| Investment and brokerage services | 223 |  | - |  | 211 |  | 10 | 2 |
| Investment banking income | 577 |  | - |  | 577 |  | - | - |
| Trading account profits (losses) | $(5,376)$ |  | (137) |  | $(5,263)$ |  | 17 | 7 |
| All other income (loss) | (315) |  | 186 |  | (885) |  | 290 | 94 |
| Total noninterest income (loss) | $(4,130)$ |  | 199 |  | $(5,325)$ |  | 895 | 101 |
| Total revenue, net of interest expense | (695) |  | 1,901 |  | $(4,489)$ |  | 1,890 | 3 |
| Provision for credit losses | 274 |  | 280 |  | (6) |  | - | - |
| Noninterest expense | 3,453 |  | 665 |  | 1,527 |  | 1,125 | 136 |
| Income (loss) before income taxes | $(4,422)$ |  | 956 |  | $(6,010)$ |  | 765 | (133) |
| Income tax expense (benefit) ${ }^{(2)}$ | $(1,651)$ |  | 348 |  | $(2,228)$ |  | 277 | (48) |
| Net income (loss) | \$ (2,771) |  | 608 |  | $\xrightarrow{(3,782)}$ | \$ | 488 | \$ (85) |
| Net interest yield ${ }^{(2)}$ | 1.89\% |  | 2.27\% |  | $\mathrm{n} / \mathrm{m}$ |  | 2.83\% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | (20.53) |  | 12.14 |  | (97.04)\% |  | 24.40 | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(2)}$ | $\mathrm{n} / \mathrm{m}$ |  | 35.06 |  | $\mathrm{n} / \mathrm{m}$ |  | 59.44 | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$327,622 |  | 294,802 |  | 26,086 | \$ | 6,688 | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 235,730 |  | $\mathrm{n} / \mathrm{m}$ |  | 74,111 |  | 61,381 | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(3)}$ | 778,158 |  | 303,966 |  | 413,811 |  | 83,996 | $\mathrm{n} / \mathrm{m}$ |

[^9]Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

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


(2) Fully taxable-equivalent basis
(3) Total assets include asset allocations to match liabilities (i.e., deposits)
$n / m=$ not meaningful
Certain prior period amounts have been reclassified among the segments to conform to the current period presentation

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Year Ended <br> December 31 |  |  |  | Fourth <br> Quarter <br> 2008 |  | ThirdQuarter2008 |  | SecondQuarter2008 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | Fourth Quarter |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  | $2007$ |  |
| Business lending revenue, net of interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending ${ }^{(1)}$ | \$ 1,547 |  | \$ 745 |  | \$ 673 |  | \$ 312 |  | \$ 249 |  | \$ 313 |  |  | \$ 236 |  |
| Commercial lending | 5,534 |  | 4,726 |  | 1,469 |  | 1,293 |  | 1,470 |  | 1,302 |  |  | 1,601 |  |
| Consumer indirect lending | 742 |  | 614 |  | 84 |  | 324 |  | 310 |  | 24 |  |  | 64 |  |
| Total revenue, net of interest expense | \$ 7,823 |  | \$ 6,085 |  | \$ 2,226 |  | \$ 1,929 |  | \$ 2,029 |  | \$ 1,639 |  |  | \$ 1,901 |  |
| Business lending margin |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | 1.20 | \% | 0.80 | \% | 1.68 | \% | 1.07 | \% | 0.97 | \% | 0.95 | \% |  | 0.76 | \% |
| Commercial lending | 1.55 |  | 1.71 |  | 1.60 |  | 1.50 |  | 1.51 |  | 1.60 |  |  | 2.17 |  |
| Consumer indirect lending | 1.96 |  | 1.68 |  | 2.19 |  | 1.98 |  | 1.85 |  | 1.81 |  |  | 1.65 |  |
| Provision for credit losses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ 362 |  | \$ 42 |  | \$ 301 |  | \$ 83 |  | \$ (33) |  | \$ 11 |  |  | \$ (26) |  |
| Commercial lending | 1,712 |  | 192 |  | 666 |  | 427 |  | 296 |  | 323 |  |  | 144 |  |
| Consumer indirect lending | 1,008 |  | 419 |  | 414 |  | 270 |  | 135 |  | 189 |  |  | 162 |  |
| Total provision for credit losses | \$ 3,082 |  | \$ 653 |  | \$ 1,381 |  | \$ 780 |  | \$ 398 |  | \$ 523 |  |  | \$ 280 |  |
| Credit quality ( 2,3 ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reservable utilized criticized exposure |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ 5,291 |  | \$ 1,886 |  | \$ 5,291 |  | \$ 4,266 |  | \$ 3,317 |  | \$ 2,177 |  |  | \$ 1,886 |  |
|  | 6.64 | \% | 2.96 | \% | 6.64 | \% | 5.41 | \% | 4.56 | \% | 3.26 | \% |  | 2.96 | \% |
| Commercial lending | \$ 29,027 |  | \$ 13,834 |  | \$29,027 |  | \$ 24,428 |  | \$ 20,921 |  | \$ 17,199 |  |  | \$ 13,834 |  |
|  | 10.82 | \% | 5.66 | \% | 10.82 | \% | 9.18 | \% | 8.02 | \% | 6.83 | \% |  | 5.66 | \% |
| Total reservable utilized criticized exposure | \$ 34,318 |  | \$ 15,720 |  | \$ 34,318 |  | \$ 28,694 |  | \$ 24,238 |  | \$ 19,376 |  |  | \$ 15,720 |  |
|  | 9.86 | \% | 5.10 | \% | 9.86 | \% | 8.32 | \% | 7.26 | \% | 6.08 | \% |  | 5.10 | \% |
| Nonperforming assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate lending | \$ 634 |  | \$ 115 |  | \$ 634 |  | \$ 407 |  | \$ 150 |  | \$ 150 |  |  | \$ 115 |  |
|  | 0.99 | \% | 0.24 | \% | 0.99 | \% | 0.65 | \% | 0.28 | \% | 0.30 | \% |  | 0.24 | \% |
| Commercial lending | \$ 5,737 |  | \$ 1,923 |  | \$ 5,737 |  | \$ 4,370 |  | \$ 3,680 |  | \$ 2,603 |  |  | \$ 1,923 |  |
|  | 2.20 | \% | 0.77 | \% | 2.20 | \% | 1.69 | \% | 1.42 | \% | 1.02 | \% |  | 0.78 | \% |
| Total nonperforming assets | \$ 6,371 |  | \$ 2,038 |  | \$ 6,371 |  | \$ 4,777 |  | \$ 3,830 |  | \$ 2,753 |  |  | \$ 2,038 |  |
|  | 1.97 | \% | 0.69 | \% | 1.97 | \% | 1.49 | \% | 1.22 | \% | 0.91 | \% |  | 0.69 | \% |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial | \$160,878 |  | \$126,008 |  | \$172,000 |  | \$160,645 |  | \$157,839 |  | \$152,909 |  |  | \$150,194 |  |
| Leases | 24,363 |  | 22,375 |  | 24,324 |  | 24,574 |  | 24,287 |  | 24,264 |  |  | 24,246 |  |
| Foreign | 24,632 |  | 17,711 |  | 25,308 |  | 25,256 |  | 25,132 |  | 22,818 |  |  | 22,944 |  |
| Real estate | 59,098 |  | 40,147 |  | 60,432 |  | 59,169 |  | 58,656 |  | 58,118 |  |  | 55,814 |  |
| Consumer | 40,369 |  | 40,215 |  | 40,144 |  | 42,205 |  | 40,345 |  | 38,765 |  |  | 39,613 |  |
| Other | 1,663 |  | 2,018 |  | 1,436 |  | 1,515 |  | 1,822 |  | 1,885 |  |  | 1,991 |  |
| Total average loans and leases | $\underline{\text { \$311,003 }}$ |  | \$248,474 |  | \$323,644 |  | \$313,364 |  | \$308,081 |  | \$298,759 |  |  | \$294,802 |  |
| (1) Total corporate lending revenue | \$ 1,547 |  | \$ 745 |  | \$ 673 |  | \$ 312 |  | \$ 249 |  | \$ 313 |  |  | \$ 236 |  |
| Less: Impact of credit mitigation | 309 |  | (14) |  | 221 |  | 24 |  | (5) |  | 69 |  |  | 7 |  |
| Corporate lending revenues excluding credit mitigation | \$ 1,238 |  | \$ 759 |  | \$ 452 |  | \$ 288 |  | \$ 254 |  | \$ 244 |  |  | \$ 229 |  |

 percentage of total reservable commercial utilized credit exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.
 commercial foreclosed properties.

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



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

## Bank of America Corporation and Subsidiaries

## Special Purpose Entities Liquidity Exposure

(Dollars in millions)

|  | December 31, 2008 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | VIEs ${ }^{(1)}$ |  |  |  | QSPEs ${ }^{(2)}$ |  | Total |  |
|  | Consolidated ${ }^{(3)}$ |  | Unconsolidated |  | Unconsolidated |  |  |  |
| Commercial paper conduits: |  |  |  |  |  |  |  |  |
| Multi-seller conduits | \$ | 11,304 |  | 41,635 | \$ | - | \$ | 52,939 |
| Asset acquisition conduits |  | 1,121 |  | 2,622 |  | - |  | 3,743 |
| Other corporate conduits |  | - |  | - |  | 1,578 |  | 1,578 |
| Home equity securitizations |  | - |  | - |  | 13,064 |  | 13,064 |
| Municipal bond trusts |  | 396 |  | 3,872 |  | 2,921 |  | 7,189 |
| Customer-sponsored conduits |  | - |  | 980 |  | - |  | 980 |
| Credit card securitizations |  | - |  | - |  | 946 |  | 946 |
| Collateralized debt obligation vehicles |  | - |  | 542 |  | - |  | 542 |
| Total liquidity exposure | \$ | 12,821 |  | 49,651 |  | $\underline{ }$ | \$ | 80,981 |


|  | September 30, 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | VIEs ${ }^{(1)}$ |  |  |  |  | QSPEs ${ }^{(2)}$ |  | Total |  |
|  | Consolidated ${ }^{(3)}$ |  |  | Unconsolidated |  | Unconsolidated |  |  |  |
| Commercial paper conduits: |  |  |  |  |  |  |  |  |  |
| Multi-seller conduits | \$ |  | 13,110 | s | 42,440 | \$ | - | \$ | 55,550 |
| Asset acquisition conduits |  |  | 1,130 |  | 5,619 |  | - |  | 6,749 |
| Other corporate conduits |  |  | - |  | - |  | 1,686 |  | 1,686 |
| Home equity securitizations |  |  | - |  | - |  | 13,315 |  | 13,315 |
| Municipal bond trusts |  |  | 4,148 |  | 4,714 |  | 3,049 |  | 11,911 |
| Customer-sponsored conduits |  |  | - |  | 1,142 |  | - |  | 1,142 |
| Credit card securitizations |  |  | - |  | - |  | 300 |  | 300 |
| Collateralized debt obligation vehicles |  |  | - |  | 1,051 |  | - |  | 1,051 |
| Total liquidity exposure | \$ |  | 18,388 | \$ | 54,966 |  | $\xrightarrow{18,350}$ | \$ | $\xrightarrow{91,704}$ |



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

 QSPEs to which we have liquidity exposure.
(3) We consolidate VIEs when we are the primary beneficiary that will absorb the majority of the expected losses or expected residual returns of the VIEs or both.

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

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

| (Dollars in millions) |  | $\underline{\text { Paydowns / Liquidations / Other }}$ | Fourth Quarter 2008 <br> Net Writedowns ${ }^{(1)}$ | $\underline{\text { Reclassifications }{ }^{(2)}}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2008 <br> Net Exposure |  |  |  | $\begin{gathered} \text { December 31, } 2008 \\ \text { Net Exposure } \\ \hline \end{gathered}$ |
| Super senior liquidity commitments |  |  |  |  |  |
| High grade | \$ 688 | \$ (146) | \$ (66) | \$- | \$ 476 |
| Mezzanine | 337 | - | - | (337) | - |
| CDO-squared | - | - | - | - | - |
| Total super senior liquidity commitments | 1,025 | (146) | (66) | (337) | 476 |
| Other super senior exposure |  |  |  |  |  |
| High grade | 3,338 | (16) | (815) | - | 2,507 |
| Mezzanine | 179 | (65) | (154) | 337 | 297 |
| CDO-squared | 1,432 | $(1,196)$ | (236) | - | - |
| Total other super senior | 4,949 | $(1,277)$ | $(1,205)$ | 337 | 2,804 |
| Total super senior | \$ 5,974 | \$(1,423) | \$(1,271) | \$- | \$ 3,280 |
| Purchased securities from liquidated CDOs | 1,458 | 987 | (415) | - | 2,030 |
| Total | \$ 7,432 | \$ (436) | \$(1,686) | \$- | \$5,310 |
| Net writedowns recorded in earnings on super senior positions |  |  | (849) |  |  |
| Net writedowns recorded in earnings on purchased securities |  |  | (415) |  |  |
| Writedowns recorded in OCI |  |  | (422) |  |  |
| Total |  |  | \$(1,686) |  |  |

(1) Net of insurance and includes unrealized losses recorded in OCI.
(2) Represents CDO exposure that was reclassified from super senior liquidity commitments to other super senior exposure as the Corporation is no longer providing liquidity.

## Super Senior Collateralized Debt Obligation Exposure

(Dollars in millions)


[^11]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) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2008 |  |  |  |  |  |  |  |
|  |  | Carrying Value as a Percent of Original Net Exposure |  | Subprime Content <br> of Collateral ${ }^{(2)}$ |  | Vintage of Subprime Collateral |  |  |
|  | Subprime <br> Net Exposure |  |  |  |  | Percent in 2006/2007 <br> Vintages |  | Percent in 2005/Prior Vintages |
| Other super senior exposure ${ }^{(3)}$ |  |  |  |  |  |  |  |  |
| High grade | \$ 684 | 38 | \% | 45 | \% | 12 | \% | 88 |
| Mezzanine | 297 | 56 |  | 35 |  | 66 |  | 34 |
| CDO-squared | - | - |  | - |  | - |  | - |
| Total other super senior | 981 | 42 |  |  |  |  |  |  |
| Purchased securities from liquidated CDOs | 2,030 | 34 |  | 27 |  | 26 |  | 74 |
| Total | \$3,011 | 36 |  |  |  |  |  |  |

(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.
(3) At December 31, 2008, the Corporation did not have any subprime super senior liquidity commitments.

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


## Bank of America Corporation and Subsidiaries

Global Wealth and Investment Management Segment Results ${ }^{(1,2)}$
(Dollars in millions, except as noted)


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

## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management Business Results

(Dollars in millions)



|  | Three Months Ended December 31, 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | U.S. Trust | Columbia <br> Management | Premier <br> Banking and <br> Investments ${ }^{(1)}$ | ALM/ Other |
| Net interest income ${ }^{(2)}$ | \$ 1,007 |  | \$ 295 | \$ 4 | \$ 644 | \$ 64 |
| Noninterest income: |  |  |  |  |  |  |
| Investment and brokerage services | 1,080 |  | 386 | 401 | 246 | 47 |
| All other income (loss) | (319) |  | 19 | (385) | 42 | 5 |
| Total noninterest income | 761 |  | 405 | 16 | 288 | 52 |
| Total revenue, net of interest expense | 1,768 |  | 700 | 20 | 932 | 116 |
| Provision for credit losses | 34 |  | 11 | - | 22 | 1 |
| Noninterest expense | 1,297 |  | 491 | 298 | 447 | 61 |
| Income (loss) before income taxes | 437 |  | 198 | (278) | 463 | 54 |
| Income tax expense (benefit) ${ }^{(2)}$ | 127 |  | 74 | (103) | 171 | (15) |
| Net income (loss) | \$ 310 |  | \$ 124 | \$ (175) | \$ 292 | \$69 |
| Net interest yield ${ }^{(2)}$ | 2.91 | \% | 2.54\% | $\mathrm{n} / \mathrm{m}$ | 2.42\% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 10.85 |  | 12.07 | (96.87)\% | 52.80 | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(2)}$ | 73.34 |  | 70.20 | $\mathrm{n} / \mathrm{m}$ | 47.93 | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$ 82,816 |  | \$46,036 | $\mathrm{n} / \mathrm{m}$ | \$ 36,742 | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 138,163 |  | 31,641 | $\mathrm{n} / \mathrm{m}$ | 105,909 | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(3)}$ | 155,683 |  | 51,043 | \$1,943 | 113,365 | $\mathrm{n} / \mathrm{m}$ |

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


## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management Business Results

(Dollars in millions)

|  | Year Ended December 31, 2008 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total |  | $\underline{\text { U.S. Trust }{ }^{(1)}}$ | Columbia <br> Management | Premier <br> Banking and <br> Investments ${ }^{(2)}$ | ALM/ Other |
| Net interest income ${ }^{(3)}$ | \$ 4,775 |  | \$ 1,237 | \$ 13 | \$ 2,141 | \$1,384 |
| Noninterest income: |  |  |  |  |  |  |
| Investment and brokerage services | 4,059 |  | 1,397 | 1,496 | 1,002 | 164 |
| All other income (loss) | $(1,049)$ |  | 16 | $(1,118)$ | 58 | (5) |
| Total noninterest income | 3,010 |  | 1,413 | 378 | 1,060 | 159 |
| Total revenue, net of interest expense | 7,785 |  | 2,650 | 391 | 3,201 | 1,543 |
| Provision for credit losses | 664 |  | 103 | - | 561 | - |
| Noninterest expense | 4,904 |  | 1,817 | 1,120 | 1,713 | 254 |
| Income (loss) before income taxes | 2,217 |  | 730 | (729) | 927 | 1,289 |
| Income tax expense (benefit) ${ }^{(3)}$ | 801 |  | 270 | (270) | 343 | 458 |
| Net income (loss) | \$ 1,416 |  | \$ 460 | \$ (459) | \$ 584 | \$ 831 |
| Net interest yield ${ }^{(3)}$ | 2.97 | \% | 2.40\% | n/m | 1.75\% | n/m |
| Return on average equity | 12.11 |  | 9.87 | (65.35)\% | 30.41 | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 62.99 |  | 68.54 | $\mathrm{n} / \mathrm{m}$ | 53.51 | n/m |
| Average - total loans and leases | \$ 87,591 |  | \$51,388 | n/m | \$ 36,189 | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 159,525 |  | 37,453 | n/m | 121,852 | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(4)}$ | 187,994 |  | 57,166 | \$ 2,923 | 136,079 | n/m |
|  | Year Ended December 31, 2007 |  |  |  |  |  |
|  | Total |  | U.S. Trust ${ }^{(1)}$ | Columbia Management | Premier Banking and Investments ${ }^{(2)}$ | ALM/ Other |
| Net interest income ${ }^{(3)}$ | \$ 3,917 |  | \$ 1,033 | \$ 7 | \$ 2,654 | \$223 |
| Noninterest income: |  |  |  |  |  |  |
| Investment and brokerage services | 3,781 |  | 1,230 | 1,435 | 950 | 166 |
| All other income (loss) | (145) |  | 57 | (366) | 145 | 19 |
| Total noninterest income | 3,636 |  | 1,287 | 1,069 | 1,095 | 185 |
| Total revenue, net of interest expense | 7,553 |  | 2,320 | 1,076 | 3,749 | 408 |
| Provision for credit losses | 14 |  | (14) | - | 27 | 1 |
| Noninterest expense | 4,480 |  | 1,589 | 1,042 | 1,711 | 138 |
| Income before income taxes | 3,059 |  | 745 | 34 | 2,011 | 269 |
| Income tax expense ${ }^{(3)}$ | 1,099 |  | 275 | 13 | 744 | 67 |
| Net income | \$ 1,960 |  | \$ 470 | \$ 21 | \$ 1,267 | \$202 |
| Net interest yield ${ }^{(3)}$ | 3.11 | \% | 2.68\% | $\mathrm{n} / \mathrm{m}$ | 2.70\% | $\mathrm{n} / \mathrm{m}$ |
| Return on average equity | 19.83 |  | 17.36 | 3.91\% | 72.16 | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio ${ }^{(3)}$ | 59.31 |  | 68.49 | 96.85 | 45.64 | $\mathrm{n} / \mathrm{m}$ |
| Average - total loans and leases | \$ 73,473 |  | \$38,529 | $\mathrm{n} / \mathrm{m}$ | \$ 34,917 | $\mathrm{n} / \mathrm{m}$ |
| Average - total deposits | 124,871 |  | 25,944 | $\mathrm{n} / \mathrm{m}$ | 98,546 | $\mathrm{n} / \mathrm{m}$ |
| Period end - total assets ${ }^{(4)}$ | 155,683 |  | 51,043 | \$1,943 | 113,365 | $\mathrm{n} / \mathrm{m}$ |

 reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank.

(3) Fully taxable-equivalent basis
4) Total assets include asset allocations to match liabilities (i.e., deposits)
$n / m=$ not meaningful
Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Wealth and Investment Management - Key Indicators

(Dollars in millions, except as noted)

|  | Year Ended December 31 |  |  | Fourth Quarter 2008 |  | ThirdQuarter 2008 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2008 \end{aligned}$ | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \end{gathered}$ | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \end{aligned}$$2007$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 |  |  |  |  |  |  |  |  |
| Investment and Brokerage Services |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Trust ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 1,349 | \$ 1,201 | \$ | 291 |  | \$ 316 | \$ 374 | \$ 368 | \$ | 378 |
| Brokerage income |  | 48 | 29 |  | 13 |  | 11 | 13 | 11 |  | 8 |
| Total | \$ | $\xrightarrow{1,397}$ | \$ 1,230 | \$ | 304 |  | \$ 327 | \$ 387 | \$ 379 | \$ | 386 |
| Columbia Management |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 1,494 | \$ 1,431 | \$ | 301 |  | \$ 394 | \$ 402 | \$ 397 | \$ | 401 |
| Brokerage income |  | 2 | 4 |  | - |  | - | 1 | 1 |  | - |
| Total | \$ | $\xrightarrow{1,496}$ | \$ 1,435 | \$ | 301 |  | \$ 394 | \$ 403 | \$ 398 | \$ | 401 |
| Premier Banking and Investments |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 333 | 301 | \$ | 76 |  | \$ 85 | \$ 84 | \$ 88 | \$ | 81 |
| Brokerage income |  | 669 | 649 |  | 163 |  | 157 | 179 | 170 |  | 165 |
| Total | \$ | $\underline{\text { 1,002 }}$ | \$ 950 | \$ | 239 |  | \$ 242 | \$ 263 | \$ 258 | \$ | 246 |
| ALM/Other |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 164 | \$ 166 | \$ | 37 |  | \$ 39 | \$ 42 | \$ 46 | \$ | 47 |
| Brokerage income |  | - | - |  | - |  | - | - | - |  | - |
| Total | \$ | 164 | \$ 166 | \$ | 37 |  | \$ 39 | \$ 42 | \$ 46 | \$ | 47 |
| Total Global Wealth and Investment Management |  |  |  |  |  |  |  |  |  |  |  |
| Asset management fees | \$ | 3,340 | \$ 3,099 | \$ | 705 |  | \$ 834 | \$ 902 | \$ 899 | \$ | 907 |
| Brokerage income |  | 719 | 682 |  | 176 |  | 168 | 193 | 182 |  | 173 |
| Total investment and brokerage services | \$ | 4,059 | \$ 3,781 | \$ | 881 |  | \$ 1,002 | \$ 1,095 | \$ 1,081 | \$ | 1,080 |
| Assets Under Management ${ }^{(\underline{2})}$ |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management by business: |  |  |  |  |  |  |  |  |  |  |  |
| U.S. Trust ${ }^{(1)}$ |  | 178,657 | \$225,209 | \$ | 178,657 |  | \$ 199,682 | \$ 210,969 | \$ 214,526 |  | 225,209 |
| Columbia Management |  | 387,340 | 439,053 |  | 387,340 |  | 407,345 | 422,827 | 409,064 |  | 439,053 |
| Retirement and GWIM Client Solutions |  | 33,498 | 42,814 |  | 33,498 |  | 39,547 | 45,907 | 48,655 |  | 42,814 |
| Premier Banking and Investments |  | 16,682 | 22,915 |  | 16,682 |  | 20,246 | 22,404 | 21,600 |  | 22,915 |
| Eliminations ${ }^{(3)}$ |  | $(92,298)$ | $(87,085)$ |  | $(92,298)$ |  | $(102,621)$ | $(113,001)$ | $(86,760)$ |  | $(87,085)$ |
| International Wealth Management |  | 147 | 625 |  | 147 |  | 239 | 353 | 436 |  | 625 |
| Total assets under management |  | 524,026 | \$643,531 | \$ | 524,026 |  | \$ 564,438 | \$ 589,459 | \$607,521 |  | $\underline{643,531}$ |
| Assets under management rollforward: |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance |  | 643,531 | \$ 542,977 | \$ | 564,438 |  | \$ 589,459 | \$ 607,521 | \$ 643,531 |  | 709,955 |
| Net flows |  | 1,197 | 25,271 |  | 12,596 |  | 7,477 | $(12,611)$ | $(6,265)$ |  | $(2,226)$ |
| Market valuation/other |  | $(120,702)$ | 75,283 |  | $(53,008)$ |  | $(32,498)$ | $(5,451)$ | $(29,745)$ |  | $(64,198)$ |
| Ending balance |  | $\stackrel{524,026}{ }$ | \$643,531 | \$ | 524,026 |  | \$ 564,438 | \$ 589,459 | \$607,521 |  | $\underline{643,531}$ |
| Assets under management mix: |  |  |  |  |  |  |  |  |  |  |  |
| Money market/other |  | 253,310 | \$246,213 | \$ | 253,310 |  | \$ 238,075 | \$ 225,887 | \$ 242,956 |  | 246,213 |
| Fixed income |  | 102,747 | 111,217 |  | 102,747 |  | 102,596 | 107,687 | 107,365 |  | 111,217 |
| Equity |  | 167,969 | 286,101 |  | 167,969 |  | 223,767 | 255,885 | 257,200 |  | 286,101 |
| Total assets under management |  | 524,026 | \$ 643,531 | \$ | 524,026 |  | \$ 564,438 | \$ 589,459 | \$607,521 |  | 643,531 |
| Client Brokerage Assets |  | 172,106 | \$222,661 | \$ | 172,106 |  | \$ 196,566 | \$ 210,701 | \$ 213,743 |  | 222,661 |
| Premier Banking and Investments Metrics |  |  |  |  |  |  |  |  |  |  |  |
| Client facing associates |  |  |  |  |  |  |  |  |  |  |  |
| Number of client managers |  | 2,481 | 2,548 |  | 2,481 |  | 2,492 | 2,538 | 2,572 |  | 2,548 |
| Number of financial advisors |  | 2,007 | 1,950 |  | 2,007 |  | 1,964 | 1,974 | 1,952 |  | 1,950 |
| All other |  | 1,053 | 1,079 |  | 1,053 |  | 1,105 | 1,086 | 1,157 |  | 1,079 |
| Total client facing associates |  | 5,541 | 5,577 |  | 5,541 |  | 5,561 | 5,598 | $\xrightarrow{\text { 5,681 }}$ |  | 5,577 |
| Financial Advisor Productivity ${ }^{(4)}$ (in thousands) |  | 453 | \$ 445 | \$ | 105 |  | \$ 109 | \$ 121 | \$ 118 | \$ | 113 |
| Total client balances ${ }^{(5)}$ |  | 290,661 | \$309,190 | \$ | 290,661 |  | \$ 301,093 | \$ 308,174 | \$ 309,687 |  | 309,190 |
| Number of Households with Banking and Brokerage |  |  |  |  |  |  |  |  |  |  |  |
| Relationships (in thousands) |  | 303 | 277 |  | 303 |  | 292 | 288 | 283 |  | 277 |
| U.S. Trust Metrics ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Client facing associates |  | 3,733 | 3,989 |  | 3,733 |  | 3,747 | 3,882 | 3,922 |  | 3,989 |
| Total client balances ${ }^{(5)}$ |  | 308,349 | \$380,687 | \$ | 308,349 |  | \$ 344,004 | \$ 357,575 | \$ 362,425 |  | 380,687 |
| Columbia Management Performance Metrics |  |  |  |  |  |  |  |  |  |  |  |
| \# of 4 or 5 Star Funds by Morningstar |  | 53 | 48 |  | 53 |  | 53 | 50 | 50 |  | 48 |
| \% of Assets Under Management in 4 or 5 Star Rated Funds ${ }^{(6)}$ |  | 62\% | 68\% |  | 62\% |  | 64\% | 64\% | 69\% |  | 68\% |

 reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank.
 third quarter 2007. The sale of Marsico resulted in a $\$ 60.9$ billion decrease in assets under management in fourth quarter 2007 (including a $\$ 5.3$ billion reduction in eliminations).
3) The elimination of assets under management that are managed by two lines of business.
(4) Financial advisor productivity is defined as full service gross production divided by average number of total financial advisors.
(5) Client balances are defined as deposits, assets under management, client brokerage assets and other assets in custody.
 totaled then divided by the assets under management of all the funds in the ranking.

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


## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)






 to a FTE amount in the business segments. In addition, All Other includes the offsetting securitization impact to present Global Consumer and Small Business Banking on a managed basis. (See Exhibit A: Non-GAAP Reconciliations-All Other-Reconciliation on page 41).
(2) Fully taxable-equivalent basis
(3) Provision for credit losses represents provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.

## Components of Equity Investment Income

(Dollars in millions)

|  | Year Ended December 31 |  |  | Fourth Quarter 2008 |  | Third Quarter 2008 |  | Second Quarter 2008 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Fourth } \\ & \text { Quarter } \\ & 20007 \\ & \hline 2 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  | 2007 |  |  |  |  |  |  |  |  |  |  |
| Principal Investing |  | (84) | \$2,217 |  | (363) |  | \$ (29) |  |  |  | \$ 12 | \$ | 117 |
| Corporate Investments |  | (520) | 445 |  | (295) |  | (369) |  | 112 |  | 32 |  | (7) |
| Strategic and other investments |  | 869 | 1,083 |  | 271 |  | 72 |  | 302 |  | 224 |  | 168 |
| Total equity investment income (loss) included in All Other |  | 265 | 3,745 |  | (387) |  | (326) |  | 710 |  | 268 |  | 278 |
| Total equity investment income (loss) included in the business segments |  | 274 | 319 |  | (404) |  | 10 |  | (118) |  | 786 |  | 39 |
| Total consolidated equity investment income (loss) |  | 539 | \$4,064 |  | (791) |  | \$ (316) |  |  |  | \$ 1,054 |  | 317 |

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

Outstanding Loans and Leases
(Dollars in millions)

|  | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2008 \\ \hline \end{gathered}$ |  | Increase(Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer |  |  |  |  |  |  |
| Residential mortgage | \$ | 247,999 | \$ | 256,989 | \$ | $(8,990)$ |
| Home equity |  | 152,547 |  | 151,938 |  | 609 |
| Discontinued real estate ${ }^{(1)}$ |  | 19,981 |  | 22,081 |  | $(2,100)$ |
| Credit card - domestic |  | 64,128 |  | 63,012 |  | 1,116 |
| Credit card - foreign |  | 17,146 |  | 18,338 |  | $(1,192)$ |
| Direct/Indirect consumer ${ }^{(2)}$ |  | 83,436 |  | 82,849 |  | 587 |
| Other consumer ${ }^{(3)}$ |  | 3,442 |  | 3,680 |  | (238) |
| Total consumer |  | 588,679 |  | 598,887 |  | $(10,208)$ |
| Commercial |  |  |  |  |  |  |
| Commercial - domestic ${ }^{(4)}$ |  | 219,233 |  | 219,303 |  | (70) |
| Commercial real estate ${ }^{(5)}$ |  | 64,701 |  | 63,736 |  | 965 |
| Commercial lease financing |  | 22,400 |  | 22,416 |  | (16) |
| Commercial - foreign |  | 31,020 |  | 32,951 |  | $(1,931)$ |
| Total commercial loans excluding loans measured at fair value |  | 337,354 |  | 338,406 |  | $(1,052)$ |
| Commercial loans measured at fair value ${ }^{(6)}$ |  | 5,413 |  | 5,383 |  | 30 |
| Total commercial |  | 342,767 |  | 343,789 |  | $(1,022)$ |
| Total loans and leases | \$ | 931,446 | \$ | 942,676 |  | $\stackrel{(11,230)}{ }$ |

 Corporation no longer originates these products.
(2) Includes foreign consumer loans of \$1.8 billion and \$2.4 billion at December 31, 2008 and September 30, 2008.
(3) Includes consumer finance loans of $\$ 2.6$ billion and $\$ 2.7$ billion, and other foreign consumer loans of $\$ 618$ million and $\$ 736$ million at December 31, 2008 and September 30, 2008
(4) Includes small business commercial-domestic loans, primarily card related, of $\$ 19.1$ billion and $\$ 19.4$ billion at December 31, 2008 and September 30, 2008.
(5) Includes domestic commercial real estate loans of $\$ 63.7$ billion and $\$ 62.7$ billion, and foreign commercial real estate loans of $\$ 979$ million and $\$ 1.0$ billion at December 31 , 2008 and September 30,2008
 commercial real estate loans of \$203 million and \$213 million at December 31, 2008 and September 30, 2008.

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

## Bank of America Corporation and Subsidiaries

## Quarterly Average Loans and Leases by Business Segment

(Dollars in millions)

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

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

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

## Bank of America Corporation and Subsidiaries

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

|  | Commercial Utilized |  |  | Total Commercial Committed |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31 } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2008 \\ \hline \end{gathered}$ | Increase (Decrease) | $\begin{gathered} \hline \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September } 30 \\ 2008 \\ \hline \end{gathered}$ | Increase (Decrease) |
| Real estate ${ }^{(4)}$ | \$ 79,766 | \$ 77,955 | \$ 1,811 | \$103,889 | \$ 105,287 | \$ $(1,398)$ |
| Diversified financials | 50,327 | 49,917 | 410 | 103,306 | 99,909 | 3,397 |
| Government and public education | 39,386 | 35,716 | 3,670 | 58,608 | 55,841 | 2,767 |
| Capital goods | 27,588 | 27,904 | (316) | 52,522 | 53,006 | (484) |
| Retailing | 30,736 | 32,372 | $(1,636)$ | 50,102 | 52,332 | $(2,230)$ |
| Healthcare equipment and services | 31,280 | 27,479 | 3,801 | 46,785 | 44,189 | 2,596 |
| Consumer services | 28,715 | 27,469 | 1,246 | 43,948 | 42,967 | 981 |
| Materials | 22,825 | 22,139 | 686 | 38,105 | 37,529 | 576 |
| Commercial services and supplies | 24,095 | 21,698 | 2,397 | 34,867 | 31,773 | 3,094 |
| Individuals and trusts | 22,752 | 24,071 | $(1,319)$ | 33,045 | 34,067 | $(1,022)$ |
| Food, beverage and tobacco | 17,257 | 14,899 | 2,358 | 28,521 | 28,624 | (103) |
| Banks | 22,134 | 25,636 | $(3,502)$ | 26,493 | 30,699 | $(4,206)$ |
| Energy | 11,885 | 12,226 | (341) | 22,732 | 23,557 | (825) |
| Media | 8,939 | 8,690 | 249 | 19,301 | 19,966 | (665) |
| Utilities | 8,230 | 7,549 | 681 | 19,272 | 18,998 | 274 |
| Transportation | 13,050 | 12,569 | 481 | 18,561 | 18,258 | 303 |
| Insurance | 11,223 | 9,377 | 1,846 | 17,855 | 16,924 | 931 |
| Religious and social organizations | 9,539 | 9,020 | 519 | 12,576 | 12,191 | 385 |
| Consumer durables and apparel | 6,219 | 6,100 | 119 | 10,862 | 10,798 | 64 |
| Technology hardware and equipment | 3,971 | 3,889 | 82 | 10,371 | 10,871 | (500) |
| Pharmaceuticals and biotechnology | 3,721 | 3,326 | 395 | 10,111 | 9,336 | 775 |
| Software and services | 4,093 | 4,268 | (175) | 9,590 | 10,130 | (540) |
| Telecommunication services | 3,681 | 3,851 | (170) | 8,036 | 8,214 | (178) |
| Food and staples retailing | 4,282 | 3,934 | 348 | 7,012 | 6,504 | 508 |
| Automobiles and components | 3,093 | 2,788 | 305 | 6,081 | 5,726 | 355 |
| Household and personal products | 1,137 | 1,168 | (31) | 2,817 | 2,935 | (118) |
| Semiconductors and semiconductor equipment | 1,105 | 1,036 | 69 | 1,822 | 1,782 | 40 |
| Other | 7,720 | 7,399 | 321 | 8,142 | 7,975 | 167 |
| Total commercial credit exposure by industry | \$498,749 | \$484,445 | \$14,304 | \$805,332 | \$800,388 | \$ 4,944 |
| Net credit default protection purchased on total commitments ${ }^{(5)}$ |  |  |  | \$ (9,654) | \$ $(8,914)$ |  |



 been reduced.
 December 31, 2008 and September 30, 2008 and issued letters of credit at notional value of $\$ 1.4$ billion and $\$ 1.3$ billion for the same periods. In addition, total commercial committed exposure includes unfunded loan commitments at notional value of $\$ 15.5$ billion and $\$ 16.0$ billion at December 31, 2008 and September 30, 2008.
(3) Includes small business commercial - domestic exposure.
 operating cash flow and primary source of repayment as key factors.
(5) Represents net notional credit protection purchased.

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

## Bank of America Corporation and Subsidiaries

## Net Credit Default Protection by Maturity Profile ${ }^{(1)}$

|  | $\begin{gathered} \text { December } 31 \\ 2008 \\ \hline \end{gathered}$ |  | September 30 2008 |
| :---: | :---: | :---: | :---: |
| Less than or equal to one year | $\longrightarrow 1$ | \% | (4) |
| Greater than one year and less than or equal to five years | 92 |  | 94 |
| Greater than five years | 7 |  | 10 |
| Total net credit default protection | 100 | \% | 100 |

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

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

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ratings | December 31, 2008 |  |  | September 30, 2008 |  |
|  | Net Notional | Percent |  | Net Notional | Percent |
| AAA | \$ 30 | (0.3) | \% | \$ 48 | (0.5) |
| AA | (103) | 1.1 |  | (51) | 0.6 |
| A | $(2,800)$ | 29.0 |  | $(3,269)$ | 36.7 |
| BBB | $(4,856)$ | 50.2 |  | $(4,186)$ | 47.0 |
| BB | $(1,948)$ | 20.2 |  | $(1,368)$ | 15.3 |
| B | (579) | 6.0 |  | (194) | 2.2 |
| CCC and below | (278) | 2.9 |  | (55) | 0.6 |
| NR ${ }^{(2)}$ | 880 | (9.1) |  | 161 | (1.9) |
| Total net credit default protection | $\stackrel{\text { S } 9,654)}{ }$ | 100.0 | \% | \$(8,914) | $\underline{ }$ |

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

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Loans and Leases, and Loan Commitments | Other $\text { Financing }{ }^{(2)}$ | Derivative <br> Assets ${ }^{(3)}$ | Securities/ <br> Other <br> Investments ${ }^{(4)}$ | Total Cross-border Exposure ${ }^{(5)}$ | Local Country <br> Exposure Net of Local <br> Liabilities ${ }^{(6)}$ | Total Emerging Markets Exposure December 31, 2008 | Increase (Decrease) from September 30, 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Region/Country |  |  |  |  |  |  |  |  |
| Asia Pacific |  |  |  |  |  |  |  |  |
| China ${ }^{(7)}$ | \$ 285 | \$ 48 | \$ 499 | \$19,827 | \$20,659 | \$ 46 | \$20,705 | \$4,759 |
| South Korea | 665 | 871 | 1,635 | 1,505 | 4,676 | - | 4,676 | (280) |
| India | 1,521 | 689 | 1,045 | 1,179 | 4,434 | - | 4,434 | (111) |
| Singapore | 347 | 73 | 813 | 336 | 1,569 | - | 1,569 | 394 |
| Taiwan | 304 | 26 | 60 | 29 | 419 | 423 | 842 | (141) |
| Hong Kong | 429 | 28 | 143 | 81 | 681 | - | 681 | 61 |
| Other Asia Pacific ${ }^{(8)}$ | 187 | 97 | 40 | 281 | 605 | - | 605 | (83) |
| Total Asia Pacific | 3,738 | 1,832 | 4,235 | 23,238 | 33,043 | 469 | 33,512 | 4,599 |
| Latin America |  |  |  |  |  |  |  |  |
| Mexico ${ }^{(9)}$ | 1,335 | 301 | 132 | 2,264 | 4,032 | 125 | 4,157 | (827) |
| Brazil ${ }^{(10)}$ | 350 | 407 | 50 | 2,544 | 3,351 | 518 | 3,869 | $(1,166)$ |
| Chile | 294 | 241 | 30 | 11 | 576 | 3 | 579 | (76) |
| Other Latin America ${ }^{(8)}$ | 150 | 273 | 2 | 67 | 492 | 155 | 647 | (209) |
| Total Latin America | 2,129 | 1,222 | 214 | 4,886 | 8,451 | 801 | 9,252 | $(2,278)$ |
| Middle East and Africa |  |  |  |  |  |  |  |  |
| Bahrain | 269 | 7 | 59 | 854 | 1,189 | - | 1,189 | (42) |
| Other Middle East and Africa ${ }^{(8)}$ | 661 | 131 | 367 | 107 | 1,266 | - | 1,266 | (41) |
| Total Middle East and Africa | 930 | 138 | 426 | 961 | 2,455 | - | 2,455 | (83) |
| Central and Eastern Europe ${ }^{(8)}$ | 65 | 114 | 262 | 188 | 629 | - | 629 | 190 |
| Total emerging market exposure | \$6,862 | \$3,306 | \$5,137 | \$29,273 | \$44,578 | \$1,270 | \$45,848 | \$2,428 |


 accordance with SFAS 159 at December 31, 2008 and September 30, 2008.
(2) Includes acceptances, standby letters of credit, commercial letters of credit and formal guarantees.
 2008 and September 30, 2008, there were $\$ 531$ million and $\$ 334$ million of other marketable securities collateralizing derivative assets for which credit risk has not been reduced.
 agreements where the underlying securities are U.S. Treasury securities, in which case the domicile is the U.S., are excluded from this presentation.
 is denominated, consistent with FFIEC reporting rules.
 liabilities are subtracted from local exposures as allowed by the FFIEC. Total amount of available local liabilities funding local country exposure at December 31,2008 was $\$ 12.6$ billion compared to $\$ 17.6$ billion at
 Korea, $\$ 1.0$ billion in India, and $\$ 882$ million in China. There were no other countries with available local liabilities funding local country exposure greater than $\$ 500$ million.
(7) Securities/Other Investments include an investment of $\$ 19.7$ billion in China Construction Bank (CCB).
(8) No country included in Other Asia Pacific, Other Latin America, Other Middle East and Africa, or Central and Eastern Europe had total foreign exposure of more than $\$ 500$ million.
9) Securities/Other Investments include an investment of \$2.1 billion in Grupo Financiero Santander, S.A.
(10) Securities/Other Investments include an investment of $\$ 2.5$ billion in Banco Itaú Holding Financeira S.A.

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

## Bank of America Corporation and Subsidiaries

## Nonperforming Assets

| (Dollars in millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ \quad 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September } 30 \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2008 \end{gathered}$ | March 31 <br> 2008 | $\begin{aligned} & \text { December } 31 \\ & 2007 \\ & \hline \end{aligned}$ |
| Residential mortgage | \$ 7,044 | \$ 4,638 | \$ 3,269 | \$ 2,576 | \$ 1,999 |
| Home equity | 2,670 | 2,049 | 1,851 | 1,786 | 1,340 |
| Discontinued real estate | 77 | 33 | n/a | n/a | n/a |
| Direct/Indirect consumer | 26 | 13 | 11 | 6 | 8 |
| Other consumer | 91 | 89 | 89 | 91 | 95 |
| Total consumer | 9,908 | 6,822 | 5,220 | 4,459 | 3,442 |
| Commercial - domestic ${ }^{(1)}$ | 2,040 | 1,566 | 1,079 | 980 | 852 |
| Commercial real estate | 3,906 | 3,090 | 2,616 | 1,627 | 1,099 |
| Commercial lease financing | 56 | 35 | 40 | 44 | 33 |
| Commercial - foreign | 290 | 48 | 48 | 54 | 19 |
|  | 6,292 | 4,739 | 3,783 | 2,705 | 2,003 |
| Small business commercial - domestic | 205 | 183 | 153 | 169 | 152 |
| Total commercial | 6,497 | 4,922 | 3,936 | 2,874 | 2,155 |
| Total nonperforming loans and leases | 16,405 | 11,744 | 9,156 | 7,333 | 5,597 |
| Foreclosed properties | 1,827 | 1,832 | 593 | 494 | 351 |
| Total nonperforming assets ${ }^{(2,3,4,}$ ) | \$18,232 | \$13,576 | \$ 9,749 | \$ 7,827 | \$ 5,948 |
| Loans past due 90 days or more and still accruing ( $2,4,5$ ) | \$ 5,414 | \$ 4,819 | \$ 4,548 | \$ 4,160 | \$ 3,736 |
| Nonperforming assets/Total assets ${ }^{(6)}$ | 1.01\% | 0.74\% | 0.57\% | 0.45\% | 0.35\% |
| Nonperforming assets/Total loans, leases and foreclosed properties ${ }^{(6)}$ | 1.96 | 1.45 | 1.13 | 0.90 | 0.68 |
| Nonperforming loans and leases/Total loans and leases outstanding ${ }^{(6)}$ | 1.77 | 1.25 | 1.06 | 0.84 | 0.64 |
| Allowance for credit losses: |  |  |  |  |  |
| Allowance for loan and lease losses | \$23,071 | \$20,346 | \$17,130 | \$14,891 | \$11,588 |
| Reserve for unfunded lending commitments | 421 | 427 | 507 | 507 | 518 |
| Total allowance for credit losses | \$23,492 | \$20,773 | \$17,637 | \$15,398 | \$12,106 |
| Allowance for loan and lease losses/Total loans and leases outstanding (6) | 2.49\% | 2.17\% | 1.98\% | 1.71\% | 1.33\% |
| Allowance for loan and lease losses/Total nonperforming loans and leases (6) | 141 | 173 | 187 | 203 | 207 |
| Reservable commercial utilized criticized exposure ${ }^{(7)}$ | \$36,937 | \$31,009 | \$25,998 | \$21,157 | \$17,176 |
| Reservable commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(7)}$ | 8.90\% | 7.45\% | 6.23\% | 5.43\% | 4.46\% |

(1) Excludes small business commercial - domestic loans.
 acquisition and accrete interest income over the remaining life of the loan.
 2008, March 31, 2008 and December 31, 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 December 31, 2008, September 30, 2008, March 31, 2008 and December 31, 2007, there were no loans past due 90 days or more and still accruing interest measured at fair value in accordance with SFAS 159.
(5) Balances do not include loans held-for-sale past due 90 days or more and still accruing interest included in other assets of $\$ 31$ million, $\$ 138$ million, $\$ 32$ million, $\$ 69$ million and $\$ 79$ million at December 31 , 2008, September 30, 2008, June 30, 2008, March 31, 2008 and December 31, 2007, respectively
 2008 and December 31, 2007, respectively.

 December 31, 2007, respectively.
$n / a=$ not applicable
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 ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2008 |  | Third Quarter 2008 |  | Second Quarter 2008 |  | FirstQuarter2008 |  | Fourth Quarter 2007 |  |
| Held Basis | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Residential mortgage | \$ 466 | 0.73\% | \$ 242 | 0.37\% | \$ 151 | 0.24\% | \$ 66 | 0.10\% | \$ 27 | 0.04\% |
| Home equity | 1,113 | 2.92 | 964 | 2.53 | 923 | 3.09 | 496 | 1.71 | 179 | 0.63 |
| Discontinued real estate | 19 | 0.36 | (3) | (0.05) | n/a | n/a | n/a | n/a | n/a | n/a |
| Credit card - domestic | 1,244 | 7.63 | 1,094 | 6.86 | 976 | 6.36 | 847 | 5.39 | 738 | 4.87 |
| Credit card - foreign | 162 | 3.75 | 148 | 3.46 | 132 | 3.21 | 109 | 2.87 | 108 | 2.99 |
| Direct/Indirect consumer | 1,054 | 5.03 | 845 | 3.94 | 660 | 3.22 | 555 | 2.84 | 456 | 2.41 |
| Other consumer | 124 | 13.79 | 106 | 11.36 | 83 | 8.47 | 86 | 8.61 | 96 | 9.08 |
| Total consumer | 4,182 | 2.79 | 3,396 | 2.24 | 2,925 | 2.17 | 2,159 | 1.58 | 1,604 | 1.17 |
| Commercial - domestic ${ }^{(2)}$ | 255 | 0.50 | 117 | 0.23 | 70 | 0.14 | 77 | 0.16 | 64 | 0.13 |
| Commercial real estate | 382 | 2.36 | 262 | 1.65 | 136 | 0.88 | 107 | 0.70 | 17 | 0.12 |
| Commercial lease financing | 31 | 0.57 | 8 | 0.13 | 6 | 0.11 | 15 | 0.27 | 17 | 0.31 |
| Commercial - foreign | 129 | 1.63 | 46 | 0.56 | 5 | 0.06 | (7) | (0.10) | 2 | 0.03 |
|  | 797 | 0.99 | 433 | 0.54 | 217 | 0.28 | 192 | 0.25 | 100 | 0.13 |
| Small business commercial - domestic | 562 | 11.55 | 527 | 10.64 | 477 | 9.59 | 364 | 7.44 | 281 | 5.92 |
| Total commercial | 1,359 | 1.59 | 960 | 1.13 | 694 | 0.84 | 556 | 0.69 | 381 | 0.47 |
| Total net charge-offs | \$5,541 | 2.36 | \$4,356 | 1.84 | \$3,619 | 1.67 | \$2,715 | 1.25 | \$1,985 | 0.91 |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |
| Global Consumer and Small Business Banking ${ }^{(3)}$ | \$5,707 | 6.24\% | \$5,112 | 5.50\% | \$4,687 | 5.59\% | \$3,676 | 4.49\% | \$3,028 | 3.78\% |
| Global Corporate and Investment Banking | 1,006 | 1.18 | 604 | 0.71 | 318 | 0.39 | 328 | 0.41 | 214 | 0.26 |
| Global Wealth and Investment Management | 144 | 0.65 | 108 | 0.49 | 92 | 0.42 | 52 | 0.24 | 28 | 0.13 |
| All Other ${ }^{(3)}$ | $(1,316)$ | (3.61) | $(1,468)$ | (3.99) | $(1,478)$ | (5.07) | $(1,341)$ | (4.04) | $(1,285)$ | (3.64) |
| Total net charge-offs | \$5,541 | 2.36 | \$4,356 | 1.84 | $\underline{\text { \$3,619 }}$ | 1.67 | $\underline{\text { \$2,715 }}$ | 1.25 | $\underline{\text { \$1,985 }}$ | 0.91 |
| Supplemental managed basis data |  |  |  |  |  |  |  |  |  |  |
| Credit card - domestic | \$2,929 | 7.66\% | \$2,643 | 6.87\% | \$2,414 | 6.36\% | \$2,068 | 5.48\% | \$1,816 | 4.90\% |
| Credit card - foreign | 334 | 4.57 | 353 | 4.21 | 337 | 4.11 | 304 | 3.84 | 322 | 4.06 |
| Total credit card managed net losses | \$3,263 | 7.16 | $\underline{\text { \$2,996 }}$ | 6.40 | $\underline{\text { \$2,751 }}$ | 5.96 | $\underline{\text { \$2,372 }}$ | 5.19 | \$2,138 | 4.75 |

 SFAS 159 during the period for each loan and lease category.
(2) Excludes small business commercial-domestic loans.
(3) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services. The securitization offset is included within All Other.
$n / a=$ not applicable
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.


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

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

 during the period for each loan and lease category.
Excludes small business commercial - domestic loan
(3) Global Consumer and Small Business Banking is presented on a managed basis, specifically Card Services. The securitization offset is included within All Other.

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


## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2008 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30, \\ 2008 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { December 31, } \\ 2007 \\ \hline \end{gathered}$ |  |  |
| 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 | \$ 1,382 | 0.56 | \% | \$ 1,376 | 0.54 | \% | \$ 207 | 0.08 |
| Home equity | 5,385 | 3.53 |  | 4,744 | 3.12 |  | 963 | 0.84 |
| Discontinued real estate | 658 | 3.29 |  | 82 | 0.37 |  | n/a | n/a |
| Credit card - domestic | 3,947 | 6.16 |  | 3,624 | 5.75 |  | 2,919 | 4.44 |
| Credit card - foreign | 742 | 4.33 |  | 633 | 3.45 |  | 441 | 2.95 |
| Direct/Indirect consumer | 4,341 | 5.20 |  | 3,742 | 4.52 |  | 2,077 | 2.71 |
| Other consumer | 203 | 5.87 |  | 184 | 5.02 |  | 151 | 3.61 |
| Total consumer | 16,658 | 2.83 |  | 14,385 | 2.40 |  | 6,758 | 1.23 |
| Commercial - domestic ${ }^{(2)}$ | 4,339 | 1.98 |  | 4,072 | 1.86 |  | 3,194 | 1.53 |
| Commercial real estate | 1,465 | 2.26 |  | 1,376 | 2.16 |  | 1,083 | 1.77 |
| Commercial lease financing | 223 | 1.00 |  | 210 | 0.94 |  | 218 | 0.97 |
| Commercial - foreign | 386 | 1.25 |  | 303 | 0.92 |  | 335 | 1.18 |
| Total commercial ${ }^{(3)}$ | 6,413 | 1.90 |  | 5,961 | 1.76 |  | 4,830 | 1.51 |
| Allowance for loan and lease losses | 23,071 | 2.49 |  | 20,346 | 2.17 |  | 11,588 | 1.33 |
| Reserve for unfunded lending commitments | 421 |  |  | 427 |  |  | 518 |  |
| Allowance for credit losses | $\underline{\underline{\$ 23,492}}$ |  |  | $\underline{\underline{\$ 20,773}}$ |  |  | $\underline{\underline{\$ 12,106}}$ |  |

 value include commercial - domestic loans of $\$ 3.5$ billion, $\$ 4.0$ billion and $\$ 3.5$ billion, commercial - foreign loans of $\$ 1.7$ billion, $\$ 1.2$ billion and $\$ 790$ million, and commercial real estate loans of $\$ 203$ million, $\$ 213$ million and $\$ 304$ million at December 31, 2008, September 30, 2008 and December 31, 2007.
(2) Includes allowance for small business commercial - domestic loans of $\$ 2.4$ billion, $\$ 2.2$ billion and $\$ 1.4$ billion at December 31, 2008, September 30, 2008 and December 31, 2007.
(3) Includes allowance for loan and lease losses for impaired commercial loans of $\$ 691$ million, $\$ 561$ million and $\$ 123$ million at December 31, 2008 , September 30, 2008 and December 31, 2007.
n/a $=$ not applicable
Certain prior period amounts have been reclassified to conform to current period presentation.

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Global Consumer and Small Business Banking - Reconciliation

(Dollars in millions)

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

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



 Corporation's Consolidated Financial Statements in accordance with accounting principles generally accepted in the United States (GAAP).

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

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

- Provision for credit losses represents the provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.

Exhibit A: Non-GAAP Reconciliations - continued

## Bank of America Corporation and Subsidiaries

## All Other - Reconciliation

(Dollars in millions)

|  | Year Ended December 31, 2008 |  |  |  |  | Year Ended December 31, 2007 |  |  |  |  | Fourth Quarter 2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Reported } \\ \text { Basis }^{(1)} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ |  | Adjusted |  | Reported <br> Basis ${ }^{(1)}$ | $\begin{gathered} \hline \text { Securitization } \\ \text { Offset }^{(2)} \\ \hline \end{gathered}$ |  | As Adjusted |  | Reported <br> Basis ${ }^{(1)}$ | $\begin{gathered} \text { Securitization } \\ \text { Offset }{ }^{(2)} \\ \hline \end{gathered}$ |  |  |
| Net interest income ${ }^{(3)}$ | \$ (8,610) | \$ | 8,701 | \$ | 91 | \$ $(7,645)$ | \$ | 8,027 | \$ | 382 | \$ $(2,159)$ | \$ | 2,299 | \$ 140 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 2,164 |  | $(2,250)$ |  | (86) | 2,817 |  | $(3,356)$ |  | (539) | 368 |  | (482) | (114) |
| Equity investment income (loss) | 265 |  | - |  | 265 | 3,745 |  | - |  | 3,745 | (387) |  | - | (387) |
| Gains (losses) on sales of debt securities | 1,133 |  | - |  | 1,133 | 180 |  | - |  | 180 | 784 |  | - | 784 |
| All other income (loss) | (545) |  | 219 |  | (326) | 426 |  | 288 |  | 714 | (256) |  | 40 | (216) |
| Total noninterest income | 3,017 |  | $(2,031)$ |  | 986 | 7,168 |  | $(3,068)$ |  | 4,100 | 509 |  | (442) | 67 |
| Total revenue, net of interest expense | $(5,593)$ |  | 6,670 |  | 1,077 | (477) |  | 4,959 |  | 4,482 | (1,650) |  | 1,857 | 207 |
| Provision for credit losses | $(3,760)$ |  | 6,670 |  | 2,910 | $(5,207)$ |  | 4,959 |  | (248) | (616) |  | 1,857 | 1,241 |
| Merger and restructuring charges | 935 |  | - |  | 935 | 410 |  | - |  | 410 | 306 |  | - | 306 |
| All other noninterest expense | 372 |  | - |  | 372 | 87 |  | - |  | 87 | 199 |  | - | 199 |
| Income (loss) before income taxes | $(3,140)$ |  | - |  | $(3,140)$ | 4,233 |  | - |  | 4,233 | $(1,539)$ |  | - | $(1,539)$ |
| Income tax expense (benefit) ${ }^{(3)}$ | $(1,512)$ |  | - |  | $(1,512)$ | 1,083 |  | - |  | 1,083 | (846) |  | - | (846) |
| Net income (loss) | \$ (1,628) | \$ | - | \$ | $\stackrel{(1,628)}{ }$ | \$ 3,150 | \$ | - | \$ | 3,150 | \$ (693) | \$ | - | \$ (693) |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases Period end - total loans and leases | \$135,671 |  | 104,401 |  | 40,072 | \$133,926 |  | 03,284 |  | 7,210 | \$145,196 |  | 99,116 | \$244,312 |
|  | 136,156 |  | 100,960 |  | 37,116 | 139,943 |  | 02,967 |  | ,910 | 136,156 |  | 100,960 | 237,116 |
|  | Third Quarter 2008 |  |  |  |  | Second Quarter 2008 |  |  |  |  | First Quarter 2008 |  |  |  |
|  | Reported Basis ${ }^{(1)}$ | $\begin{gathered} \hline \text { Securiti } \\ \text { Offse } \end{gathered}$ | $\begin{aligned} & \text { ization } \\ & \mathrm{et}^{(2)} \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \text { As } \\ & \text { justed } \end{aligned}$ | Reported Basis ${ }^{(1)}$ | $\begin{aligned} & \hline \text { Securiti } \\ & \text { Offse } \end{aligned}$ | $\begin{aligned} & \text { ization } \\ & \text { et }^{(2)} \\ & \hline \end{aligned}$ |  |  | Reported Basis ${ }^{(1)}$ | $\begin{aligned} & \hline \text { Securitiz } \\ & \text { Offset } \end{aligned}$ | $\begin{aligned} & \text { ization } \\ & \text { et }^{(2)} \\ & \hline \end{aligned}$ | $\begin{gathered} \text { As } \\ \text { Adjusted } \\ \hline \end{gathered}$ |
| Net interest income ${ }^{(3)}$ | \$ (2,432) | \$ | 2,207 | \$ | (225) | \$ $(2,034)$ | \$ | 2,140 | \$ | 106 | \$ $(1,985)$ | \$ | 2,055 | 70 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income | 537 |  | (507) |  | 30 | 595 |  | (557) |  | 38 | 664 |  | (704) | (40) |
| Equity investment income | (326) |  | - |  | (326) | 710 |  | - |  | 710 | 268 |  | - | 268 |
| Gains on sales of debt securities | (2) |  | - |  | (2) | 131 |  | - |  | 131 | 220 |  | - | 220 |
| All other income (loss) | 68 |  | 54 |  | 122 | (100) |  | 60 |  | (40) | (257) |  | 65 | (192) |
| Total noninterest income | 277 |  | (453) |  | (176) | 1,336 |  | (497) |  | 839 | 895 |  | (639) | 256 |
| Total revenue, net of interest expense | $(2,155)$ |  | 1,754 |  | (401) | (698) |  | 1,643 |  | 945 | $(1,090)$ |  | 1,416 | 326 |
| Provision for credit losses | (984) |  | 1,754 |  | 770 | $(1,032)$ |  | 1,643 |  | 611 | $(1,128)$ |  | 1,416 | 288 |
| Merger and restructuring charges | 247 |  | - |  | 247 | 212 |  | - |  | 212 | 170 |  | - | 170 |
| All other noninterest expense | (45) |  | - |  | (45) | 58 |  | - |  | 58 | 160 |  | - | 160 |
| Income (loss) before income taxes | $(1,373)$ |  | - |  | $(1,373)$ | 64 |  | - |  | 64 | (292) |  | - | (292) |
| Income tax expense (benefit) ${ }^{(3)}$ | (591) |  | - |  | (591) | (86) |  | - |  | (86) | 11 |  | - | 11 |
| Net income (loss) | \$ (782) | \$ | - | \$ | (782) | \$ 150 | \$ | - | \$ | 150 | \$ (303) | \$ | - | \$ (303) |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$146,277 |  | 105,919 |  | 52,196 | \$117,335 |  | 07,438 |  | 4,773 | \$133,654 |  | 105,176 | \$238,830 |
| Period end - total loans and leases | 146,379 |  | 102,048 |  | 48,427 | 95,855 |  | 08,520 |  | 4,375 | 127,038 |  | 107,847 | 234,885 |
|  | Fourth Quarter 2007 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Reported Basis ${ }^{(1)}$ | Securiti Offse | ization <br> ${ }^{(2)}$ |  | As justed |  |  |  |  |  |  |  |  |  |
| Net interest income ${ }^{(3)}$ | \$ $(2,058)$ | \$ | 2,071 | \$ | 13 |  |  |  |  |  |  |  |  |  |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 680 |  | (828) |  | (148) |  |  |  |  |  |  |  |  |  |
| Equity investment income | 278 |  | - |  | 278 |  |  |  |  |  |  |  |  |  |
| Gains on sales of debt securities | 110 |  | - |  | 110 |  |  |  |  |  |  |  |  |  |
| All other income (loss) | 750 |  | 67 |  | 817 |  |  |  |  |  |  |  |  |  |
| Total noninterest income | 1,818 |  | (761) |  | 1,057 |  |  |  |  |  |  |  |  |  |
| Total revenue, net of interest expense | (240) |  | 1,310 |  | 1,070 |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | $(1,285)$ |  | 1,310 |  | 25 |  |  |  |  |  |  |  |  |  |
| Merger and restructuring charges | 140 |  | - |  | 140 |  |  |  |  |  |  |  |  |  |
| All other noninterest expense | (53) |  | - |  | (53) |  |  |  |  |  |  |  |  |  |
| Income before income taxes | 958 |  | - |  | 958 |  |  |  |  |  |  |  |  |  |
| Income tax expense ${ }^{(3)}$ | 128 |  | - |  | 128 |  |  |  |  |  |  |  |  |  |
| Net income | \$ 830 | \$ | - | \$ | 830 |  |  |  |  |  |  |  |  |  |
| Balance sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average - total loans and leases | \$140,052 |  | 105,091 |  | 45,143 |  |  |  |  |  |  |  |  |  |
| Period end - total loans and leases | 139,943 |  | 102,967 |  | 42,910 |  |  |  |  |  |  |  |  |  |

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

|  | For the Three Months Ended |  |  | Percent Inc / (Dec) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. } 26 \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { Sept. 26, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. } 28 \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 4Q08 vs. } \\ \text { 3Q08 } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 4Q08 vs. } \\ \text { 4Q07 } \\ \hline \end{gathered}$ |
| Revenues |  |  |  |  |  |
| Principal transactions | \$(13,109) | \$(6,573) | \$(12,596) | N/M \% | N/M \% |
| Commissions | 1,450 | 1,745 | 1,924 | (17) | (25) |
| Managed accounts and other fee-based revenues | 1,295 | 1,395 | 1,440 | (7) | (10) |
| Investment banking | 813 | 845 | 1,267 | (4) | (36) |
| Earnings from equity method investments | (430) | 4,401 | 531 | N/M | N/M |
| Other ${ }^{(1)}$ | $(3,390)$ | $(2,986)$ | $(2,304)$ | N/M | N/M |
| Subtotal | $(13,371)$ | $(1,173)$ | $(9,738)$ | N/M | N/M |
| Interest and dividend revenues | 4,624 | 9,019 | 14,170 | (49) | (67) |
| Less interest expense | 3,804 | 7,830 | 12,624 | (51) | (70) |
| Net interest profit | 820 | 1,189 | 1,546 | (31) | (47) |
| Revenues, net of interest expense | $(12,551)$ | 16 | $(8,192)$ | N/M | N/M |
| Non-interest expenses |  |  |  |  |  |
| Compensation and benefits | 3,830 | 3,483 | 4,339 | 10 | (12) |
| Communications and technology | 534 | 546 | 597 | (2) | (11) |
| Occupancy and related depreciation | 316 | 314 | 306 | 1 | 3 |
| Professional fees | 311 | 242 | 311 | 29 | 0 |
| Brokerage, clearing, and exchange fees | 289 | 348 | 395 | (17) | (27) |
| Advertising and market development | 151 | 159 | 249 | (5) | (39) |
| Office supplies and postage | 55 | 48 | 64 | 15 | (14) |
| Other ${ }^{(2)}$ | 3,493 | 588 | 467 | N/M | N/M |
| Payment related to price reset on common stock offering | - | 2,500 | - | N/M | N/M |
| Restructuring charge | 2 | 39 | - | N/M | N/M |
| Total non-interest expenses | 8,981 | 8,267 | 6,728 | 9 | 33 |
| Pre-tax loss from continuing operations | $(21,532)$ | $(8,251)$ | $(14,920)$ | N/M | N/M |
| Income tax benefit | $(6,237)$ | $(3,131)$ | $(4,623)$ | N/M | N/M |
| Net loss from continuing operations | $(15,295)$ | $(5,120)$ | $(10,297)$ | N/M | N/M |
| Discontinued operations: |  |  |  |  |  |
| Pre-tax (loss)/earnings from discontinued operations | (31) | (53) | 795 | N/M | N/M |
| Income tax (benefit)/expense | (15) | (21) | 331 | N/M | N/M |
| Net (loss)/earnings from discontinued operations | (16) | (32) | 464 | N/M | N/M |
| Net loss | \$(15,311) | \$(5,152) | \$(9,833) | N/M | N/M |
| Preferred stock dividends | \$ 139 | \$ 2,319 | \$ 73 | N/M | 90 |
| Net loss applicable to common stockholders | $\xrightarrow{\text { \$(15,450) }}$ | $\underline{\text { \$(7,471) }}$ | $\underline{\text { \$ (9,906) }}$ | N/M | N/M |
| Basic loss per common share from continuing operations | (9.61) | (5.56) | (12.57) | N/M | N/M |
| Basic (loss)/earnings per common share from discontinued operations | (0.01) | (0.02) | 0.56 | N/M | N/M |
| Basic loss per common share | \$ (9.62) | \$ (5.58) | \$ (12.01) | N/M | N/M |
| Diluted loss per common share from continuing operations | (9.61) | (5.56) | (12.57) | N/M | N/M |
| Diluted (loss)/earnings per common share from discontinued operations | (0.01) | (0.02) | 0.56 | N/M | N/M |
| Diluted loss per common share | \$ (9.62) | \$ (5.58) | \$ (12.01) | N/M | N/M |
| Average shares used in computing earnings per common share |  |  |  |  |  |
| Basic | 1,606.6 | 1,339.0 | 825.0 | 20 | 95 |
| Diluted | 1,606.6 | 1,339.0 | 825.0 | 20 | 95 |

## $N / M=$ Not Meaningful

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.
(1) Includes gains and losses on investment securities, private equity investments, loans and other miscellaneous items.
(2) Includes $\$ 2.3$ billion related to goodwill impairment and approximately $\$ 0.9$ billion of litigation accruals recorded in 4Q08.

Merrill Lynch \& Co., Inc.
Preliminary Unaudited Earnings Summary
Attachment II
(In millions, except per share amounts)


[^17]Merrill Lynch \& Co., Inc.
Preliminary Segment Data (unaudited)
Attachment III
(Dollars in millions)

|  | For the Three Months Ended |  |  | Percent Inc / (Dec) |  | For the Year Ended |  | $\begin{gathered} \text { Percent } \\ \text { Inc } / \text { (Dec) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Dec. 26, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Sept. 26, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 28, } \\ 2007 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 4Q08 vs. } \\ \text { 3Q08 } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { 4Q08 vs. } \\ \text { 4Q07 } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 26, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 28, } \\ 2007 \\ \hline \end{gathered}$ |  |
| Global Markets \& Investment Banking |  |  |  |  |  |  |  |  |
| Global Markets |  |  |  |  |  |  |  |  |
| FICC | \$(14,573) | \$(9,943) | \$(15,155) | N/M \% | N/M \% | \$(35,962) | \$(15,873) | N/M \% |
| Equity Markets | $(1,774)$ | 6,030 | 2,171 | N/M | N/M | 7,866 | 8,286 | (5) |
| Total Global Markets net revenues | $(16,347)$ | $(3,913)$ | $(12,984)$ | N/M | N/M | $(28,096)$ | $(7,587)$ | N/M |
| Investment Banking ${ }^{(1)}$ |  |  |  |  |  |  |  |  |
| Origination: |  |  |  |  |  |  |  |  |
| Debt | 151 | 182 | 217 | (17) | (30) | 931 | 1,550 | (40) |
| Equity | 296 | 214 | 375 | 38 | (21) | 1,047 | 1,629 | (36) |
| Strategic Advisory Services | 271 | 354 | 559 | (23) | (52) | 1,317 | 1,740 | (24) |
| Total Investment Banking net revenues | 718 | 750 | 1,151 | (4) | (38) | 3,295 | 4,919 | (33) |
| Total net revenues | $(15,629)$ | (3,163) | $(11,833)$ | N/M | N/M | (24,801) | $(2,668)$ | N/M |
| Non-interest expenses before restructuring charge | 5,793 | 2,833 | 4,044 | 104 | 43 | 14,912 | 13,677 | 9 |
| Restructuring charge | 2 | 18 | - | N/M | N/M | 331 | - | N/M |
| Pre-tax (loss) / earnings from continuing operations | $(21,424)$ | $(6,014)$ | $(15,877)$ | N/M | N/M | $(40,044)$ | $(16,345)$ | N/M |
| Pre-tax (loss) / earnings from continuing operations, before restructuring charge | $(21,422)$ | $(5,996)$ | $(15,877)$ | N/M | N/M | $(39,713)$ | $(16,345)$ | N/M |
| Pre-tax profit margin | N/M | N/M | N/M |  |  | N/M | N/M |  |
| Pre-tax profit margin, before restructuring charge | N/M | N/M | N/M |  |  | N/M | N/M |  |


| Global Wealth Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Global Private Client |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fee-based revenues | \$ | 1,387 |  | \$ 1,568 |  | \$ | 1,656 |  | (12) | (16) | \$ | 6,171 |  | \$ | 6,278 |  | (2) |
| Transactional and origination revenues |  | 761 |  | 729 |  |  | 972 |  | 4 | (22) |  | 3,313 |  |  | 3,887 |  | (15) |
| Net interest profit and related hedges ${ }^{(2)}$ |  | 558 |  | 587 |  |  | 565 |  | (5) | (1) |  | 2,387 |  |  | 2,318 |  | 3 |
| Other revenues |  | (7) |  | 110 |  |  | 116 |  | N/M | N/M |  | 288 |  |  | 416 |  | (31) |
| Total Global Private Client net revenues |  | 2,699 |  | 2,994 |  |  | 3,309 |  | (10) | (18) |  | 12,159 |  |  | 12,899 |  | (6) |
| Global Investment Management net revenues |  | (64) |  | 241 |  |  | 286 |  | N/M | N/M |  | 669 |  |  | 1,122 |  | (40) |
| Total net revenues |  | 2,635 |  | 3,235 |  |  | 3,595 |  | (19) | (27) |  | 12,828 |  |  | 14,021 |  | (9) |
| Non-interest expenses before restructuring charge |  | 2,396 |  | 2,461 |  |  | 2,681 |  | (3) | (11) |  | 10,357 |  |  | 10,391 |  | (0) |
| Restructuring charge |  | - |  | 21 |  |  | - |  | N/M | N/M |  | 155 |  |  | - |  | N/M |
| Pre-tax (loss) / earnings from continuing operations |  | 239 |  | 753 |  |  | 914 |  | (68) | (74) |  | 2,316 |  |  | 3,630 |  | (36) |
| Pre-tax (loss) / earnings from continuing operations, before restructuring charge |  | 239 |  | 774 |  |  | 914 |  | (69) | (74) |  | 2,471 |  |  | 3,630 |  | (32) |
| Pre-tax profit margin |  | 9.1 | \% | 23.3 | \% |  | 25.4 | \% |  |  |  | 18.1 | \% |  | 25.9 | \% |  |
| Pre-tax profit margin, before restructuring charge |  | 9.1 | \% | 23.9 | \% |  | 25.4 | \% |  |  |  | 19.3 | \% |  | 25.9 | \% |  |
| Corporate |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenues | \$ | 443 |  | \$ (56) |  | \$ | 46 |  | N/M | N/M |  | 256 |  |  | (103) |  | N/M |
| Non-interest expenses before restructuring charge ${ }^{(3)}$ |  | 790 |  | 2,934 |  |  | 3 |  | (73) | N/M |  | 3,723 |  |  | 13 |  | N/M |
| Restructuring charge |  | - |  | - |  |  | - |  | N/M | N/M |  | - |  |  | - |  | N/M |
| Pre-tax (loss) / earnings from continuing operations |  | (347) |  | $(2,990)$ |  |  | 43 |  | N/M | N/M |  | $(3,467)$ |  |  | (116) |  | N/M |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total net revenues |  | $(12,551)$ |  | \$ 16 |  |  | $(8,192)$ |  | N/M | N/M |  | $(11,717)$ |  |  | 11,250 |  | N/M |
| Non-interest expenses before restructuring charge |  | 8,979 |  | 8,228 |  |  | 6,728 |  | 9 | 33 |  | 28,992 |  |  | 24,081 |  | 20 |
| Restructuring charge |  | 2 |  | 39 |  |  | - |  | N/M | N/M |  | 486 |  |  | - |  | N/M |
| Pre-tax (loss) / earnings from continuing operations |  | $(21,532)$ |  | $(8,251)$ |  |  | $(14,920)$ |  | N/M | N/M |  | $(41,195)$ |  |  | $(12,831)$ |  | N/M |
| Pre-tax profit margin |  | N/M |  | N/M |  |  | N/M |  |  |  |  | N/M |  |  | N/M |  |  |

$N / M=$ Not Meaningful
Note: Certain prior period amounts have been reclassified to conform to the current period presentation.
(1) A portion of Origination revenue is recorded in Global Wealth Management.
(2) Includes interest component of non-qualifying derivatives which are included in Other Revenues in Attachment I and II.
 repurchase program.

## (In millions)

|  | 4Q07 | 1 Q08 | 2 Q 08 | 3Q08 | 4Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |
| Principal transactions | \$(12,596) | \$(2,418) | \$(4,083) | \$(6,573) | \$(13,109) |
| Commissions |  |  |  |  |  |
| Listed and over-the-counter securities | 1,294 | 1,319 | 1,221 | 1,220 | 1,066 |
| Mutual funds | 570 | 532 | 539 | 459 | 342 |
| Other | 60 | 38 | 51 | 66 | 42 |
| Total | 1,924 | 1,889 | 1,811 | 1,745 | 1,450 |
| Managed accounts and other fee-based revenues |  |  |  |  |  |
| Portfolio service fees | 902 | 892 | 852 | 857 | 764 |
| Asset management fees | 179 | 206 | 198 | 196 | 185 |
| Account fees | 120 | 117 | 116 | 115 | 108 |
| Other fees | 239 | 240 | 233 | 227 | 238 |
| Total | 1,440 | 1,455 | 1,399 | 1,395 | 1,295 |
| Investment banking |  |  |  |  |  |
| Underwriting | 717 | 543 | 841 | 490 | 546 |
| Strategic advisory | 550 | 374 | 317 | 355 | 267 |
| Total | 1,267 | 917 | 1,158 | 845 | 813 |
| Earnings from equity method investments | 531 | 431 | 111 | 4,401 | (430) |
| Other ${ }^{(1)}$ | $(2,304)$ | $(1,449)$ | $(1,875)$ | $(2,986)$ | $(3,390)$ |
| Subtotal | $(9,738)$ | 825 | $(1,479)$ | $(1,173)$ | $(13,371)$ |
| Interest and dividend revenues | 14,170 | 11,861 | 7,535 | 9,019 | 4,624 |
| Less interest expense | 12,624 | 9,752 | 8,172 | 7,830 | 3,804 |
| Net interest profit | 1,546 | 2,109 | (637) | 1,189 | 820 |
| Revenues, net of interest expense | $(8,192)$ | 2,934 | $(2,116)$ | 16 | $(12,551)$ |
| Non-Interest Expenses |  |  |  |  |  |
| Compensation and benefits | 4,339 | 4,196 | 3,491 | 3,483 | 3,830 |
| Communications and technology | 597 | 555 | 566 | 546 | 534 |
| Brokerage, clearing, and exchange fees | 395 | 387 | 370 | 348 | 289 |
| Occupancy and related depreciation | 306 | 309 | 328 | 314 | 316 |
| Professional fees | 311 | 242 | 263 | 242 | 311 |
| Advertising and market development | 249 | 176 | 166 | 159 | 151 |
| Office supplies and postage | 64 | 57 | 55 | 48 | 55 |
| Other | 467 | 313 | 311 | 588 | 3,493 |
| Payment related to common stock offering | - | - | - | 2,500 | - |
| Restructuring charge | - | - | 445 | 39 | 2 |
| Total Non-Interest Expenses | 6,728 | 6,235 | 5,995 | 8,267 | 8,981 |
| Pre-tax loss from continuing operations | $(14,920)$ | $(3,301)$ | $(8,111)$ | $(8,251)$ | $(21,532)$ |
| Income tax benefit | $(4,623)$ | $(1,332)$ | $(3,477)$ | $(3,131)$ | $(6,237)$ |
| Net loss from continuing operations | $(10,297)$ | $(1,969)$ | $(4,634)$ | $(5,120)$ | $(15,295)$ |

## Discontinued operations:

| Pre-tax earnings/(loss) from discontinued operations | 795 | (25) | (32) | (53) | (31) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income tax expense/(benefit) | 331 | (32) | (12) | (21) | (15) |
| Net earnings/(loss) from discontinued operations | 464 | 7 | (20) | (32) | (16) |
| Net loss | \$ $(\mathbf{9}, \mathbf{8 3 3})$ | \$(1,962) | \$(4,654) | \$(5,152) | \$(15,311) |
| Per Common Share Data |  |  |  |  |  |
|  | 4Q07 | 1 Q 08 | 2 Q 08 | 3Q08 | 4Q08 |
| Loss from continuing operations - Basic | \$ (12.57) | \$ (2.20) | \$ (4.95) | \$ (5.56) | \$ (9.61) |
| Loss from continuing operations - Diluted | (12.57) | (2.20) | (4.95) | (5.56) | (9.61) |
| Dividends paid | 0.35 | 0.35 | 0.35 | 0.35 | 0.35 |
| Book value | 29.34 | 25.93 | 21.43 | 18.59 | 7.57 |
| Adjusted book value ${ }^{(2)}$ | N/M | 28.93 | 24.94 | 18.90 | 8.24 |

[^18]
## (Dollars in billions)

|  | 4Q07 | 1 Q 08 | 2Q08 | 3Q08 | 4Q08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Client Assets |  |  |  |  |  |
| U.S. | \$ 1,586 | \$ 1,479 | \$ 1,447 | \$ 1,333 | \$ 1,108 |
| Non - U.S. | 165 | 158 | 158 | 142 | 139 |
| Total Client Assets | 1,751 | 1,637 | 1,605 | 1,475 | 1,247 |
| Assets in Annuitized-Revenue Products | 655 | 607 | 630 | 580 | 466 |
| Net New Money ${ }^{(1)(2)}$ |  |  |  |  |  |
| All Client Accounts | \$30 | \$6 | \$(5) | \$(3) | \$(10) |
| Annuitized-Revenue Products ${ }^{(3)}$ | - | 11 | 8 | 2 | (10) |
| Balance Sheet Information: ${ }^{(4)}$ |  |  |  |  |  |
| Short-term Borrowings | \$ 24.9 | \$ 21.6 | \$ 19.1 | \$ 25.7 | \$ 31.2 |
| Deposits | 104.0 | 104.8 | 100.5 | 90.0 | 96.1 |
| Long-term Borrowings | 261.0 | 259.5 | 270.4 | 227.3 | 206.6 |
| Junior Subordinated Notes (related to trust preferred securities) | 5.2 | 5.2 | 5.2 | 5.2 | 5.3 |
| Stockholders' Equity: ${ }^{(4)}$ |  |  |  |  |  |
| Preferred Stockholders' Equity | 4.4 | 11.0 | 13.7 | 8.6 | 8.6 |
| Common Stockholders' Equity | 27.5 | 25.5 | 21.1 | 29.8 | 12.1 |
| Total Stockholders' Equity | 31.9 | 36.5 | 34.8 | 38.4 | 20.7 |
| Full-Time Employees ${ }^{(5)}$ | 64,200 | 63,100 | 60,000 | 60,900 | 58,500 |
| Financial Advisors | 16,740 | 16,660 | 16,690 | 16,850 | 16,090 |
| Common shares outstanding (in millions): |  |  |  |  |  |
| Weighted-average - basic | 825.0 | 974.1 | 984.1 | 1,339.0 | 1,606.6 |
| Weighted-average - diluted | 825.0 | 974.1 | 984.1 | 1,339.0 | 1,606.6 |
| Period-end | 939.1 | 985.1 | 985.4 | 1,600.1 | 1,600.1 |

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.
 Lynch.
(2) Net new money has been restated to include net inflows of assets which are not held in custody but generate fee revenue.
(3) Includes both net new client assets into annuitized-revenue products, as well as existing client assets transferred into annuitized-revenue products.
(4) Balance Sheet Information and Stockholders' Equity are estimated for 4Q08.
(5) Excludes full-time employees on salary continuation severance.

Merrill Lynch \& Co., Inc.
(Unaudited)
Attachment VI

| (Dollars in millions) |  |  |  |
| :---: | :---: | :---: | :---: |
| U.S. Super Senior ABS CDO Exposure | Long | Short ${ }^{(1)}$ | Net |
| September 26, 2008 | \$ 6,381 | \$(5,295) | \$1,086 |
| 4Q Exposure Changes: |  |  |  |
| Sale of CDO's and terminations of hedges | $(3,228)$ | 3,228 | - |
| Gains / (Losses) | $(1,191)$ | 822 | (369) |
| Liquidations / Amortization | (158) | 149 | (9) |
| December 26, 2008 | $\underline{\text { \$ 1,804 }}$ | $\xlongequal{\$(1,096)}$ | \$ 708 |

 other basis risks.

As of December 26, 2008, Merrill Lynch's secondary trading exposure was (\$281) million compared to (\$273) million at September 26, 2008.

| Credit Default Swaps with Financial Guarantors on U.S. Super Senior ABS CDOs | $\begin{aligned} & \text { Notional of } \\ & \quad \text { CDS } \end{aligned}$ | Potential Exposure | Mark-to-Market <br> Prior <br> to Credit <br> Valuation <br> Adjustments | Life-to-Date Credit Valuation Adjustments | $\begin{gathered} \text { Carrying } \\ \text { Value } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| September 26, 2008 | \$(2,851) | \$(810) | \$2,041 | \$(613) | \$1,428 |
| 4Q Activity | 20 | 332 | 312 | (282) | 30 |
| December 26, 2008 | $\underline{\text { (2,831) }}$ | \$(478) | \$2,353 | \$(895) | \$1,458 |
| Credit Default Swaps with Financial Guarantors (Excluding U.S. Super Senior ABS CDO) | $\begin{aligned} & \text { Notional of } \\ & \text { CDS }^{(1)} \\ & \hline \end{aligned}$ | Potential Exposure ${ }^{(2)}$ | Mark-to-Market Prior to Credit Valuation Adjustments ${ }^{(3)}$ | Life-to-Date Credit Valuation Adjustments ${ }^{(4)}$ | $\begin{aligned} & \text { Carrying } \\ & \text { Value } \end{aligned}$ |
| By counterparty credit quality ${ }^{(5)}$ |  |  |  |  |  |
| AAA | \$(17,293) | \$(13,718) | \$ 3,575 | \$ (804) | \$2,771 |
| AA | $(16,672)$ | $(11,851)$ | 4,821 | $(1,832)$ | 2,989 |
| A | $(1,197)$ | (879) | 318 | (118) | 200 |
| BBB | $(5,570)$ | $(4,522)$ | 1,048 | (440) | 608 |
| Non-investment grade or unrated | $(9,581)$ | $(6,570)$ | 3,011 | $(1,809)$ | 1,202 |
| Total financial guarantor exposures for ABS CDOs | \$(50,313) | \$(37,540) | \$12,773 | \$(5,003) | \$7,770 |

(1) The gross notional amount of CDS purchased as protection to hedge predominantly Corporate CDO, CLO, RMBS and CMBS exposure was $\$ 50.3$ billion and $\$ 58.0$ billion at December 26, 2008, and September 26, 2008, respectively. This decline was due to terminations, foreign exchange revaluations and amortization of the underlying reference entities on the CDS. Amounts do not include exposure with financial guarantors on U.S. Super Senior ABS CDO's which are reported separately above.
(2) The notional of the total CDS, net of gains prior to credit valuation adjustments, was $\$ 37.5$ billion and $\$ 51.4$ billion at December 26, 2008 and September 26, 2008, respectively.
(3) Represents life-to-date mark-to-market gains prior to credit valuation adjustments. Balance was $\$ 12.8$ billion and $\$ 6.6$ billion as of December 26, 2008 and September 26, 2008, respectively. This increase was largely driven by further deterioration of U.S. CMBS and CLO underlying assets.
(4) Represents life-to-date credit valuation adjustments. Balance was $\$ 5.0$ billion and $\$ 2.1$ billion as of December 26, 2008 and September 26, 2008, respectively.
(5) Represents S\&P rating band as of December 26, 2008.

|  | Net exposures as of Sep. 26, 2008 | Net gains/(losses) reported in income | Other net changes in net exposures ${ }^{(1)}$ | Net exposures as of Dec. 26, 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Residential Mortgage-Related (excluding U.S. Banks investment securities portfolio): |  |  |  |  |  |  |
| U.S. Prime ${ }^{(2)}$ | \$34,637 | \$ 101 | \$ 61 | $\underline{\text { \$34,799 }}$ | 0 | \% |
| Other Residential: |  |  |  |  |  |  |
| U.S. Sub-prime | 295 | (113) | 13 | 195 | (34) | \% |
| U.S. Alt-A | 25 | (18) | 20 | 27 | 8 | \% |
| Non-U.S. | 4,644 | (250) | $(1,014)$ | 3,380 | (27) | \% |
| Total Other Residential ${ }^{(3)}$ | \$ 4,964 | \$(381) | \$ (981) | \$ 3,602 | (27) | \% |

(1) Represents U.S. Prime originations, foreign exchange revaluations, hedges, paydowns, changes in loan commitments and related funding.
(2) As of December 26, 2008, net exposures include approximately $\$ 31.1$ billion of prime loans originated with GWM clients (of which $\$ 15.0$ billion were originated by First Republic Bank).
(3) Includes warehouse lending, whole loans and residential mortgage-backed securities.

|  | $\begin{gathered} \text { Net } \\ \text { exposures as } \\ \text { of Sep. 26, } \\ 2008 \end{gathered}$ | Net gains/(losses) reported in income ${ }^{(2)}$ | Unrealized gains/(losses) included in OCI (pre-tax) ${ }^{(3)}$ | Other net changes in net exposures ${ }^{(4)}$ | exposures as of Dec. 26, 2008 | Per |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Banks Investment Securities Portfolio: |  |  |  |  |  |  |  |
| Sub-prime residential mortgage-backed securities | \$ 2,702 | \$ (152) | \$ (418) | \$(119) | \$ 2,013 | (25) | \% |
| Alt-A residential mortgage-backed securities | 3,498 | (846) | (209) | (148) | 2,295 | (34) | \% |
| Commercial mortgage-backed securities | 5,040 | (99) | $(2,407)$ | 591 | 3,125 | (38) | \% |
| Prime residential mortgage-backed securities | 2,509 | (48) | (464) | (152) | 1,845 | (26) | \% |
| Non-residential asset-backed securities | 723 | (2) | (92) | (3) | 626 | (13) | \% |
| Non-residential CDOs | 486 | (5) | (145) | (7) | 329 | (32) | \% |
| Agency residential asset-backed securities | 492 | (10) | - | (476) | 6 | (99) | \% |
| Other | 207 | - | (13) | (2) | 192 | (7) | \% |
| Total ${ }^{(1)}$ | \$15,657 | \$(1,162) | \$(3,748) | \$(316) | \$10,431 | (33) | \% |

[^19]|  | Net exposures as of Sep. 26, 2008 | Net gains/(losses) reported in income | Other net changes in net exposures ${ }^{(1)}$ | Net exposures as of Dec. 26, 2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Real Estate: |  |  |  |  |  |  |
| Whole Loans/Conduits | \$ 6,128 | \$ (475) | \$(1,808) | \$3,845 | (37) | \% |
| Securities and Derivatives | 555 | (187) | (194) | 174 | (69) | \% |
| Real Estate Investments ${ }^{(2)}$ | 6,136 | (469) | 18 | 5,685 | (7) | \% |
| Total Commercial Real Estate, excluding First Republic Bank | \$12,819 | \$(1,131) | \$(1,984) | \$9,704 | (24) | \% |
| First Republic Bank | \$ 2,933 | \$ 12 | \$ 174 | \$3,119 | 6 | \% |

(1) Primarily represents sales, paydowns and foreign exchange revaluations.

 amounts presented are the Company's net investment and therefore exclude the amounts that have been consolidated but for which the Company does not consider itself to have economic exposure.


[^0]:    
    shares.
    (2) Ratios do not include loans measured at fair value in accordance with SFAS 159 at and for the three months and year ended December 31, 2008 and 2007.
    (3) Tangible equity ratio equals shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets
    (4) Tangible common equity ratio equals common shareholders' equity less goodwill and intangible assets divided by total assets less goodwill and intangible assets.

[^1]:     the interest margin for comparative purposes
    (3) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
     combined business were reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank. Represents provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.

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

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

[^4]:    * Preliminary data on risk-based capital

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

[^5]:     results of ALM activities.
    (2) Presented on a managed basis, specifically Card Services. (See Exhibit A: Non-GAAP Reconciliations-Global Consumer and Small Business Banking-Reconciliation on page 40).
    (3) Fully taxable-equivalent basis
    (4) Represents provision for credit losses on held loans combined with realized credit losses associated with the securitized loan portfolio.
    (5) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).
    (6) Servicing of residential, home equity and discontinued real estate mortgage loans.

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

[^7]:    

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

[^9]:     2008, September 30, 2008 and December 31, 2007.
    (2) Fully taxable-equivalent basis
    (3) Total assets include asset allocations to match liabilities (i.e., deposits)
    $n / m=$ not meaningful

[^10]:     2008, September 30, 2008, June 30, 2008, March 31, 2008 and December 31, 2007, of net interest income on loans for which the fair value option has been elected and is not considered market-based income.

[^11]:    (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) Insured exposures are presented prior to $\$ 2.1$ billion of cumulative writedowns.
    (4) Net of insurance and excludes losses taken on liquidated CDOs.
    (5) Cumulative writedowns on subprime and non-subprime exposures include unrealized losses of $\$ 111$ million and $\$ 311$ million and are recorded in $O C I$

[^12]:     Investments. In addition, ALM/Other primarily includes the results of ALM activities.
     reported for periods beginning on July 1, 2007. Prior to July 1, 2007, the results solely reflect that of the former Private Bank
    (3) Fully taxable-equivalent basis
    (4) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).
    (5) Client brokerage assets include non-discretionary brokerage and fee-based assets.

[^13]:     Global Consumer and Small Business Banking.
    (2) Fully taxable-equivalent basis
    (3) Total assets include asset allocations to match liabilities (i.e., deposits)
    $n / m=$ not meaningful

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

[^15]:    

[^16]:    (1) Provision for credit losses represents provision for credit losses in All Other combined with the Global Consumer and Small Business Banking securitization offset.
    (2) The securitization offset on net interest income is on a funds transfer pricing methodology consistent with the way funding costs are allocated to the businesses.
    (3) Fully taxable-equivalent basis

[^17]:    N/M = Not Meaningful
    Note: Certain prior period amounts have been reclassified to conform to the current period presentation.
    (1) Includes gains and losses on investment securities, private equity investments, loans and other miscellaneous items
    (2) Includes $\$ 2.3$ billion related to goodwill impairment recorded in 4Q08, approximately $\$ 1.1$ billion of litigation accruals and $\$ 0.5$ billion associated with the auction rate securities repurchase program.

[^18]:    Note: Certain prior period amounts have been reclassified to conform to the current period presentation.
    (1) Includes gains and losses on investment securities, private equity investments, loans and other miscellaneous items.
     such conversion.

[^19]:    (1) The December 26, 2008 net exposures include investment securities of approximately $\$ 6.0$ billion recorded in a non-U.S. Banks legal entity.
    (2) Primarily represents losses on certain securities deemed to be other-than-temporarily impaired.
    (3) The cumulative, pre-tax balance in OCI related to this portfolio was approximately negative $\$ 9.3$ billion as of December 26, 2008.
    (4) Primarily represents principal paydowns, sales and hedges.

