# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

#### FORM 8-K

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

Date of Report (Date of earliest event reported): October 16, 2013

### **BANK OF AMERICA CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State or Other Jurisdiction of Incorporation) 1-6523 (Commission File Number) 56-0906609 (IRS Employer Identification No.)

100 North Tryon Street Charlotte, North Carolina 28255 (Address of principal executive offices)

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

Not Applicable (Former name or former address, if changed since last report)

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

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

On October 16, 2013, Bank of America Corporation (the "Corporation") announced financial results for thethird quarter ended September 30, 2013, reporting third quarter net income of \$2.5 billion, or \$0.20 per diluted share. A copy of the press release announcing the Corporation's results for thethird quarter ended September 30, 2013 (the "Press Release") is attached hereto as Exhibit 99.1 and is incorporated by reference in this Item 2.02. The Press Release is available on the Corporation's website.

The information provided in Item 2.02 of this report, including Exhibit 99.1, shall be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

#### ITEM 7.01. REGULATION FD DISCLOSURE.

On October 16, 2013, the Corporation will hold an investor conference call and webcast to discuss financial results for thethird quarter ended September 30, 2013, including the Press Release and other matters relating to the Corporation.

The Corporation has also made available on its website presentation materials containing certain historical and forward-looking information relating to the Corporation (the "Presentation Materials") and materials that contain additional information about the Corporation's financial results for the quarter ended September 30, 2013 (the "Supplemental Information"). The Presentation Materials and the Supplemental Information are furnished herewith as Exhibit 99.2 and Exhibit 99.3, respectively, and are incorporated by reference in this Item 7.01. All information in Exhibits 99.2 and 99.3 is presented as of the particular date or dates referenced therein, and the Corporation does not undertake any obligation to, and disclaims any duty to, update any of the information provided.

The information provided in Item 7.01 of this report, including Exhibits 99.2 and 99.3, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall the information or Exhibits 99.2 or 99.3 be deemed incorporated by reference in any filings under the Securities Act of 1933, as amended.

#### ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.

#### (d) Exhibits.

Exhibit 99.1 is filed herewith. Exhibits 99.2 and 99.3 are furnished herewith.

EXHIBIT NO.	DESCRIPTION OF EXHIBIT							
99.1	The Press Release							
99.2	The Presentation Materials							
99.3	The Supplemental Information							

#### SIGNATURES

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

#### BANK OF AMERICA CORPORATION

By: /s/ Neil A. Cotty

Neil A. Cotty

Chief Accounting Officer

Dated: October 16, 2013

#### INDEX TO EXHIBITS

EXHIBIT NO.	DESCRIPTION OF EXHIBIT
99.1	The Press Release
99.2	The Presentation Materials
99.3	The Supplemental Information



October 16, 2013

Investors May Contact:
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# Bank of America Reports Third-Quarter 2013 Net Income of \$2.5 Billion, or \$0.20 per Diluted Share, on Revenue of \$21.7 Billion<sup>A</sup>

#### Effects of Previously Announced Items

- Pretax Gain of \$0.8 Billion on Sale of Remaining China Construction Bank Shares Partially Offset by \$0.4 Billion in Negative Valuation Adjustments, Resulting in \$0.02 Benefit to EPS
- Charge Related to Reduction in U.K. Tax Rate of \$1.1 Billion, or \$0.10 EPS

#### **Continued Business Momentum**

- Total Consolidated Deposit Balances up 4 Percent From Q3-12 to a Record \$1.1 Trillion
- Funded \$24 Billion in Residential Home Loans and Home Equity Loans in Q3-13
- More Than 1 Million New Credit Cards Issued in Q3-12
- Global Wealth and Investment Management Reports Record Asset Management Fees of \$1.7 Billion; Pretax Margin of 25.5 Percent
- Commercial Loan Balances up 19 Percent From Q3-12 to \$395 Billion
- Bank of America Merrill Lynch Maintained No. 2 Ranking in Global Investment Banking Fees and Was Ranked No. 1 in the Americas in Q3-13<sup>B</sup>
- Expense Reduction Initiatives Remain on Track
- Credit Quality Continued to Improve With Net Charge-offs Down 59 Percent From Q3-12<sup>C</sup>

#### Capital and Liquidity Remain Strong

- Basel 1 Tier 1 Common Capital of \$143 Billion, Ratio of 11.08 Percent, up From 10.83 Percent in Prior
  Quarter
- Estimated Basel 3 Tier 1 Common Capital Ratio of 9.94 Percent, up From 9.60 Percent in Prior Quarter<sup>D</sup>
- Estimated Bank Holding Company Supplementary Ratio Improved to Above Proposed 5 Percent Minimum<sup>E</sup>
- Long-term Debt Down \$31 Billion From Year-ago Quarter, Driven by Maturities and Liability Management Actions
- Parent Company Liquidity Remained Strong With Time-to-required Funding at 35 Months

CHARLOTTE — Bank of America Corporation today reported net income rose to\$2.5 billion in the third quarter of 2013 from \$340 million in the year-ago quarter. Earnings per diluted share increased to\$0.20 from \$0.00 in the third quarter of 2012. For the nine months ended September 30, 2013, net income increased to\$8.0 billion from \$3.5 billion in the same period a year ago.

Relative to the year-ago quarter, the results for thethird quarter of 2013 were driven by reduced negative credit valuation adjustments on the company's credit spreads and increases in equity investment income, net interest income and investment and brokerage income. The company also benefited from improved credit quality and lower expenses. These factors were partially offset by lower mortgage banking income and the negative impact from remeasuring certain deferred tax assets due to the U.K. corporate income tax rate reduction enacted in July 2013.

"This quarter, we saw good loan growth, improved credit quality and record deposit balances. Our customers and clients continue to do more business with us," said Chief Executive Officer Brian Moynihan. "The economy and business climate will improve even more quickly as conditions normalize, and we are well positioned to benefit from that."

"We continued to make good progress on our expense initiatives, and we further strengthened our capital and leverage ratios," said Chief Financial Officer Bruce Thompson.

#### Selected Financial Highlights

			Th	ree Months Ended		
(Dollars in millions, except per share data)		September 30 2013		June 30 2013		September 30 2012
Net interest income, FTE basis <sup>1</sup>	\$	10,479	\$	10,771	\$	10,167
Noninterest income		11,264		12,178		10,490
Total revenue, net of interest expense, FTE basis		21,743		22,949		20,657
Total revenue, net of interest expense, FTE basis, excluding DVA and FVO <sup>2</sup>		22,187		22,900		22,529
Provision for credit losses		296		1,211		1,774
Noninterest expense		16,389		16,018		17,544
Net income	\$	2,497	\$	4,012	\$	340
Diluted earnings per common share	\$	0.20	\$	0.32	\$	0.00

<sup>&</sup>lt;sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliations to GAAP financial measures, refer to pages 22-24 of this press release. Net interest income on a GAAP basis was \$10.3 billion, \$10.5 billion and \$9.9 billion for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Total revenue, net of interest expense, on a GAAP basis was \$21.5 billion, \$22.7 billion and \$20.4 billion for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

Revenue, net of interest expense, on an FTE basist rose \$1.1 billion from the third quarter of 2012 to \$21.7 billion. Excluding the impact of debit valuation adjustments (DVA) and fair value option (FVO) adjustments, revenue was \$22.2 billion in the third quarter of 2013, compared to \$22.5 billion in the third quarter of 2012.

<sup>&</sup>lt;sup>2</sup> Total revenue, net of interest expense, on an FTE basis excluding debit valuation adjustments (DVA) and fair value option (FVO) adjustments is a non-GAAP financial measure. DVA gains (losses) were \$(292) million, \$39 million and \$(583) million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Valuation gains (losses) related to FVO were \$(152) million, \$10 million and \$(1.3) billion for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

Net interest income, on an FTE basis, totaled\$10.5 billion in the third quarter of 2013, compared to \$10.2 billion in the third quarter of 2012<sup>A</sup>. The improvement was driven by reductions in long-term debt balances, less negative market-related premium amortization, lower rates paid on deposits, and higher commercial loan balances. These factors were partially offset by lower consumer loan balances and lower asset yields. Net interest margin was 2.44 percent in the third quarter of 2013, compared to 2.32 percent in the third quarter of 2012.

Noninterest income increased \$774 million from the year-ago quarter, led by lower negative FVO adjustments, higher equity investment income primarily related to the gain on the sale of the company's remaining China Construction Bank (CCB) shares in the current quarter, and improved investment and brokerage income. These improvements were partially offset by a \$1.4 billion decrease in mortgage banking income from the third quarter of 2012.

The provision for credit losses was \$296 million in the third quarter of 2013, down\$915 million from the second quarter of 2013 and \$1.5 billion less than the third quarter of 2012. The provision for credit losses was lower than net charge-offs, resulting in a \$1.4 billion reduction in the allowance for credit losses in the third quarter of 2013. This compares to a \$900 million reduction in the allowance in second quarter of 2013, and a \$2.3 billion reduction in the third quarter of 2012.

Noninterest expense was \$16.4 billion, compared to \$17.5 billion in the year-ago quarter, driven primarily by lower litigation expense, reduced expenses in Legacy Assets and Servicing (LAS) and lower personnel expense as the company continued to streamline processes and achieve cost savings. Litigation expense was \$1.1 billion in the third quarter of 2013, compared to \$471 million in the second quarter of 2013 and \$1.6 billion in the third quarter of 2012.

Income tax expense for the third quarter of 2013 was \$2.3 billion on \$4.8 billion of pretax income. This includes a charge of \$1.1 billion for remeasuring certain deferred tax assets due to the U.K. corporate income tax rate reduction of 3 percent enacted in July 2013. In the year-ago quarter, the company reported income tax expense of \$770 million on \$1.1 billion of pretax income. This included a \$0.8 billion charge for remeasuring certain deferred tax assets due to the enacted U.K. corporate income tax rate reduction of 2 percent.

At September 30, 2013, the company had 247,943 full-time employees, down from 257,158 at June 30, 2013, 272,594 at September 30, 2012 and from a peak of approximately 290,500 at September 30, 2011.

#### **Business Segment Results**

The company reports results through five business segments: Consumer and Business Banking (CBB), Consumer Real Estate Services (CRES), Global Wealth and Investment Management (GWIM), Global Banking, and Global Markets, with the remaining operations recorded in All Other.

Unless otherwise noted, business segment revenue, on an FTE basis, is net of interest expense.

#### Consumer and Business Banking (CBB)1

			Thi	ree Months Ended	
(Dollars in millions)	•	tember 30 2013		June 30 2013	September 30 2012
Total revenue, net of interest expense, FTE basis	\$	7,524	\$	7,434	\$ 7,261
Provision for credit losses		761		967	1,006
Noninterest expense		3,980		4,178	4,111
Net income	\$	1,779	\$	1,395	\$ 1,351
Return on average allocated capital 2, 3		23.55%		18.68%	_
Return on average economic capital 2,3		_		_	22.20%
Average loans	\$	165,707	\$	163,593	\$ 169,092
Average deposits		522,023		522,259	478,142
At period-end					
Brokerage assets	\$	89,517	\$	84,182	\$ 75,852

<sup>&</sup>lt;sup>1</sup> During the second quarter of 2013, the results of consumer Dealer Financial Services (DFS), previously reported in Global Banking, were moved into CBB and prior periods have been reclassified to conform to current period presentation.

#### **Business Highlights**

- Average deposit balances of \$522.0 billion increased \$43.9 billion, or 9 percent, from the same period a year ago. The
  increase was driven by growth in liquid products in the current low-rate environment and a \$17.4 billion average impact of
  deposit transfers primarily from GWIM. The average rate paid on deposits in the third quarter of 2013 declined 9 basis
  points from the year-ago quarter to 10 basis points due to pricing discipline and a shift in the mix of deposits.
- The number of mobile banking customers increased 26 percent from the year-ago quarter to 14.0 million.
- U.S. Consumer Credit Card retail spending per average active account increased 10.2 percent from thethird quarter of 2012.
- The U.S. Consumer Credit Card net credit loss rate for the third quarter of 2013 was 3.47 percent, the lowest since the first quarter of 2006.

<sup>&</sup>lt;sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

- Merrill Edge brokerage assets increased 18 percent from the same period a year ago to\$89.5 billion due to market growth and positive account flows.
- Small business loan originations and commitments rose 31 percent from the year-ago quarter to \$2.9 billion.
- The company's specialized sales force of financial solutions advisors, mortgage loan officers and small business bankers
  increased to more than 6,900 specialists in the third quarter of 2013, up 18 percent from the same period a year ago,
  reflecting the company's continued commitment to deliver a "one company" experience to broaden and deepen customer
  relationships.

#### **Financial Overview**

Consumer and Business Banking reported net income of \$1.8 billion, up \$428 million, or 32 percent, from the year-ago quarter, driven by higher revenue, lower provision expense and lower noninterest expense.

Revenue of \$7.5 billion increased \$263 million from the year-ago quarter, driven by higher net interest income, partially offset by the impact of the continued low-rate environment on deposit spreads and lower average loans.

Provision for credit losses decreased \$245 million from the year-ago quarter to \$761 million, reflecting continued improvement in delinquencies. Noninterest expense decreased \$131 million from the year-ago quarter to \$4.0 billion primarily due to lower personnel expense and lower FDIC expense.

#### **Consumer Real Estate Services (CRES)**

	Three Months Ended							
(Dollars in millions)		September 30 2013		June 30 2013		September 30 2012		
Total revenue, net of interest expense, FTE basis	\$	1,577	\$	2,115	\$	3,083		
Provision for credit losses		(308)		291		263		
Noninterest expense		3,419		3,394		4,180		
Net loss	\$	(1,000)	\$	(937)	\$	(857)		
Average loans and leases		88,406		90,114		102,472		
At period-end								
Loans and leases	\$	87,586	\$	89,257	\$	98,642		

#### **Business Highlights**

 Bank of America funded \$24.4 billion in residential home loans and home equity loans during thethird quarter of 2013, helping nearly 97,000 homeowners either refinance an existing mortgage or purchase a home through our retail channels. This included more than 5,300 first-time homebuyer mortgages and more than 32,000 mortgages to low- and moderate-income borrowers.

- Approximately 78 percent of funded first mortgages were refinances and 22 percent were for home purchases.
- The number of 60+ days delinquent first mortgage loans serviced by LAS declined 19 percent during the third quarter of 2013 to 398,000 loans from 492,000 loans at the end of the second quarter of 2013, and declined 57 percent from 936,000 loans at the end of the third quarter of 2012.

#### **Financial Overview**

Consumer Real Estate Services reported a net loss of\$1.0 billion for the third quarter of 2013, compared to a net loss of\$857 million for the same period in 2012. Revenuedeclined \$1.5 billion from the third quarter of 2012 to \$1.6 billion. Noninterest income was \$844 million, a decrease of \$1.5 billion from the year-ago quarter, primarily due to lower servicing income and lower core production revenue. Core production revenue was \$465 million in the third quarter of 2013, down from \$944 million in the year-ago quarter, due largely to lower interest rate lock commitments and lower margins. The provision for representations and warranties was \$323 million in the third quarter of 2013, compared to \$307 million in the third quarter of 2012.

The provision for credit losses decreased \$571 million from the year-ago quarter to a provision benefit of\$308 million due to continued improvement in portfolio trends including increased home prices and the impact of regulatory guidance in the prior-year period regarding the treatment of loans discharged from Chapter 7 bankruptcy. Noninterest expense decreased to \$3.4 billion from \$4.2 billion in the third quarter of 2012, due to lower LAS expenses, partially offset by higher expenses in Home Loans. The decline in LAS expenses reflected lower default-related servicing expenses, including continued staff reductions and the divestiture of certain ancillary servicing businesses, while the increase in Home Loan expenses was due primarily to higher loan volume.

#### Global Wealth and Investment Management (GWIM)

	Three Months Ended								
(Dollars in millions)	Sep	tember 30 2013		June 30 2013		September 30 2012			
Total revenue, net of interest expense, FTE basis	\$	4,390	\$	4,499	\$	4,083			
Provision for credit losses		23		(15)		61			
Noninterest expense		3,248		3,272		3,115			
Net income	\$	719	\$	758	\$	571			
Return on average allocated capital 1,2		28.68%		30.57 %		_			
Return on average economic capital 1, 2		_		_		29.22%			
Average loans and leases	\$	112,752	\$	109,589	\$	101,016			
Average deposits		239,663		235,344		241,411			
At period-end (dollars in billions)									
Assets under management	\$	779.6	\$	743.6	\$	692.9			
Total client balances <sup>3</sup>		2,283.4		2,215.1		2,128.2			

<sup>1</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.

#### **Business Highlights**

- Pretax margin increased to 25.5 percent from 22.2 percent in the year-ago quarter.
- Asset management fees grew to \$1.7 billion, up 13 percent from the year-ago quarter.
- Client balances increased to a record \$2.28 trillion, driven by higher market levels and net inflows. Period-end loan balances increased to a record \$114.2 billion, up 12 percent from the year-ago quarter.
- Long-term assets under management (AUM) flows nearly doubled from the year-ago quarter to\$10.3 billion, marking the 17th consecutive quarter of positive flows.

#### **Financial Overview**

Global Wealth and Investment Management net income rose26 percent from the third quarter of 2012 to \$719 million, reflecting solid revenue performance and low credit costs.

Revenue increased 8 percent from the year-ago quarter to \$4.4 billion, driven by higher asset management fees related to long-term AUM flows and higher market levels, as well as higher net interest income.

The provision for credit losses decreased \$38 million from the year-ago quarter to \$23 million due to improvement in the home equity portfolio. Noninterest expense of \$3.2 billion increased 4 percent, driven by higher support costs and volume-related expenses.

Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

<sup>3</sup> Total client balances are defined as assets under management, assets in custody, client brokerage assets, client deposits and loans (including margin receivables).

Client balances rose 7 percent from the year-ago quarter to \$2.28 trillion, reflecting higher market levels and net inflows, driven by client activity in long-term AUM, deposits and loans. Assets under management rose \$86.8 billion, or 13 percent, from the third quarter of 2012 to \$779.6 billion, driven by long-term AUM flows and market impact.

#### Global Banking<sup>1</sup>

		Three Months Ended								
(Dollars in millions)	Sep	ptember 30 2013		June 30 2013		September 30 2012				
Total revenue, net of interest expense, FTE basis	\$	4,009	\$	4,138	\$	3,786				
Provision for credit losses		322		163		23				
Noninterest expense		1,928		1,856		1,936				
Net income	\$	1,134	\$	1,292	\$	1,151				
Return on average allocated capital 2, 3		19.57%		22.55%		_				
Return on average economic capital 2,3		_		_		23.33%				
Average loans and leases	\$	260,085	\$	255,674	\$	221,185				
Average deposits		239,839		227,668		227,421				

- 1 During the second quarter of 2013, the results of consumer Dealer Financial Services (DFS), previously reported in Global Banking, were moved into CBB and prior periods have been reclassified to conform to current period presentation.
- <sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.
- 3 Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

#### **Business Highlights**

- Bank of America Merrill Lynch (BAML) named Most Innovative Investment Bank of the Year for 2013 by The Banker magazine.
- Firmwide investment banking fees of\$1.3 billion, excluding self-led deals, was relatively unchanged from the year-ago quarter. BAML maintained its No. 2 ranking in global net investment banking fees with a 7.7 percent market share and was No. 1 in Americas with 11.0 percent market share in the third quarter of 2013<sup>B</sup>. BAML was also ranked among the top three financial institutions in announced mergers and acquisitions, high-yield corporate debt, leveraged loans, investment-grade corporate debt, asset-backed securities and syndicated loans during the third quarter<sup>B</sup>.
- Average loan and lease balances increased \$4.4 billion, or 2 percent, to \$260.1 billion from the second quarter of 2013 with growth primarily in the commercial and industrial portfolio and the commercial real estate portfolio. Period-end loan balances increased \$8.7 billion, or 3 percent, to \$267.2 billion from the second quarter of 2013, reflecting continued loan growth momentum.
- Average deposits rose \$12.4 billion, or 5 percent, from the year-ago quarter to \$239.8 billion.

#### **Financial Overview**

Global Banking reported net income of \$1.1 billion in the third quarter of 2013, slightly down from the year-ago quarter, as an increase in revenue was offset by higher provision for credit losses as the company continued to build reserves for loan growth. Revenue of \$4.0 billion was up \$223 million, or 6 percent, from the third quarter of 2012, reflecting higher net interest income driven by loan growth.

Global Corporate Banking revenue increased to \$1.6 billion in the third quarter, up \$172 million from the year-ago quarter, and Global Commercial Banking revenue increased \$44 million to \$1.7 billion. Included in these results are Business Lending revenue of \$1.8 billion, up \$163 million from the year-ago quarter, and Treasury Services revenue of \$1.5 billion, up \$53 million from the year-ago period. Global Banking investment banking fees, excluding self-led deals, was relatively unchanged from the year-ago quarter.

#### **Global Markets**

	Three Months Ended					
(Dollars in millions)		September 30 2013		June 30 2013		September 30 2012
Total revenue, net of interest expense, FTE basis	\$	3,376	\$	4,189	\$	3,278
Total revenue, net of interest expense, FTE basis, excluding DVA <sup>1</sup>		3,667		4,151		3,860
Provision for credit losses		47		(16)		31
Noninterest expense		2,884		2,771		2,575
Net income (loss)	\$	(778)	\$	958	\$	(276)
Net income (loss), excluding DVA and U.K. tax <sup>1</sup>		531		934		872
Return on average allocated capital, excluding DVA and U.K. tax <sup>2, 3, 4</sup>		7.05%		12.52%		_
Return on average economic capital, excluding DVA and U.K. tax <sup>2, 3, 4</sup>		_		_		25.92%
Total average assets	\$	602,632	\$	656,258	\$	602,095

- <sup>1</sup> Total revenue, net of interest expense, on an FTE basis excluding DVA and net income excluding DVA and U.K. corporate tax rate adjustments are non-GAAP financial measures. DVA gains (losses) were \$(291) million, \$38 million and \$(582) million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012. U.K. corporate tax rate adjustments were \$1.1 billion and \$0.8 billion for the three months ended September 30, 2013 and September 30, 2012.
- <sup>2</sup> Effective January 1, 2013, the company revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with this change in methodology, the company updated the applicable terminology to allocated capital from economic capital as reported in prior periods. For reconciliation of allocated capital, refer to pages 22-24 of this press release.
- 3 Return on average allocated capital and return on average economic capital, excluding DVA and U.K. corporate tax rate adjustments are non-GAAP financial measures. Return on average allocated capital was not meaningful for the three months ended September 30, 2013, 12.84% for the three months ended June 30, 2013 and not meaningful for the three months ended September 30, 2012.
- 4 Return on average allocated capital and return on average economic capital are non-GAAP financial measures. The company believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

#### **Business Highlights**

• Equities sales and trading revenue, excluding DVA<sup>G</sup>, rose 36 percent from the third quarter of 2012 due to continued gains in market share and increased market volumes.

• International revenue, excluding DVA<sup>F</sup>, increased to 39 percent of Global Markets revenue compared to 36 percent in the year-ago quarter.

#### **Financial Overview**

Global Markets reported a net loss of\$778 million in the third quarter of 2013, compared to a loss of\$276 million in the year-ago quarter. Excluding DVA and the impact of the U.K. tax rate change<sup>F</sup>, net income was \$531 million in the third quarter of 2013, compared to \$872 million in the year-ago quarter.

Global Markets revenue increased \$98 million, or 3 percent, from the year-ago quarter to \$3.4 billion. Excluding DVAF, revenue decreased \$193 million, or 5 percent, to \$3.7 billion driven by lower revenue across the Fixed Income businesses partially offset by improved performance in Equities. DVA losses were \$291 million, compared to losses of \$582 million in the year-ago quarter.

Fixed Income, Currency and Commodities sales and trading revenue, excluding DVA<sup>G</sup>, was \$2.0 billion in the third quarter of 2013, a decrease of \$501 million from the year-ago quarter, driven by lower market volumes arising from concerns around monetary policy as well as political uncertainty domestically and abroad.

Equities sales and trading revenue, excluding DVA<sup>G</sup>, was \$970 million, an increase of \$255 million, or 36 percent, from the year-ago quarter due to continued gains in market share and increased market volumes.

Noninterest expense increased \$309 million to \$2.9 billion from the year-ago quarter primarily driven by an increase in litigation expense, partially offset by a reduction in operating expense.

#### All Other<sup>1</sup>

	Three Months Ended							
(Dollars in millions)		September 30 2013		June 30 2013		September 30 2012		
Total revenue, net of interest expense, FTE basis <sup>2</sup>	\$	867	\$	574	\$	(834)		
Provision for credit losses		(549)		(179)		390		
Noninterest expense		930		547		1,627		
Net income (loss)	\$	643	\$	546	\$	(1,600)		
Total average loans		232,538		238,910		256,130		

All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, and the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity Investments include Global Principal Investments (GPI), strategic and certain other investments. Other includes certain residential mortgage loans that are managed by Legacy Assets and Servicing within CRES.

All Other reported net income of \$643 million in the third quarter of 2013, compared to a net loss of \$1.6 billion for the same period a year ago. The increase was primarily driven by lower negative FVO adjustments of \$152 million in the third quarter of 2013, compared to

<sup>2</sup> Revenue includes equity investment income of \$1.1 billion, \$576 million and \$172 million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively, and gains on sales of debt securities of \$347 million, \$452 million and \$328 million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

\$1.3 billion in the year-ago quarter, an increase of \$949 million in equity investment incomeprimarily related to the \$753 million pretax gain on the sale of the company's remaining shares of CCB in the third quarter of 2013, a reduction in the provision for credit losses and lower noninterest expense.

The provision for credit losses decreased \$939 million from the year-ago quarter to a provision benefit of \$549 million, driven primarily by continued improvement in portfolio trends including increased home prices in the residential mortgage portfolio and improved credit quality in non-U.S. Card. Noninterest expense decreased \$697 million to \$930 million due to lower litigation and personnel expenses.

#### **Credit Quality**

(Dollars in millions)		Three Months Ended								
		September 30 2013		June 30 2013	September 30 2012					
Provision for credit losses	\$	296	\$	1,211	\$	1,774				
Net charge-offs <sup>1</sup>		1,687		2,111		4,122				
Net charge-off ratio <sup>1, 2</sup>		0.73%		0.94 %		1.86 %				
Net charge-off ratio, excluding the PCI loan portfolio <sup>2</sup>		0.75		0.97		1.93				
Net charge-off ratio, including PCI write-offs <sup>2</sup>		0.92		1.07		2.63				
At period-end										
Nonperforming loans, leases and foreclosed properties	\$	20,028	\$	21,280	\$	24,925				
Nonperforming loans, leases and foreclosed properties ratio <sup>3</sup>		2.17%		2.33 %		2.81 %				
Allowance for loan and lease losses	\$	19,432	\$	21,235	\$	26,233				
Allowance for loan and lease losses ratio 4		2.10%		2.33 %		2.96 %				

- 1 Excludes write-offs of PCI loans of \$443 million, \$313 million and \$1.7 billion for thethree months ended September 30, 2013, June 30, 2013 and September 30, 2012
- Net charge-off ratios are calculated as net charge-offs divided by average outstanding loans and leases during the period; quarterly results are annualized.
- 3 Nonperforming loans, leases and foreclosed properties ratios are calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.
- 4 Allowance for loan and lease losses ratios are calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.

Note: Ratios do not include loans measured under the fair value option.

Credit quality continued to improve in thethird quarter of 2013, with net charge-offs declining across nearly all major portfolios and the provision for credit losses decreasing from the second quarter of 2013 as well as the year-ago quarter. Net charge-offs were \$1.7 billion in the third quarter of 2013, down from \$2.1 billion in the second quarter of 2013 and \$4.1 billion in the third quarter of 2012. Given the improving trend in delinquencies and other metrics, net charge-offs are expected to continue to decline in the fourth quarter of 2013.

The provision for credit losses was \$296 million, a decline of \$915 million from the second quarter of 2013 and a decline of \$1.5 billion from the third quarter of 2012. The provision for credit losses in thethird quarter of 2013 was \$1.4 billion lower than net charge-offs, resulting in a reduction in the allowance for credit losses. This included a \$248 million benefit in the purchased credit-impaired (PCI) portfolio primarily due to an improved home price outlook. The remaining reduction was driven by improvement in the non-PCI consumer

real estate portfolios, primarily due to increased home prices and continued portfolio improvement, as well as lower levels of delinquencies across the Consumer Lending portfolio.

The number of 30+ days delinquent loans, excluding fully-insured loans, declined across all consumer portfolios, again reaching record low levels in the U.S. Consumer Credit Card portfolio. Additionally, reservable criticized balances and nonperforming loans, leases and foreclosed properties also continued to decline, down 19 percent and 20 percent from the year-ago period.

The allowance for loan and lease losses to annualized net charge-off coverage ratio was 2.90 times in the third quarter of 2013, compared with 2.51 times in the second quarter of 2013 and 1.60 times in the third quarter of 2012. The increase was due to the improvement in net charge-offs discussed above. The allowance to annualized net charge-off coverage ratio, excluding PCI, was 2.42 times, 2.04 times and 1.17 times for the same periods, respectively.

Nonperforming loans, leases and foreclosed properties were \$20.0 billion at September 30, 2013, a decrease from \$21.3 billion at June 30, 2013 and \$24.9 billion at September 30, 2012.

#### **Capital and Liquidity Management**

(Dollars in millions, except per share information)	At:	September 30 2013	At June 30 2013	At September 30 2012
Total shareholders' equity	\$	232,282	\$ 231,032	\$ 238,606
Tier 1 common capital		142,825	139,519	136,406
Tier 1 common capital ratio including Market Risk Final Rule <sup>2</sup>		11.08%	10.83%	n/a
Tangible common equity ratio 1		7.08	6.98	6.95
Common equity ratio		10.30	10.21	10.15
Tangible book value per share <sup>1</sup>	\$	13.62	\$ 13.32	\$ 13.48
Book value per share		20.50	20.18	20.40

<sup>1</sup> Tangible common equity ratio and tangible book value per share are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to pages22-24 of this press release

n/a = not applicable

The Tier 1 common capital ratio, including the Market Risk Final Rule, was11.08 percent at September 30, 2013, up from 10.83 percent at June 30, 2013.

As of September 30, 2013, the company's Tier 1 common capital ratio on a Basel 3 fully phased-in basis under the advanced approach is estimated at 9.94 percent, up from 9.60 percent at June 30, 2013 and 8.97 percent at September 30, 2012.

The increase in the estimated Basel 3 Tier 1 common capital ratio from the second quarter of 2013 was primarily due to earnings, lower deductions for deferred tax assets and increases in accumulated other comprehensive income. Estimated Basel 3 risk-weighted assets increased modestly compared to the second quarter of 2013.

As of January 1, 2013, the Market Risk Final Rule became effective under Basel 1. The Market Risk Final Rule introduces new measures of market risk including a charge related to stressed Value-at-Risk (VaR), an incremental risk charge and a comprehensive risk measure, as well as other technical modifications. The Basel 1 Tier 1 common capital ratio for September 30, 2012 is not presented as the Market Risk Final Rule did not apply during that period.

Based on the pending proposed U.S. supplementary leverage ratio requirements, the company expects the supplementary leverage ratio for Bank of America Corporation would be above the required 5 percent minimum and the supplementary leverage ratios for the company's two primary bank subsidiaries, Bank of America, National Association and FIA Card Services, National Association, would be above the 6 percent minimum. The proposed U.S. supplementary leverage ratio requirements are expected to take effect in 2018.

At September 30, 2013, the company's Global Excess Liquidity Sources totaled \$359 billion, compared to \$342 billion atJune 30, 2013 and \$380 billion at September 30, 2012. Long-term debt was \$255 billion at September 30, 2013, down from \$262 billion at June 30, 2013 and \$287 billion at September 30, 2012, reflecting the company's continued focus on liability management. Time-to-required funding was 35 months at September 30, 2013, compared to 32 months atJune 30, 2013 and 35 months at September 30, 2012.

During the third quarter of 2013, a cash dividend of \$0.01 per common share was paid and the company recorded \$279 million in preferred dividends, which included \$24 million in non-cash dividends associated with \$926 million in net preferred stock redemptions.

Period-end common shares issued and outstanding were 10.68 billion at September 30, 2013, 10.74 billion at June 30, 2013 and 10.78 billion at September 30, 2012. The company previously announced that it was authorized to repurchase up to \$5.0 billion of common stock. As of September 30, 2013, approximately 140 million common shares had been repurchased for approximately \$1.9 billion at an average price of \$13.38 per share.

Tangible book value per share<sup>H</sup> was \$13.62 at September 30, 2013, compared to \$13.32 at June 30, 2013 and \$13.48 at September 30, 2012. Book value per share was\$20.50 at September 30, 2013, compared to \$20.18 at June 30, 2013 and \$20.40 at September 30, 2012.

- A Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release. Total revenue, net of interest expense, on a GAAP basis, was \$21.5 billion, \$22.7 billion and \$20.4 billion for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Net interest income on a GAAP basis was \$10.3 billion, \$10.5 billion and \$9.9 billion for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively.
- B Rankings per Dealogic as of October 1, 2013
- C The three months ended September 30, 2012 includes \$913 million of net charge-offs related to the impact of the National Mortgage Settlement and loans discharged in Chapter 7 bankruptcy due to the implementation of regulatory guidance.
- D Basel 3 Tier 1 common capital ratio is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to page 18 of this press release. Fully phased-in Basel 3 estimates for September 30, 2013 were calculated under the final advanced approach of the Basel 3 rules released by the Federal Reserve, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the Comprehensive Risk Measure after one year.
- E The supplementary leverage ratio is calculated in accordance with July 2013-proposed U.S. NPR and represents an average of the monthly ratios for the quarter of Tier 1 capital to the sum of on-balance sheet assets and off-balance sheet exposures, including, among other items, derivative and securities financing transactions.
- F Revenue, sales and trading revenue, international revenue and net income (loss) excluding the impact of DVA or the U.K. corporate tax rate adjustments (or both) are non-GAAP financial measures. DVA gains (losses) were \$(291) million, \$38 million and \$(582) million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively and the impacts of the U.K. corporate tax rate adjustments were \$1.1 billion in the third quarter ended September 30, 2013 and \$0.8 billion in the third quarter ended September 30, 2012.

- G Fixed Income, Currency and Commodities (FICC) sales and trading revenue, excluding DVA, and Equity sales and trading revenue, excluding DVA, are non-GAAP financial measures. FICC DVA gains (losses) were \$(266) million, \$33 million and \$(534) million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Equities DVA gains (losses) were \$(25) million, \$5 million and \$(48) million for the three months ended September 30, 2013, June 30, 2013 and September 30, 2012, respectively.
- H Tangible book value per share of common stock is a non-GAAP measure. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, refer to pages 22-24 of this press release.

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss third-quarter2013 results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at <a href="http://investor.bankofamerica.com">http://investor.bankofamerica.com</a>. For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1734 (international) and the conference ID: 79795.

A replay will be available via webcast through the Bank of America Investor Relations website. A replay of the conference call will also be available beginning at noon on October 18 through midnight, October 24 by telephone at 800.753.8546 (U.S.) or 1.402.220.0685 (international).

#### 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. We serve approximately 51 million consumer and small business relationships with approximately 5,200 retail banking offices and approximately 16,200 ATMs and award-winning online banking with 30 million active users and more than 14 million mobile users. 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 approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

Bank of America and its management may make certain statements that constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "estimates," "intends," "plans," "goals," "believes" and other similar expressions or future or conditional verbs such as "will," "should," "would" and "could." The forward-looking statements made represent Bank of America's current expectations, plans or forecasts of its future results and revenues, including the expectation that the economy and business climate will improve even more quickly as the U.S. fiscal and monetary picture is clarified; expectations regarding the timing and amount of cost savings due to Project New BAC; expectations regarding previously announced stock repurchases; expectations regarding Legacy Assets and Servicing (LAS) costs; expectations that net charge-offs will continue to decline in the fourth quarter of 2013; the belief that the leverage ratio of the company and its two primary bank subsidiaries would be

above the required minimums under the proposed supplementary U.S. leverage ratio requirements expected to take effect in 2018 and 2019; and other similar matters. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often 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.

You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risks, as well as those more fully discussed under Item 1A. "Risk Factors" of Bank of America's 2012 Annual Report on Form 10-K, and in any of Bank of America's subsequent SEC filings; the company's resolution of remaining differences with the government-sponsored enterprises (GSEs) regarding representations and warranties repurchase claims, including in some cases with respect to mortgage insurance rescissions and foreclosure delays; the company's ability to resolve representations and warranties claims made by monolines and private-label and other investors, including as a result of any adverse court rulings, and the chance that the company could face related servicing, securities, fraud, indemnity or other claims from one or more of the monolines or private-label and other investors; that final court approval of negotiated settlements is not obtained; if future representations and warranties losses occur in excess of the company's recorded liability and estimated range of possible loss for GSE and non-GSE exposures; uncertainties about the financial stability of several countries in the European Union (EU), the risk that those countries may default on their sovereign debt or exit the EU and related stresses on financial markets, the euro and the EU and the company's direct and indirect exposures to such risks; the uncertainty regarding the timing and final substance of any capital or liquidity standards, including the proposed supplementary leverage ratio requirements and their implementation for U.S. banks through rulemaking by the Board of Governors of the Federal Reserve System (Federal Reserve), including anticipated requirements to hold higher levels of regulatory capital, liquidity and meet higher regulatory capital ratios as a result of proposed capital or liquidity standards; the negative impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the company's businesses and earnings, including as a result of additional regulatory interpretation and rulemaking and the success of the company's actions to mitigate such impacts; the company's satisfaction of its borrower assistance programs under the global settlement agreement with federal agencies and state attorneys general and under the acceleration agreement with the OCC and the Federal Reserve; adverse changes to the company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the company's assets and liabilities; the inherent uncertainty of litigation and, while litigation expense is expected to continue in future periods, it is expected to vary from period to period; unexpected claims, damages and fines resulting from pending or future litigation and regulatory proceedings; the company's ability to fully realize the cost savings and other anticipated benefits from Project New BAC, including in accordance with currently anticipated timeframes; potential tapering of the Federal Reserve's bond buying program; the impacts on the company of a potential higher rate environment; the potential impacts of the government shutdown and debt ceiling impasse, including the risk of a U.S. credit rating downgrade or default, which could cause significant U.S. and global economic and financial markets dislocations, interest rate impacts and other potential unforeseen consequences; and other similar matters.

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.

BofA Global Capital Management Group, LLC (BofA Global Capital Management) is an asset management division of Bank of America Corporation. BofA Global Capital Management entities furnish investment management services and products for institutional and individual investors.

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#### Bank of America Corporation and Subsidiaries Selected Financial Data

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

Summary Income Statement		Nine Mon Septen				Third Quarter		Second Quarter		Third Quarter
		2013		2012		2013		2013		2012
Net interest income	\$	31,479	\$	30,332	\$	10,266	\$	10,549	\$	9,938
Noninterest income		35,975		34,342		11,264		12,178		10,490
Total revenue, net of interest expense		67,454		64,674		21,530		22,727		20,428
Provision for credit losses		3,220		5,965		296		1,211		1,774
Noninterest expense		51,907		53,733		16,389		16,018		17,544
Income before income taxes		12,327		4,976		4,845		5,498		1,110
Income tax expense		4,335		1,520		2,348		1,486		770
Net income	\$	7,992	\$	3,456	\$	2,497	\$	4,012	\$	340
Preferred stock dividends		1,093		1,063		279		441		373
Net income (loss) applicable to common shareholders	\$	6,899	\$	2,393	\$	2,218	\$	3,571	\$	(33)
Earnings per common share	s	0.64	\$	0.22	s	0.21	s	0.33	s	0.00
Diluted earnings per common share		0.62		0.22	3	0.21	3	0.33	3	0.00
Summary Average Balance Sheet		Nine Mon Septen 2013				Third Quarter 2013		Second Quarter 2013		Third Quarter 2012
Total loans and leases	\$	914,888	\$	900,650	\$	923,978	\$	914,234	\$	888,859
Debt securities		342,278		351,348		327,493		343,260		355,302
Total earning assets		1,759,939		1,763,600		1,710,685		1,769,336		1,750,275
Total assets		2,173,164		2,184,974		2,123,430		2,184,610		2,173,312
Total deposits		1,082,005		1,037,610		1,090,611		1,079,956		1,049,697
Common shareholders' equity		217,922		216,073		216,766		218,790		217,273
Total shareholders' equity		234,126		234,726		230,392		235,063		236,039
Performance Ratios		Nine Mon Septen				Third Quarter 2013		Second Quarter 2013		Third Quarter 2012
Return on average assets		0.49 %		0.21%	_	0.47 %	_	0.74%	_	0.06%
Return on average tangible shareholders' equity (1)		6.67		2.89		6.32		9.98		0.84
Credit Quality		Nine Mon Septen		)		Third Quarter		Second Quarter		Third Quarter
Total net charge-offs		2013	\$	11,804	_	2013	_	2013	_	2012
	\$	6,315	φ		\$	1,687	\$	2,111	\$	4,122
Net charge-offs as a % of average loans and leases outstanding <sup>2</sup> )  Provision for credit losses		0.93 %	\$	1.77 % 5,965		0.73 %	_	0.94%		1.86%
To this to teach to see	\$	3,220	•	5,705	\$	296	\$	1,211	\$	1,774
						September 30 2013		June 30 2013		September 30 2012
Total nonperforming loans, leases and foreclosed properties(3)					\$	20,028	\$	21,280	\$	24,925
Nonperforming loans, leases and foreclosed properties as a % of total loans, leases and foreclosed properties)						2.17 %		2.33%		2.81%
Allowance for loan and lease losses					\$	19,432	\$	21,235	\$	26,233

For footnotes see page 18.

Allowance for loan and lease losses as a % of total loans and leases outstanding

More

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

2.10%

2.33%

2.96%

#### **Bank of America Corporation and Subsidiaries Selected Financial Data (continued)**

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

(Dollars in millions, except per share data; shares in thousands)								
Capital Management			Cont	tember 30		June 30		September 30
				2013	_	2013		2012
Risk-based capital (4,5):								
Tier I common capital			s	142,825	\$	139,519	\$	136,406
Tier 1 common capital ratio(6)				11.08%		10.83%		11.41%
Tier 1 leverage ratio				7.79		7.49		7.84
Tangible equity ratio <sup>(7)</sup>				7.73		7.67		7.85
Tangible common equity ratio <sup>(7)</sup>				7.08		6.98		6.95
Period-end common shares issued and outstanding				10,683,282		10,743,098		10,777,267
Basel 1 to Basel 3 (fully phased-in) Reconciliation <sup>(5, 8)</sup>								
			Sept	tember 30 2013		June 30 2013	,	September 30 2012
Regulatory capital – Basel 1 to Basel 3 (fully phased-in)								
Basel 1 Tier 1 capital			s	159,008	\$	156,689	\$	163,063
Deduction of qualifying preferred stock and trust preferred securities				(16,183)		(17,170)		(26,657)
Basel 1 Tier 1 common capital				142,825		139,519		136,406
Deduction of defined benefit pension assets				(935)		(787)		(1,709)
Change in deferred tax assets and threshold deductions (deferred tax asset temporary differences, MSRs and significant				(4.550)		(6.761)		(1.102)
investments)  Change in all other deductions, net				(4,758)		(6,761)		(1,102)
			s	(5,319)	\$	(6,125) 125,846	\$	1,040
Basel 3 (fully phased-in) Tier 1 common capital			3	131,613	Þ	125,640	Ф	134,033
Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)								
Basel 1 risk-weighted assets  Net change in credit and other risk-weighted assets			S	1,289,444	\$	1,288,159	\$	1,195,722
Increase due to Market Risk Final Rule				37,140		22,276		216,244
					_		_	88,881
Basel 3 (fully phased-in) risk-weighted assets			s	1,326,584	\$	1,310,435	\$	1,500,847
Tier I common capital ratios								
Basel 1				11.08%		10.83%		11.41%
Basel 3 (fully phased-in)				9.94		9.60		8.97
	Nine Mo	onths Ended						
	Septe	ember 30		Third Quarter		Second Quarter		Third Quarter
	2013	2012		2013		2013		2012
Common shares issued	44,664	241,329		184		364		398
Average common shares issued and outstanding	10,764,216	10,735,461		10,718,918		10,775,867		10,776,173
Average diluted common shares issued and outstanding	11,523,649	10,826,503		11,482,226		11,524,510		10,776,173
Dividends paid per common share	\$ 0.03	\$ 0.03	s	0.01	\$	0.01	\$	0.01
Summary Period-End Balance Sheet			Sept	tember 30 2013		June 30 2013	;	September 30 2012
Total loans and leases			s	934,392	\$	921,570	\$	893,035
Total debt securities				320,998		336,403	7	361,949
Total earning assets				1,712,648		1,719,866		1,756,257
Total assets				2,126,653		2,123,320		2,166,162
Total deposits				1,110,118		1,080,783		1,063,307
Total shareholders' equity				232,282		231,032		238,606
Common shareholders' equity				218,967		216,791		219,838
Book value per share of common stock			s	20.50	\$	20.18	\$	20.40
Tangible book value per share of common stock (1)			-	13.62	4	13.32	7	13.48

<sup>(1)</sup> Return on average tangible shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measureson pages 22-24.
(2) Ratios do not include loans accounted for under the fair value option during the period. Charge-off ratios are annualized for the quarterly

presentation.

(3) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate; purchased credit-impaired loans even though the customer may be contractually past due; nonperforming loans held-for-sale; nonperforming loans accounted for under the fair value option; and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.

(4) Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-

<sup>90.
(5)</sup> Basel 1 includes the Market Risk Final Rule at September 30, 2013 and June 30, 2013. Basel 1 did not include the Market Risk Final Rule at September 30, 2012.
(6) Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted

assets.

(7) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measureson pages 22-24.

(8) Basel 3 (fully phased-in) estimates are based on the Advanced Approach under the final Basel 3 rules issued on July 2, 2013.

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

More

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

#### **Quarterly Results by Business Segment**

$D_{\alpha}I$	lare	in	mil	lions)	

					Third Qua	arter 2	2013				
	nsumer & ess Banking		Consumer Real Estate Services		Global Banking		Global Markets		GWIM		All Other
Total revenue, net of interest expense (FTE basis)(1)	\$ 7,524	\$	1,577	s	4,009	\$	3,376	\$	4,390	\$	867
Provision for credit losses	761		(308)		322		47		23		(549)
Noninterest expense	3,980		3,419		1,928		2,884		3,248		930
Net income (loss)	1,779		(1,000)		1,134		(778)		719		643
Return on average allocated capital (2, 3)	23.55%		n/m		19.57%		n/m		28.68%		n/m
Balance Sheet											
Average											
Total loans and leases	\$ 165,707	\$	88,406	s	260,085		n/m	\$	112,752	\$	232,538
Total deposits	522,023		n/m		239,839		n/m		239,663		35,126
Allocated capital (2, 3)	30,000		24,000		23,000	s	30,000		10,000		n/m
Period end											
Total loans and leases	\$ 167,254	s	87,586	s	267,165		n/m	s	114,175	s	229,550
Total deposits	526,876		n/m		263,121		n/m		241,553		30,705

			Second Qu	arter :	2013			
	onsumer & ness Banking	Consumer Real Estate Services	Global Banking		Global Markets	GWIM		All Other
Total revenue, net of interest expense (FTE basis)(1)	\$ 7,434	\$ 2,115	\$ 4,138	\$	4,189	\$ 4,499	\$	574
Provision for credit losses	967	291	163		(16)	(15)		(179)
Noninterest expense	4,178	3,394	1,856		2,771	3,272		547
Net income (loss)	1,395	(937)	1,292		958	758		546
Return on average allocated capital (2, 3)	18.68%	n/m	22.55%		12.84%	30.57%		n/m
Balance Sheet								
Average								
Total loans and leases	\$ 163,593	\$ 90,114	\$ 255,674		n/m	\$ 109,589	s	238,910
Total deposits	522,259	n/m	227,668		n/m	235,344		33,774
Allocated capital (2, 3)	30,000	24,000	23,000	\$	30,000	10,000		n/m
Period end								
Total loans and leases	\$ 164,851	\$ 89,257	\$ 258,502		n/m	\$ 111,785	\$	234,047
Total deposits	525,099	n/m	229,586		n/m	235,012		34,597

			Third Qua	arter 2	2012		
	onsumer & iness Banking	Consumer Real Estate Services	Global Banking		Global Markets	GWIM	All Other
Total revenue, net of interest expense (FTE basis)(1)	\$ 7,261	\$ 3,083	\$ 3,786	\$	3,278	\$ 4,083	\$ (834)
Provision for credit losses	1,006	263	23		31	61	390
Noninterest expense	4,111	4,180	1,936		2,575	3,115	1,627
Net income (loss)	1,351	(857)	1,151		(276)	571	(1,600)
Return on average economic capital (2, 3)	22.20%	n/m	23.33%		n/m	29.22%	n/m
Balance Sheet							
Average							
Total loans and leases	\$ 169,092	\$ 102,472	\$ 221,185		n/m	\$ 101,016	\$ 256,130
Total deposits	478,142	n/m	227,421		n/m	241,411	39,266
Economic capital (2, 3)	24,271	13,335	19,639	\$	13,414	7,840	n/m
Period end							
Total loans and leases	\$ 168,296	\$ 98,642	\$ 226,152		n/m	\$ 102,390	\$ 252,592
Total deposits	484,623	n/m	234,912		n/m	243,518	37,555

<sup>(1)</sup> Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative

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

purposes.

(2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.

(3) Return on average allocated capital and return on average economic capital are calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intagibles, divided by average allocated capital are related by a servage allocated capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.)

#### Year-to-Date Results by Business Segment

			 ~ J	_	 	_
(Dollars in	n mil	lions)				

				Ni	ne Months Ended	Septe	mper 50, 2013			
		nsumer & ness Banking	Consumer Real Estate Services		Global Banking		Global Markets		GWIM	All Other
Total revenue, net of interest expense (FTE basis)(1)	\$	22,370	\$ 6,004	\$	12,177	s	12,434	\$	13,310	\$ 1,805
Provision for credit losses		2,680	318		634		36		30	(478)
Noninterest expense		12,315	12,219		5,626		8,729		9,773	3,245
Net income (loss)		4,621	(4,094)		3,707		1,348		2,197	213
Return on average allocated capital (2, 3)		20.62%	n/m		21.56%		6.04 %		29.54%	n/m
Balance Sheet										
Average										
Total loans and leases	\$	165,048	\$ 90,478	\$	253,334		n/m	s	109,499	\$ 238,623
Total deposits		515,668	n/m		229,941		n/m		242,757	34,814
Allocated capital (2, 3)		30,000	24,000		23,000	s	30,000		10,000	n/m
Period end										
Total loans and leases	s	167,254	\$ 87,586	\$	267,165		n/m	s	114,175	\$ 229,550
Total deposits		526,876	n/m		263,121		n/m		241,553	30,705

			N	Vine Months Ended	l Septe	mber 30, 2012			
	onsumer & ness Banking	Consumer Real Estate Services		Global Banking		Global Markets	GWIM		All Other
Total revenue, net of interest expense (FTE basis)(1)	\$ 22,389	\$ 8,276	\$	11,722	\$	11,264	\$ 12,324	\$	(631)
Provision for credit losses	3,069	957		(404)		17	154		2,172
Noninterest expense	12,821	11,583		5,865		8,668	9,524		5,272
Net income (loss)	4,101	(2,735)		3,952		1,048	1,669		(4,579)
Return on average economic capital (2, 3)	23.00%	n/m		27.27%		10.29%	31.75%		n/m
Balance Sheet									
Average									
Total loans and leases	\$ 174,989	\$ 105,848	\$	221,629		n/m	\$ 99,338	s	263,310
Total deposits	472,190	n/m		217,602		n/m	239,942		45,151
Economic capital (2, 3)	23,880	14,079		19,376	\$	13,703	7,093		n/m
Period end									
Total loans and leases	\$ 168,296	\$ 98,642	\$	226,152		n/m	\$ 102,390	\$	252,592
Total deposits	484,623	n/m		234,912		n/m	243,518		37,555

<sup>(1)</sup> Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative

n/m = not meaningful

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

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

purposes.

(2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.

(3) Return on average allocated capital and return on average economic capital and return on average economic capital and return on average economic capital, as applicable. Allocated capital, economic capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 22-24.)

#### Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data <sup>(1)</sup>	Nine Mont Septem			Third	Second	Third
	2013	2012		Quarter 2013	Quarter 2013	Quarter 2012
Net interest income	\$ 32,125	\$ 31,002	s	10,479	\$ 10,771	\$ 10,167
Total revenue, net of interest expense	68,100	65,344		21,743	22,949	20,657
Net interest yield <sup>(2)</sup>	2.44 %	2.35%		2.44 %	2.44%	2.32 %
Efficiency ratio	76.22	82.23		75.38	69.80	84.93
Other Data			Sej	2013	June 30 2013	September 30 2012
Number of banking centers - U.S.				5,243	5,328	5,540
Number of branded ATMs - U.S.				16,201	16,354	16,253
Ending full-time equivalent employees				247,943	257,158	272,594

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

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

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. See Reconciliations to GAAP Financial Measureson pages 22-24.
(2) Calculation includes fees earned on overnight deposits placed with the Federal Reserve and, beginning in the third quarter 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks of 123 million and \$147 million for the nine months ended September 30, 2013 and 2012 \$50 million and \$40 million for the third and second quarters of 2013; and \$48 million for the third quarter of 2012, respectively.

#### **Reconciliations to GAAP Financial Measures**

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis. To derive the fully taxable-equivalent basis net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity, the tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by ending common shares of the represents adjusted ending common shares of the represents adjusted ending common shares expected to evaluate the Corporation's use of equity (i.e., capital). In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

Effective January 1, 2013, on a prospective basis, the Corporation adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) now also considers the effect of regulatory capital requirements in addition to internal risk-based economic capital models. The Corporation's internal risk-based capital models is use a risk-adjusted methodology incorporating each segment's credit, ranket, interest, business and operational risk components. The capital allocated to the Corporation's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Corporation's business segments is subject to change over time.

See the tables below and on pages23-24 for reconciliations of these non-GAAP financial measures with financial measures defined by GAAP for the months ended September 30, 2013 and 2012 and the three months ended September 30, 2013, June 30, 2013 and September 30, 2012. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

		Nine Mon Septer		Third	Second	Third
		2013	2012	Quarter 2013	Quarter 2013	Quarter 2012
Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis						
Net interest income	s	31,479	\$ 30,332	\$ 10,266	\$ 10,549	\$ 9,938
Fully taxable-equivalent adjustment		646	 670	 213	 222	 229
Net interest income on a fully taxable-equivalent basis	s	32,125	\$ 31,002	\$ 10,479	\$ 10,771	\$ 10,167
Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis						
Total revenue, net of interest expense	s	67,454	\$ 64,674	\$ 21,530	\$ 22,727	\$ 20,428
Fully taxable-equivalent adjustment		646	670	213	222	229
Total revenue, net of interest expense on a fully taxable-equivalent basis	s	68,100	\$ 65,344	\$ 21,743	\$ 22,949	\$ 20,657
Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis						
Income tax expense	s	4,335	\$ 1,520	\$ 2,348	\$ 1,486	\$ 770
Fully taxable-equivalent adjustment		646	 670	 213	 222	 229
Income tax expense on a fully taxable-equivalent basis	S	4,981	\$ 2,190	\$ 2,561	\$ 1,708	\$ 999
Reconciliation of average common shareholders' equity to average tangible common shareholders' equity						
Common shareholders' equity	s	217,922	\$ 216,073	\$ 216,766	\$ 218,790	\$ 217,273
Goodwill		(69,926)	(69,973)	(69,903)	(69,930)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(6,269)	(7,531)	(5,993)	(6,270)	(7,194)
Related deferred tax liabilities		2,360	2,627	2,296	2,360	2,556
Tangible common shareholders' equity	s	144,087	\$ 141,196	\$ 143,166	\$ 144,950	\$ 142,659
Reconciliation of average shareholders' equity to average tangible shareholders' equity						
Shareholders' equity	s	234,126	\$ 234,726	\$ 230,392	\$ 235,063	\$ 236,039
Goodwill		(69,926)	(69,973)	(69,903)	(69,930)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(6,269)	(7,531)	(5,993)	(6,270)	(7,194)
Related deferred tax liabilities		2,360	 2,627	 2,296	 2,360	 2,556
Tangible shareholders' equity	S	160,291	\$ 159,849	\$ 156,792	\$ 161,223	\$ 161,425

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

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

#### **Reconciliations to GAAP Financial Measures (continued)**

(Dollars in millions)		Nine Mon Septer			Third Ouarter	Second Quarter	Third Quarter
		2013	 2012	l	2013	2013	 2012
Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity							
Common shareholders' equity	s	218,967	\$ 219,838	s	218,967	\$ 216,791	\$ 219,838
Goodwill		(69,891)	(69,976)		(69,891)	(69,930)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(5,843)	(7,030)		(5,843)	(6,104)	(7,030)
Related deferred tax liabilities		2,231	2,494		2,231	2,297	2,494
Tangible common shareholders' equity	s	145,464	\$ 145,326	\$	145,464	\$ 143,054	\$ 145,326
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity							
Shareholders' equity	s	232,282	\$ 238,606	\$	232,282	\$ 231,032	\$ 238,606
Goodwill		(69,891)	(69,976)		(69,891)	(69,930)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(5,843)	(7,030)		(5,843)	(6,104)	(7,030)
Related deferred tax liabilities		2,231	2,494		2,231	2,297	2,494
Tangible shareholders' equity	s	158,779	\$ 164,094	s	158,779	\$ 157,295	\$ 164,094
Reconciliation of period-end assets to period-end tangible assets							
Assets	s	2,126,653	\$ 2,166,162	\$	2,126,653	\$ 2,123,320	\$ 2,166,162
Goodwill		(69,891)	(69,976)		(69,891)	(69,930)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(5,843)	(7,030)		(5,843)	(6,104)	(7,030)
Related deferred tax liabilities		2,231	 2,494		2,231	 2,297	 2,494
<b>Tangible assets</b>	s	2,053,150	\$ 2,091,650	\$	2,053,150	\$ 2,049,583	\$ 2,091,650
Book value per share of common stock							
Common shareholders' equity	s	218,967	\$ 219,838	\$	218,967	\$ 216,791	\$ 219,838
Ending common shares issued and outstanding		10,683,282	10,777,267		10,683,282	10,743,098	10,777,267
Book value per share of common stock	s	20.50	\$ 20.40	\$	20.50	\$ 20.18	\$ 20.40
Tangible book value per share of common stock							
	s	145,464	\$ 145,326	\$	145,464	\$ 143,054	\$ 145,326
Tangible common shareholders' equity							
Tangible common shareholders' equity  Ending common shares issued and outstanding		10,683,282	10,777,267		10,683,282	10,743,098	10,777,267

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

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

#### **Reconciliations to GAAP Financial Measures (continued)**

(Dollars in millions)		Nine Months Ended September 30 2013 2012			Third	rter Quarter		Third		
	_				Quarter 2013			Quarter 2012		
Reconciliation of return on average allocated capital/economic capital(1)										
Consumer & Business Banking										
Reported net income	s	4,621	\$	4,101	\$	1,779	\$	1,395	\$	1,351
Adjustment related to intangibles <sup>(2)</sup>		6		10		2		2		3
Adjusted net income	<u>s</u>	4,627	\$	4,111	\$	1,781	\$	1,397	\$	1,354
Average allocated equity <sup>(3)</sup>	s	62,058	\$	56,059	\$	62,032	\$	62,058	\$	56,413
Adjustment related to goodwill and a percentage of intangibles		(32,058)		(32,179)		(32,032)		(32,058)		(32,142)
Average allocated capital/economic capital	<u>s</u>	30,000	\$	23,880	\$	30,000	\$	30,000	\$	24,271
Global Banking										
Reported net income	s	3,707	\$	3,952	\$	1,134	\$	1,292	\$	1,151
Adjustment related to intangibles <sup>(2)</sup>		2		3		1				1
Adjusted net income	s	3,709	\$	3,955	\$	1,135	\$	1,292	\$	1,152
Average allocated equity(3)	s	45,412	\$	41,807	\$	45,413	\$	45,416	\$	42,066
Adjustment related to goodwill and a percentage of intangibles		(22,412)		(22,431)		(22,413)		(22,416)		(22,427)
Average allocated capital/economic capital	s	23,000	\$	19,376	\$	23,000	\$	23,000	\$	19,639
Global Markets										
Reported net income (loss)	s	1,348	\$	1,048	\$	(778)	\$	958	\$	(276)
Adjustment related to intangibles <sup>(2)</sup>		6		7		2		2		2
Adjusted net income (loss)	<u>s</u>	1,354	\$	1,055	\$	(776)	\$	960	\$	(274)
Average allocated equity(3)	s	35,371	\$	19,069	\$	35,369	\$	35,372	\$	18,796
Adjustment related to goodwill and a percentage of intangibles		(5,371)		(5,366)		(5,369)		(5,372)		(5,382)
Average allocated capital/economic capital	s	30,000	\$	13,703	\$	30,000	\$	30,000	\$	13,414
Global Wealth & Investment Management										
Reported net income	s	2,197	\$	1,669	\$	719	\$	758	\$	571
Adjustment related to intangibles <sup>(2)</sup>		13		18		4		5		6
Adjusted net income	s	2,210	\$	1,687	\$	723	\$	763	\$	577
Average allocated equity(3)	s	20,302	\$	17,473	s	20,283	\$	20,300	\$	18,199
Adjustment related to goodwill and a percentage of intangibles		(10,302)		(10,380)		(10,283)		(10,300)		(10,359)
Average allocated capital/economic capital	s	10,000	\$	7,093	\$	10,000	\$	10,000	\$	7,840

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

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

<sup>(1)</sup> There are no adjustments to reported net income (loss) or average allocated equity foConsumer Real Estate
Services.
(2) Represents cost of funds, earnings credits and certain expenses related to
intangibles.
(3) Average allocated equity is comprised of average allocated capital (or economic capital prior to 2013) plus capital for the portion of goodwill and intangibles specifically assigned to the business
segment.



### **Forward-Looking Statements**

Bank of America and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "expects," "hopes," "estimates," "intends," "glans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "anticipates," "would," "would" and "could." The forward-looking statements made in this presentation represent Bank of America's current expectations, plans or forecasts of its future results and revenues and include statements regarding: the expectation that time to required funding will remain above two years' coverage; estimates of the bank holding company and bank leverage ratios; expectations regarding long-term debt levels, including that long-term debt will continue to decline through 2014; expectations regarding earnings capacity; expectations regarding declining funding costs; estimates of Basel 3 liquidity ratios; expectations regarding compliance with final Basel 3 rules by the proposed effective dates; estimates regarding the future levels of quarterly net interest income; expectations regarding Legacy Assets & Servicing (LAS) cost levels; expectations regarding the impact of the steepened yield curve; expectations regarding effective tax rates in future periods; expectations regarding the amount and timing of cost savings the Company will have via Project New BAC; expectations regarding net charge-offs and future reserve releases; expectations regarding future levels of mortgage production; expectations regarding loans levels, including 60+ days delinquent loans; estimates of liability and range of possible loss for various representations and warranties claims; expectations regarding the Company's ability to execute its strategy and deliver on its earnings power; and other similar matters.

These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often 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. You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risks, as well as those more fully discussed under Item 1A. "Risk Factors" of Bank of America's 2012 Annual Report on Form 10-K, and in any of Bank of America's subsequent SEC filings: the Company's resolution of remaining differences with the government-sponsored enterprise (GSE)s regarding representations and warranties repurchase claims, including in some cases with respect to mortgage insurance rescissions, and foreclosure delays; the Company's ability to resolve representations and warranties claims made by monolines and private-label and other investors, including as a result of any adverse court rulings, and the chance that the Company could face related servicing, securities, fraud, indemnity or other claims from one or more of the monolines or private-label and other investors; that final court approval of negotiated settlements is not obtained; future representations and warranties losses occurring in excess of the Company's recorded liability and estimated range of possible loss for GSE and non-GSE exposures; uncertainties about the financial stability of several countries in the European Union (EU), the risk that those countries may default on their sovereign debt or exit the EU, and the related stresses on financial markets, the Euro and the EU and the Company's direct and indirect exposures to such risks; the uncertainty regarding the timing and final substance of any capital or liquidity standards, including the final Basel 3 requirements and their implementation for U.S. banks through rulemaking by the Board of Governors of the Federal Reserve System (Federal Reserve), including anticipated requirements to hold higher levels of regulatory capital, liquidity and meet higher regulatory capital ratios as a result of final Basel 3 or other capital or liquidity standards; the negative impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the Company's businesses and earnings, including as a result of additional regulatory interpretation and rulemaking and the success of the Company's actions to mitigate such impacts; the Company's satisfaction of its borrower assistance programs under the global settlement agreement with federal agencies and state attorneys general (National Mortgage Settlement) and under the agreement with the Office of the Comptroller of the Currency (OCC) and Federal Reserve; adverse changes to the Company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the Company's assets and liabilities; the inherent uncertainty of litigation and, while litigation expense is expected to continue in future periods, it is expected to vary from period to period; unexpected claims, damages and fines resulting from pending or future litigation and regulatory proceedings; the Company's ability to fully realize the cost savings and other anticipated benefits from Project New BAC and LAS expense initiatives, including in accordance with currently anticipated timeframes; potential tapering of the Federal Reserve's bond buying program; the impacts on the Company of a higher interest rate environment; the potential impacts of the government shutdown and debt ceiling impasse, including the risk of a U.S. credit rating downgrade or default, which could cause significant U.S. and global economic and financial markets dislocations, interest rate impacts and other potential unforeseen consequences; and other

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.

Bank of America 🤎

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### Important Presentation Information

- The information contained herein is preliminary and based on Company data available at the time of the earnings presentation. It
  speaks only as of the particular date or dates included in the accompanying slides. Bank of America does not undertake an obligation
  to, and disclaims any duty to, update any of the information provided.
- · Certain prior period amounts have been reclassified to conform to current period presentation.
- The Company's fully phased-in Basel 3 estimates and the proposed supplementary leverage ratio are based on its current understanding of the Advanced Approach under the final Basel 3 rules, assuming all relevant regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the Comprehensive Risk Measure after one year. These estimates will evolve over time as the Company's businesses change and as a result of further rulemaking or clarification by U.S. regulatory agencies. The final Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the Company's capital ratio would likely be adversely impacted, which in some cases could be significant. In addition to Basel 1 with Market Risk Final Rule capital ratios, these estimates assist management, investors and analysts in assessing capital adequacy and comparability under Basel 3 capital standards to other financial services companies. The Company continues to evaluate the potential impact of proposed rules and anticipates it will be in compliance with any final rules by the proposed effective dates.
- Certain financial measures contained herein represent non-GAAP financial measures. For more information about the non-GAAP financial measures contained herein, please see the presentation of the most directly comparable financial measures calculated in accordance with GAAP and accompanying reconciliations in the earnings press release for the quarter ended September 30, 2013 and other earnings-related information available through the Bank of America Investor Relations web site at: <a href="http://investor.bankofamerica.com">http://investor.bankofamerica.com</a>.
- Effective January 1, 2013, on a prospective basis, the Company adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) now also considers the effect of regulatory capital requirements in addition to internal risk-based economic capital models. The Company's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. The capital allocated to the Company's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Company 's business segments is subject to change over time.



3

# Third Quarter Highlights

- Generated net income of \$2.5B, or \$0.20 per diluted share
- Revenue of \$22.2B<sup>1</sup>, excluding FVO/DVA, reflected headwinds from reduced mortgage and capital markets activity
- · Further strengthened the balance sheet and capital
- Repurchased 60MM common shares in 3Q13, bringing YTD repurchases to 140MM shares or \$1.9B
- New BAC and Legacy Assets & Servicing (LAS) expense initiatives remain on track
- Asset quality improved significantly with net loss rate at lowest levels since mid-2005
- · Client activity across the franchise highlighted by:
  - Record deposit levels
  - Solid commercial loan growth
  - Record asset management fees and strong long-term AUM flows
  - Leading roles on recent marquee investment banking deals

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4

<sup>&</sup>lt;sup>1</sup>Fully taxable-equivalent (FTE) basis. Represents a non-GAAP financial measure. On a GAAP basis, total revenue, net of interest expense was \$21.58 for 3Q13. Excludes negative fair value adjustments on structured liabilities of \$152MM and net DVA losses of \$292MM.

# 3Q13 Results

### Summary Income Statement (\$B except EPS) 1

2.3	440.5	Previously announced items (\$B) EPS Impact
Net interest income <sup>2,3</sup>	\$10.5	FVO/DVA (\$0.4)
Noninterest income	11.3	\$0.02
Total revenue, net of interest expense 2,3	21.7	Gain on sale of CCB shares \$0.8
Noninterest expense	16.4	
Pre-tax, pre-provision earnings <sup>2</sup>	5.4	
Provision for credit losses	0.3	
Income before income taxes	5.1	
Income tax expense 2,3	2.6	Impact of U.K. corporate income tax rate reduction \$1.1 (\$0.10)
Net income	\$2.5	Theome tax rate reduction 31.1
Diluted earnings per share	\$0.20	
Average diluted common shares (in billions)	11.5	

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<sup>&</sup>lt;sup>1</sup> Amounts may not total due to rounding.
<sup>2</sup> FTE basis. Represents a non-GAAP financial measure.
<sup>3</sup> Represents a non-GAAP financial measure. On a GAAP basis, net interest income; total revenue, net of interest expense; and income tax expense were \$10.3B, \$21.5B and \$2.3B for 3Q13, respectively. For reconciliations of these measures to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

## **Balance Sheet Highlights**

\$ in billions, except for share amounts; end of period balances except as noted	3Q13		2Q13		3Q12	
Balance Sheet						
Total assets	\$2,126.7		\$2,123.3		\$2,166.2	
Total loans and leases	934.4		921.6		893.0	
Total deposits	1,110.1		1,080.8		1,063.3	
Long-term debt	255.3		262.5		286.5	
Preferred stock	13.3		14.2		18.8	
Per Share Data						
Tangible book value per common share <sup>1</sup>	\$13.62		\$13.32		\$13.48	
Book value per common share	20.50		20.18		20.40	
Common shares outstanding (in billions)	10.68		10.74		10.78	
Capital						
Tangible common shareholders' equity <sup>1</sup>	\$145.5		\$143.1		\$145.3	
Tangible common equity ratio <sup>1</sup>	7.08	%	6.98	%	6.95	9
Common shareholders' equity	\$219.0		\$216.8		\$219.8	
Common equity ratio	10.30	%	10.21	%	10.15	9
Returns						
Return on average assets	0.47	%	0.74	%	0.06	9
Excluding U.K. tax charge <sup>2</sup>	0.68		0.74		0.21	
Return on average common shareholders' equity	4.06		6.55		n/m	1
Excluding U.K. tax charge <sup>2</sup>	6.13		6.55		1.38	
Return on average tangible common shareholders' equity 1	6.15		9.88		n/m	1
Excluding U.K. tax charge 2	9.28		9.88		2.11	

- Total loans and leases grew for the fifth consecutive quarter to \$934.4B in 3Q13
  - Continued commercial loan growth drove the overall increase
  - Consumer loans, excluding mortgages and home equity, grew modestly for the second consecutive quarter after four years of decline
- Increased period-end deposits to a record \$1.1T
- Reduced long-term debt by \$7.1B and retired \$0.9B of preferred stock during 3Q13
- Tangible book value per share increased to \$13.62 1, while tangible common equity ratio exceeded 7%  $^{\rm 1}$ 
  - Increase driven primarily by earnings, as well as a \$0.9B improvement in accumulated other comprehensive income (AOCI)
- Returned \$0.9B of capital through 60MM common share repurchases; authorized to repurchase an additional \$3.1B through 1Q14

Represents a non-GAAP financial measure. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information. Represents a non-GAAP financial measure. The impact of the U.K. corporate income tax rate reduction was \$1.18 and \$0.88 for 3Q13 and 3Q12. n/m = not meaningful.



## **Regulatory Capital**

\$ in billions	3Q13	2Q13	1Q13
Basel 1 1			
Tier 1 common capital	\$142.8	\$139.5	\$136.1
Risk-weighted assets	1,289.4	1,288.2	1,298.2
Tier 1 common capital ratio	11.08 %	10.83 %	10.49 %

Basel 3 (fully phased-in under Adv	anced Approach) 2		
Tier 1 common capital	\$131.8	\$125.8	\$128.8
Risk-weighted assets	1,326.6	1,310.4	1,353.6
Tier 1 common ratio	9.94 %	9.60 %	9.52 %

Final or Proposed Capital Requirements	BAC 3Q13	Proposed Minimum		Exceeds Minimum
Basel 3 Tier 1 Common Ratio 2,3	9.9 %	8.5 %	2019	<b>√</b>
Bank Holding Company Supplementary Leverage Ratio <sup>4</sup>	>5.0 %	5.0 %	2018	<b>√</b>
Bank Supplementary Leverage Ratio 4	>6.0 %	6.0 %	2018	✓

#### Basel 1 1

Tier 1 common capital ratio grew to 11.08%, up 25bps from 2Q13

#### Basel 3 (fully phased-in under Advanced Approach) 2

 Estimated Tier 1 common capital increased \$6.0B from 2Q13, and Tier 1 common ratio improved to 9.94%, up 34bps from 2Q13

#### Proposed Supplementary Leverage Ratio 4

 In connection with the July 2013 U.S. NPR, we estimate our bank holding company to now be above the 5% proposed minimum and both our primary bank subsidiaries to be in excess of the 6% proposed minimum

<sup>&</sup>lt;sup>4</sup>The supplementary leverage ratio is calculated in accordance with July 2013 proposed U.S. NPR and represents an average of the monthly ratios for the quarter of Tier 1 capital to the sum of on-balance sheet assets and off-balance sheet exposures, including, among other items, derivative and securities financing transactions.



- 1

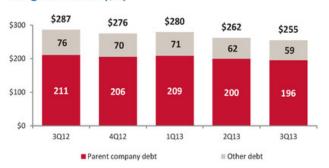
As of January 1, 2013, the Market Risk Final Rule became effective under Basel 1. The Market Risk Final Rule introduces new measures of market risk including a charge related to stressed Value-at-Risk (sVaR), an incremental risk charge and a comprehensive risk measure, as well as other technical modifications. Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C.

<sup>&</sup>lt;sup>2</sup> Based on the Advanced Approach under the final Basel 3 rules issued on July 2, 2013. Represents a non-GAAP financial measure. For important presentation information, see slide 3 and reconciliations on slide 22.

<sup>&</sup>lt;sup>3</sup> 8.5% minimum includes the 2.5% capital conservation buffer, 0% countercyclical buffer and an estimated 1.5% SIFI buffer (based on the Financial Stability Board's "Update of group of global systemically important banks (G-SIBs)" issued on November 1, 2012).

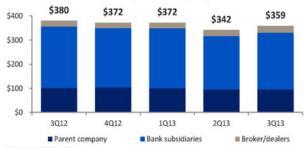
## **Funding and Liquidity**

#### Long-term Debt (\$B)

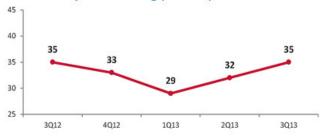


- Long-term debt declined \$7.1B, as maturities continued to outpace issuances, resulting in reduced interest expense
  - Long-term debt expected to continue to decline in 2014
  - $-\,$  Scheduled parent company debt maturities of \$40B through the end of 2014  $^3$
- Global Excess Liquidity Sources increased \$17B to \$359B from 2Q13, driven primarily by increased deposit levels
  - Parent company liquidity remained strong at \$95B
  - Time to Required Funding <sup>2, 4</sup> increased to 35 months; expected to remain above two years coverage

#### Global Excess Liquidity Sources (\$B) 1,2



#### Time to Required Funding (months) 2,4



<sup>&</sup>lt;sup>1</sup> Global Excess Liquidity Sources include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity from the bank or broker/dealer subsidiaries are subject to certain regulatory restrictions.

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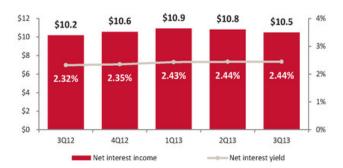
<sup>&</sup>lt;sup>2</sup> Beginning in 3Q13, certain amounts required to collateralize affiliate transactions with our U.S. banks were excluded from parent company liquidity and included in bank liquidity. This change did not have an impact on the Corporation's total Global Excess Liquidity Sources and Time to Required Funding.

<sup>&</sup>lt;sup>3</sup> Parent company debt maturities are defined as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation or Merrill Lynch & Co., Inc.

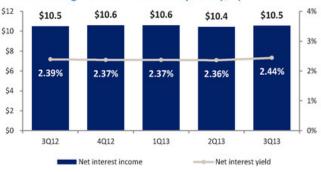
<sup>&</sup>lt;sup>4</sup>Time to Required Funding is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of both Bank of America Corporation and Merrill Lynch & Co., Inc. can be met using only its Global Excess Liquidity Sources without issuing debt or sourcing additional liquidity. For 3Q12 through 3Q13, we have included in the amount of unsecured contractual obligations the \$8.68 liability, including estimated costs, for settlements such as the previously announced BNY Mellon private-label securitization settlement.

## Net Interest Income

#### Reported Net Interest Income (NII) (\$B) 1



#### NII Excluding Market-related Impacts (\$B) 1,2



- Reported NII of \$10.5B, down \$0.3B from 2Q13 as core NII improvements were more than offset by lower market-related impacts
- NII excluding market-related impacts improved \$0.1B from 2Q13 to \$10.5B

#### Benefits from:

- Higher yields on discretionary portfolio and increased commercial loan balances
- Reduction in long-term debt and lower rates paid on deposits

#### Primarily offset by:

- Lower loan yields
- Lower trading-related NII
- The net interest yield excluding market-related impacts increased 8bps to 2.44%, driven by lower average balance sheet levels and reduced funding costs
- We continue to be asset sensitive and positioned for NII to benefit as rates move higher
- Consistent with 2Q13, we expect NII excluding market-related impacts to build over time due to higher reinvestment rates

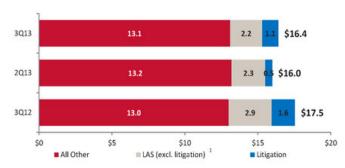
<sup>&</sup>lt;sup>2</sup> NII on a FTE basis excluding market-related impacts represents a non-GAAP financial measure. The difference between reported NII on a FTE basis and adjusted reflects market-related impacts of premium amortization expense and hedge ineffectiveness of \$0.0B, \$0.4B, \$0.3B, \$0.0B and \$(0.3)B for 3Q13, 2Q13, 1Q13, 4Q12 and 3Q12, respectively.



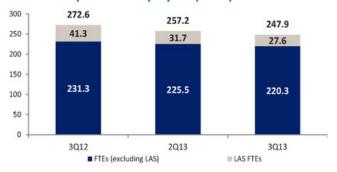
<sup>&</sup>lt;sup>1</sup> FTE basis. NII on a FTE basis represents a non-GAAP financial measure. On a GAAP basis, reported NII was \$10.3B, \$10.5B, \$10.7B, \$10.3B and \$9.9B for 3Q13, 2Q13, 1Q13, 4Q12 and 3Q12, respectively. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

# **Expense Highlights**

#### Noninterest Expense (\$B)



#### Full-time Equivalent Employees (000's)



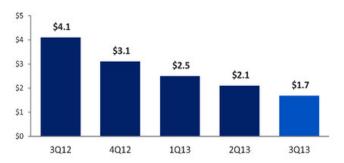
- · New BAC and LAS initiatives remain on track
- Total expenses of \$16.4B declined \$1.1B from 3Q12 on lower litigation and LAS costs
- Compared to 2Q13, expenses increased \$0.4B as savings from cost initiatives and lower revenue-related incentive compensation were more than offset by higher litigation expense
  - Litigation expense of \$1.1B increased \$0.6B from 2Q13, as continued evaluation of legacy exposures led to an addition in reserves.
  - LAS expense, excluding mortgage-related litigation <sup>1</sup>, of \$2.2B declined \$0.1B from 2Q13, and remains on track to be below \$2.0B in 4Q13
  - All other expense declined \$0.1B from 2Q13, driven by New BAC and lower revenue-related incentive compensation, partially offset by accelerated marketing initiatives from 4O13
- FTE employees of 248K were down 9.3K, or 3.6%, from 2Q13, due primarily to reductions in Consumer Real Estate Services and staff associated with consumer delivery network optimization

<sup>&</sup>lt;sup>1</sup>Represents a non-GAAP financial measure. LAS noninterest expense was \$2.5B, \$2.5B and \$3.4B in 3Q13, 2Q13 and 3Q12, respectively. LAS mortgage-related litigation expense was \$336MM, \$215MM and \$450MM in 3Q13, 2Q13 and 3Q12, respectively.

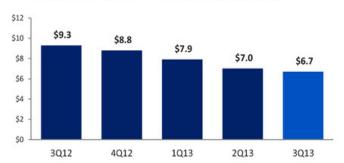


# **Asset Quality Trends Continued to Improve**

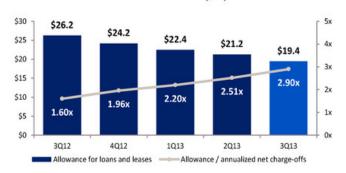
#### Net Charge-offs (\$B) 1



#### Consumer 30+ Days Performing Past Due (\$B) 2



#### Allowance for Loans and Leases (\$B) 3



#### Provision for Credit Losses (\$B)



<sup>1</sup> Net charge-offs exclude write-offs of consumer PCI loans of \$443MM, \$313MM, \$839MM, \$1.18 and \$1.78 for 3Q13, 2Q13, 1Q13, 4Q12 and 3Q12, respectively.

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<sup>&</sup>lt;sup>2</sup> Excludes FHA-insured loans and other loans individually insured under long-term standby agreements.

<sup>3</sup> Allowance/annualized net charge-offs and PCI write-offs were 2.30x, 2.18x, 1.65x, 1.44x and 1.13x, and the allowance (excluding PCI loans)/annualized net charge-offs was 2.42x, 2.04x, 1.76x, 1.51x and 1.17x, which excludes valuation allowance on purchased credit-impaired loans of \$3.2B, \$3.9B, \$4.5B, \$5.5B and \$7.1B for 3Q13, 2Q13, 1Q13, 4Q12 and 3Q12, respectively.

# Consumer & Business Banking (CBB) 1

		Inc/(	Dec)
\$ in millions	3Q13	2Q13	3Q12
Net interest income <sup>2</sup>	\$5,056	\$22	\$232
Noninterest income	2,468	68	31
Total revenue, net of interest expense 2	7,524	90	263
Provision for credit losses	761	(206)	(245)
Noninterest expense	3,980	(198)	(131)
Income tax expense 2	1,004	110	211
Net income	\$1,779	\$384	\$428

Key Indicators (\$ in billions)	3Q13		2Q13		3Q12	
Average deposits	\$522.0		\$522.3	}	\$478.1	
Rate paid on deposits	0.10	%	0.12	%	0.19	%
Average loans and leases	\$165.7		\$163.6		\$169.1	
Client brokerage assets	89.5		84.2		75.9	
Debit card purchase volumes	66.7		67.7		64.1	
Credit card purchase volumes	59.3		58.2		53.8	
U.S. consumer credit card:						
Average outstandings	\$90.0		\$89.7		\$93.3	
New card accounts (MM)	1.05		0.96		0.86	
Net charge-off ratio	3.47	%	4.10	%	4.60	%
Risk-adjusted margin	8.37		8.11		7.66	
Mobile banking customers (MM)	14.0		13.2		11.1	
Number of banking centers	5,243		5,328		5,540	
Return on average allocated capital <sup>3</sup>	23.6	%	18.7	%	-	

- Net income of \$1.8B, up 28% from 2Q13, driven by improved credit costs, reduced expenses and higher revenue
- Provision for credit losses declined due to improved delinquencies
- Noninterest expense improvement driven mostly by delivery network optimization
  - Mobile Banking users of 14MM, up 6% from 2Q13 and 26%
  - Banking centers declined to 5,243, down 2% from 2Q13 and 5% from 3Q12
- Customer activity was highlighted by:
  - Stable average deposit balances of \$522B
  - Increase in client brokerage assets to \$89.5B, up 6% from 2Q13 and 18% from 3Q12, driven by market growth and account flows
  - Growth in average loans and leases, led by loan growth in Dealer Financial Services, up \$2.1B from 2Q13
  - U.S. consumer credit card avg. balances grew \$0.3B to \$90.0B
    - Over 1MM new accounts (highest level since 2008)
    - Increased risk-adjusted margin of 8.37%, driven by historically low net charge-offs
  - Extended small business loans and commitments of approximately \$2.9B in 3Q13, a 33% increase over 3Q12

<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.



<sup>&</sup>lt;sup>1</sup> During 2Q13, consumer Dealer Financial Services results were moved to CBB from Global Banking and prior periods were reclassified to conform to current period presentation.
<sup>2</sup> FTE basis.

# Consumer Real Estate Services (CRES) 1

\$ in millions		Inc/	(Dec)
	3Q13	2Q13	3Q12
Net interest income <sup>2</sup>	\$733	\$34	\$14
Noninterest income	844	(572)	(1,520)
Total revenue, net of interest expense 2	1,577	(538)	(1,506)
Provision for credit losses	(308)	(599)	(571)
Noninterest expense	3,419	25	(761)
Income tax benefit <sup>2</sup>	(534)	99	(31)
Netloss	(\$1,000)	(\$63)	(\$143)

Key Indicators (\$ in billions)	3Q13	2Q13	3Q12
Average loans and leases	\$88.4	\$90.1	\$102.5
Total Corporation home loan originations:			
First mortgage	22.6	25.3	20.3
Home equity	1.8	1.5	0.9
Core production revenue 3	0.5	0.9	0.9
Servicing income	0.6	0.7	1.6
Total servicing portfolio (# loans in MM)	4.7	5.3	7.9
MSR, end of period (EOP)	5.1	5.8	5.1
Capitalized MSR (bps)	82	77	45
Serviced for investors (EOP, in trillions)	0.6	0.8	1.1
LAS Expense (excluding litigation) 4	2.2	2.3	2.9
60+ days delinquent first lien loans (MM)	0.4	0.5	0.9
LAS employees (000's) <sup>5</sup>	32.2	37.9	58.2

- Net loss increased slightly from 2Q13, as LAS cost savings and provision improvement were more than offset by lower mortgage banking income and increased litigation costs
- Total Corporation first-lien retail mortgage originations were \$22.6B, down 11% from 2Q13
  - Mortgage pipeline at the end of 3Q13 was down 59% from 2Q13
- Core production revenue declined \$395MM from 2Q13, due to a 23% reduction in rate lock volumes and lower sale margins
- Servicing income declined \$116MM from 2Q13 as the size of the servicing portfolio continued to decline
- Representations and warranties provision was \$323MM, up from \$197MM in 2Q13, driven by an increase in reserves
- Provision expense was \$599MM lower than in 2Q13, driven by continued portfolio improvement and higher home prices
- LAS expense excluding litigation <sup>4</sup> declined to \$2.2B and is still expected to be below \$2.0B in 4Q13
  - 60+ days delinquent loans serviced dropped by 94K units to 398K in 3Q13 and remains on track to be <375K in 4Q13</li>
  - LAS employees declined for the fourth straight quarter
- Total staffing declined 11% from 2Q13, due primarily to continued reductions in LAS, as well as actions taken in sales and fulfillment as refinance demand slowed

 $<sup>^{\</sup>rm 5}$  Includes other FTEs supporting LAS (contractors and offshore).



<sup>&</sup>lt;sup>1</sup> CRES includes Home Loans and Legacy Assets & Servicing.

<sup>&</sup>lt;sup>2</sup> FTE basis.

 $<sup>^{\</sup>rm 3}$  Core production revenue excludes representations and warranties provision.

<sup>&</sup>lt;sup>4</sup> Represents a non-GAAP financial measure. For more information, see footnote 1 on Slide 10.

# Global Wealth & Investment Management (GWIM)

\$ in millions		Inc/(	Dec)
	3Q13	2Q13	3Q12
Net interest income 1	\$1,478	(\$27)	\$65
Noninterest income	2,912	(82)	242
Total revenue, net of interest expense 1	4,390	(109)	307
Provision for credit losses	23	38	(38)
Noninterest expense	3,248	(24)	133
Income tax expense 1	400	(84)	64
Netincome	\$719	(\$39)	\$148

Key Indicators (\$ in billions)	3Q13	2Q13	3Q12
Liquidity AUM flows	\$2.9	(\$0.7)	(\$1.9)
Long-term AUM flows	10.3	7.7	5.8
Financial Advisors (in thousands) 2	15.6	15.8	16.8
Wealth Advisors (in thousands) 2	16.8	17.0	18.0
Pre-tax margin	25.5 %	27.6 %	22.2 %
Return on average allocated capital 3	28.7	30.6	-

#### Total Client Balances (\$B, EOP)



- Strong third quarter results with revenue of \$4.4B, net income of \$0.7B and pre-tax margin of 25.5%
- · Record asset management fees of \$1.7B
- Lower transactional activity drove a quarterly decline in brokerage fees
- Client balances at post merger record levels; increased \$68B from 2Q13 to \$2.3T, driven by market levels and net inflows
  - Long-term AUM flows of \$10B, up 34% from 2Q13
  - Ending deposit balances increased \$6.5B, or 3%, from 2Q13
  - Record level of period-end loans, up \$2.3B, or 2%, from 2Q13 driven by growth in residential mortgage
- Merrill Lynch and U.S. Trust continue to maintain top-tier rankings with industry-leading platforms

<sup>&</sup>lt;sup>4</sup> Includes margin receivables which are classified in customer and other receivables on the Corporation's Consolidated Balance Sheet.



<sup>&</sup>lt;sup>1</sup> FTE basis.

<sup>&</sup>lt;sup>2</sup> Includes Financial Advisors in CBB of 1,585, 1,587 and 1,457 at 3Q13, 2Q13 and 3Q12, respectively.

<sup>&</sup>lt;sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

# Global Banking<sup>1</sup>

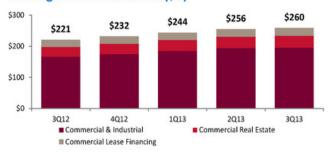
		Inc/(	Dec)
\$ in millions	3Q13	2Q13	3Q12
Net interest income <sup>2</sup>	\$2,201	(\$51)	\$192
Noninterest income	1,808	(78)	31
Total revenue, net of interest expense 2	4,009	(129)	223
Provision for credit losses	322	159	299
Noninterest expense	1,928	72	(8)
Income tax expense 2	625	(202)	(51)
Netincome	\$1,134	(\$158)	(\$17)

Key Indicators (\$ in billions)	3Q13	2Q13	3Q12	
Average loans and leases	\$260.1	\$255.7	\$221.2	8
Average deposits	239.8	227.7	227.4	
Business Lending revenue	1.8	1.9	1.7	
Treasury Services revenue	1.5	1.4	1.4	
Return on average allocated capital <sup>3</sup>	19.6	% 22.6	% -	
Net charge-off ratio	0.05	0.12	0.14	%
Reservable criticized	\$10.1	\$10.6	\$12.3	
Nonperforming assets	0.9	1.1	2.6	

Corporation-wide IB Fees (\$ in millions)	3Q13	2Q13	3Q12
Advisory	\$256	\$262	\$221
Debt	810	987	865
Equity	329	356	279
Gross IB fees (incl. self-led)	1,395	1,605	1,365
Self-led	(98)	(49)	(29)
Net IB fees (excl. self-led)	\$1,297	\$1,556	\$1,336

- Net income of \$1.1B, stable with 3Q12
- Revenue improvement from 3Q12 reflects benefits from strong loan growth and steady investment banking fees
- Corporation-wide IB fees of \$1.3B (excluding self-led)
  - Maintained strong #2 ranking globally with 7.7% mkt share <sup>4</sup>
  - Achieved #1 ranking in Americas with 11.0% mkt share 4
- Provision expense increased due to loan growth
- Average loans and leases increased \$4.4B from 2Q13 to \$260.1B, driven by growth primarily in Commercial Real Estate and Commercial & Industrial
- Average deposits increased \$12.2B from 2Q13 to \$239.8B

#### Average Loans and Leases (\$B)



During 2013, consumer Dealer Financial Services results were moved from Global Banking to CBB and prior periods were reclassified to conform to current period presentation.

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<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

Rankings per Dealogic as of October 1, 2013.

## **Global Markets**

		Inc/(Dec)	
\$ in millions	3Q13	2Q13	3Q12
Net interest income 1	\$975	(\$38)	\$46
Noninterest income (excl. DVA) 2	2,692	(446)	(239)
Total revenue (excl. DVA) 2,3	3,667	(484)	(193)
DVA	(291)	(329)	291
Total revenue, net of interest expense 1	3,376	(813)	98
Provision for credit losses	47	63	16
Noninterest expense	2,884	113	309
Income tax expense 1	1,223	747	275
Netloss	(\$778)	(\$1,736)	(\$502)
Net income (excl. DVA and U.K. tax charge) 2	\$531	(\$403)	(\$341)

Key Indicators (\$ in billions)	3Q13	2Q13	3Q1
Average trading-related assets	\$442.6	\$491.0	\$462.
IB fees	0.6	0.7	0.0
Sales and trading revenue	2.7	3.5	2.
Sales and trading revenue (excl. DVA) 4	3.0	3.5	3.
FICC (excl. DVA) 4	2.0	2.3	2.
Equities (excl. DVA) 4	1.0	1.2	0.
Average VaR (\$ in MM) 5	54	69	5
Return on average allocated capital <sup>6</sup>	n/m	12.8	%
Excluding DVA and U.K. tax charge 2	7.1 %	12.5	

- Net loss of \$0.8B; excluding DVA and U.K. tax charge 2, net income of \$0.5B
- Sales and trading revenue, excluding DVA 2, of \$3.0B declined 8% from 3Q12
  - FICC revenue decreased \$501MM, or 20%, versus 3Q12, driven by lower market volumes on the back of concerns around monetary policy as well as political uncertainty domestically and abroad
  - Equities revenue increased \$255MM, or 36%, versus 3Q12, driven by market share gains, increased market volumes, improved performance in equity derivatives, as well as increased client financing balances
- Noninterest expense included higher litigation-related costs, partially offset by a reduction in operating expenses
- Average trading-related assets were down 4% vs. 3Q12 and average VaR remained relatively flat 5



<sup>2</sup> Represents a non-GAAP financial measure. Net DVA results were losses of \$291MM, gains of \$38MM and losses of \$582MM in 3Q13, 2Q13 and 3Q12, respectively. U.K. tax charges were \$1.18 and \$781MM in 3Q13 and 3Q12.

In addition to sales and trading revenue, Global Markets shares with Global Banking in certain deal economics from investment banking and loan origination activities.

For this presentation, sales and trading revenue excludes DVA gains/losses which represents a non-GAAP financial measure. Net DVA included in fixed income, currency and commodities revenue were losses of \$25MM and losses of \$534MM for 3Q13, 2Q13 and 3Q12, respectively. Net DVA included in equilities revenue were losses of \$25MM and losses of \$48MM for 3Q13, 2Q13 and 3Q12, respectively. <sup>5</sup>VaR model uses historical simulation approach based on three years of historical data and an expected shortfall methodology equivalent to a 99% confidence level. Using a 95% confidence interval, average VaR was \$27MM, \$34MM, and \$29MM for 3Q13, 2Q13 and 3Q12, respectively.

<sup>6</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 3, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information. n/m = not meaningful

## All Other 1

		Inc/(Dec)	
\$ in millions	3Q13	2Q13	3Q12
Total revenue, net of interest expense 2	\$867	\$293	\$1,701
Provision for credit losses	(549)	(370)	(939)
Noninterest expense	930	383	(697)
Income tax benefit 2	(157)	183	1,094
Netincome	\$643	\$97	\$2,243

3Q13	2Q13	3Q12
\$232.5	\$238.9	\$256.1
35.1	33.8	39.3
1.9	2.2	3.7
12.7	14.3	16.0
	\$232.5 35.1 1.9	\$232.5 \$238.9 35.1 33.8 1.9 2.2

- Net income increased from 2Q13, driven by higher equity investment income and lower provision expense, partially offset by increased litigation expense
- · Revenue was impacted by the following selected items:

\$ in millions	3Q13	2Q13	3Q12
FVO on structured liabilities	(\$152)	\$10	(\$1,289)
Equity investment income	1,121	576	172
Gains on sales of debt securities	347	452	328
U.K. payment protection insurance provision <sup>3</sup>	(66)	(29)	(267)

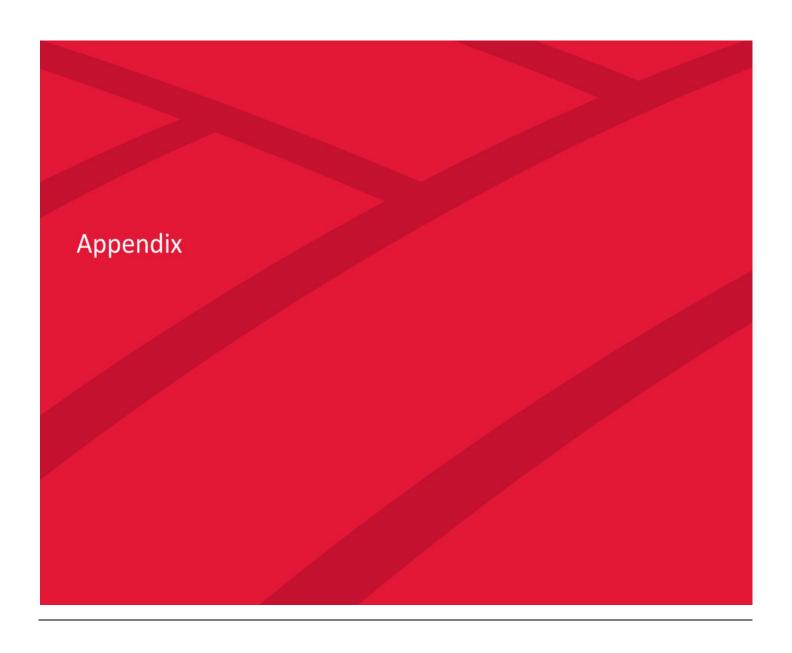
- Provision for credit losses declined \$0.4B from 2Q13 resulting from improvements in the residential mortgage and non-U.S. credit card portfolios
- Noninterest expense increased from 2Q13 driven by higher litigation expense

in the U.K., we previously sold payment protection insurance through our international card services business to credit card and consumer loan customers.



<sup>&</sup>lt;sup>3</sup> All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses, residual expense allocations and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity investments include Global Principal Investments, strategic and certain other investments. All Other includes certain residential mortgage loans that are managed by LAS.

<sup>2</sup> FTE basis.



# Results by Business Segment

		3Q13													
\$ in millions	Total Corporation	СВВ	CRES	GWIM	Global Banking	Global Markets	All Other								
Net interest income 1, 2	\$10,479	\$5,056	\$733	\$1,478	\$2,201	\$975	\$36								
Card income	1,444	1,175	-	73	101	16	79								
Service charges	1,884	1,063	3	20	716	80	2								
Investment and brokerage services	2,995	55	-	2,413	23	480	24								
Investment banking income (loss)	1,297	1	12	77	694	622	(97)								
Equity investment income	1,184	29	22	2	1	9	1,121								
Trading account profits	1,266		1	42	8	1,201	14								
Mortgage banking income (loss)	585	-	774	2		7	(198)								
Gains on sales of debt securities	356		4	-		5	347								
All other income (loss)	253	145	40	283	265	(19)	(461)								
Total noninterest income	11,264	2,468	844	2,912	1,808	2,401	831								
Total revenue, net of interest expense 1,2	21,743	7,524	1,577	4,390	4,009	3,376	867								
Total noninterest expense	16,389	3,980	3,419	3,248	1,928	2,884	930								
Pre-tax, pre-provision earnings (loss) 1	5,354	3,544	(1,842)	1,142	2,081	492	(63)								
Provision for credit losses	296	761	(308)	23	322	47	(549)								
Income (loss) before income taxes	5,058	2,783	(1,534)	1,119	1,759	445	486								
Income tax expense (benefit) 1, 2	2,561	1,004	(534)	400	625	1,223	(157)								
Net income (loss)	\$2,497	\$1,779	(\$1,000)	\$719	\$1,134	(\$778)	\$643								

<sup>&</sup>lt;sup>1</sup> FTE basis. FTE basis for the Total Corporation and pre-tax, pre-provision earnings are non-GAAP financial measures.
<sup>2</sup> For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

# Representations and Warranties Exposure <sup>1</sup> (2004-2008 vintages)

	New Claim Trends (UPB)														
\$ in millions	3Q12		4Q12		1Q13	Т	2Q13	П	3Q13	T	Mix <sup>2</sup>				
Pre 2005	\$73		\$79		\$29		\$49		\$76		3 %				
2005	393		307		220		59		242		10				
2006	1,485		1,566		737		476		883		42				
2007	2,135		1,830		693		618		425		35				
2008	701		490		40		52		154		5				
Post 2008	196		189		129		77		63		5				
New Claims	\$4,983		\$4,461		\$1,848		\$1,331		\$1,843						
% GSEs	54	%	57	%	22	%	40	%	35	%					
Rescinded claims	\$1,877		\$1,131		\$409		\$1,381		\$773						
Approved repurchases	322		468		311		364		286						

	Outstandin	g Claims by	Counterpart	y (UPB)	
\$ in millions	3Q12	4Q12	1Q13	2Q13	3Q13
GSEs	\$12,274	\$13,530	\$1,138	\$1,120	\$1,208
Private	10,559	12,299	13,509	13,986	14,675
Monolines	2,629	2,449	2,488	1,542	1,541
Total	\$25,462	\$28,278	\$17,135	\$16,648	\$17,424

	Original	Outstanding		Reserves	Destruction and a
Counterparty	Balance	Balance		Established 3,4	Commentary 3,5
GSE - FHLMC (CFC)	\$196	\$51		8.1	FHLMC Agreement
GSE - FNMA (LCHL and LBAC)	824	185			FNMA Agreement
GSE All Other	98	22			Reserves established; Included in RPL
Second-lien monoline	81	11			Completed agreements with Assured, Syncora and MBIA
Whole loans sold	55	11			Reserves established
Private label (CFC issued)	409	112			BNY Mellon settlement pending court approval
Private label (non CFC bank issued)	244	48			Reserves established; Included in RPL
Private label (3rd party issued)	176	47			Reserves established; Included in RPL
	\$2,083	\$487	\$21.7	\$14.1	

Exposures identified above relate only to repurchase claims associated with purported representations and warranties breaches. They do not include any exposures associated with related litigation matters; separate foreclosure costs and related costs and assessments; or possible losses related to potential claims for breaches of performance of servicing obligations, potential securities law or fraud claims, potential indemnity or other claims against us, including claims related to loans guaranteed by the FHA. If adverse to us, the aforementioned items could have a material adverse effect on our financial results in future periods.

2 Mix for new claim trends is calculated based on last three quarters.

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<sup>&</sup>lt;sup>3</sup> Level of reserves established and RPL are subject to adjustments in future periods based on a number of factors including ultimate resolution of the BNY Mellon settlement, changes in estimated repurchase rates, economic conditions, home prices, consumer and counterparty behavior, and a variety of judgmental factors.

<sup>\*</sup>Does not include litigation reserves established. In addition, the company currently estimates the RPL could be up to \$48 over accruals at September 30, 2013, unchanged from June 30, 2013. Following the FNMA settlement, the remaining RPL covers principally non-65E exposures.

5 Refer to pages 57-59 of Bank of America's 2012 Form 10-K on file with SEC for additional disclosures.

# Home Loans Asset Quality Key Indicators

	Residential Mortgage <sup>1</sup>								Home Equity									
		30	13	Т		20	13	Т		3Q	13	2Q13						
\$ in millions	As Reported		Excluding Purchased Credit impaired and Full insured Loans		As Reported	- 2	Excluding Purchased Credit- impaired and Fully- insured Loans		As Reported		Excluding Purchased Credi impaired	t-	As Reported		Excluding Purchased Credit- impaired			
Loans end of period	\$253,496		\$144,558		\$253,959		\$143,474		\$96,653		\$89,549		\$100,011		\$92,580			
Loans average	254,651		145,858		256,224		146,284		98,172		90,947		101,708		94,157			
Net charge-offs <sup>2</sup>	\$221		\$221		\$271		\$271		\$302		\$302		\$486		\$486			
% of average loans	0.35	%	0.60	%	0.43	%	0.74 %	5	1.22	%	1.31	%	1.92	%	2.07 %			
Allowance for loan losses	\$4,895		\$3,012		\$6,071		\$3,677		\$5,618		\$4,267		\$6,325		\$4,794			
% of loans	1.93	%	2.08	%	2.39	%	2.56 %	5	5.81	%	4.76	%	6.32	%	5.18 %			
Average refreshed (C)LTV <sup>3</sup>			71				73				75				78			
90%+ refreshed (C)LTV <sup>3</sup>			21	%			23 %	5			32	%			35 %			
Average refreshed FICO			724				721				744				744			
% below 620 FICO			12	%			13 %	5			8	%			8 %			

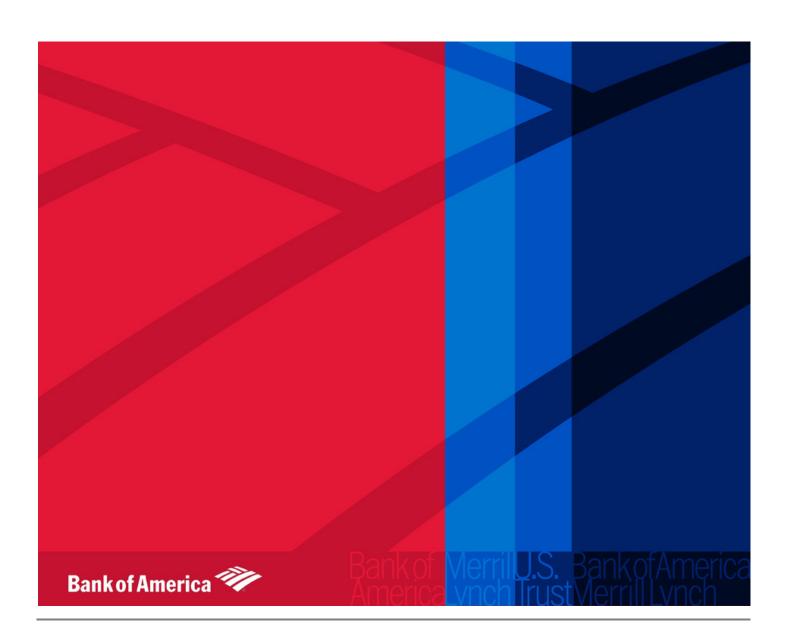
<sup>&</sup>lt;sup>2</sup> Excludes write-offs of consumer PCI loans of \$351MM and \$203MM related to residential mortgage and \$92MM and \$110MM related to home equity for 3Q13 and 2Q13. Net charge-off ratios including the PCI write-offs for residential mortgage were 0.89% and 0.74%, and for home equity were 1.59% and 2.35% for 3Q13 and 2Q13.

3 Loan-to-value (LTV) calculations apply to the residential mortgage portfolio. Combined loan-to-value (CLTV) calculations apply to the home equity portfolio.

# Basel 1 to Basel 3 (Fully Phased-in) 1, 2, 3

\$ in millions	September 30,	June 30,	March 31,
Regulatory Capital – Basel 1 to Basel 3 (fully phased-in)	2013	2013	2013
Basel 1 Tier 1 capital	\$159,008	\$156,689	\$158,677
Deduction of qualifying preferred stock and trust preferred securities	(16,183)	(17,170)	(22,558)
Basel 1 Tier 1 common capital	\$142,825	\$139,519	\$136,119
Deduction of defined benefit pension assets	(935)	(787)	(776)
Change in DTA and other threshold deductions (DTA temporary differences, MSRs and significant investments)	(4,758)	(6,761)	(4,501)
Change in all other deductions, net	(5,319)	(6,125)	(2,032)
Basel 3 (fully phased-in) Tier 1 common capital	\$131,813	\$125,846	\$128,810
Risk-weighted Assets – Basel 1 to Basel 3 (fully phased-in)			
Basel 1 risk-weighted assets	\$1,289,444	\$1,288,159	\$1,298,187
Net change in credit and other risk-weighted assets	37,140	22,276	55,454
Basel 3 (fully phased-in) risk-weighted assets	\$1,326,584	\$1,310,435	\$1,353,641
Tier 1 Common Capital Ratios			
Basel 1	11.08 %	10.83	% 10.49
Basel 3 (fully phased-in)	9.94	9.60	9.52

Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C. For important presentation information, see slide 3.
 Basel 1 includes the Market Risk Final Rule at September 30, 2013, June 30, 2013 and March 31, 2013.
 Basel 3 (fully phased-in) estimates based on the Advanced Approach under final Basel 3 rules issued on July 2, 2013.





# **Supplemental Information Third Quarter 2013**

This information is preliminary and based on company data available at the time of the earnings 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, 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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#### **Consolidated Financial Highlights**

(Dollars in millions, except per share information; shares in thousands)														
			onths En ember 30			Third Quarter		Second Quarter		First Quarter		Fourth Quarter		Third Quarter
		2013		2012	_	2013		2013	2013		_	2012		2012
Income statement														
Net interest income	\$	31,479	\$	30,332	\$	10,266	\$	10,549	\$	10,664	\$	10,324	\$	9,938
Noninterest income		35,975		34,342		11,264		12,178		12,533		8,336		10,490
Total revenue, net of interest expense		67,454		64,674		21,530		22,727		23,197		18,660		20,428
Provision for credit losses		3,220		5,965		296		1,211		1,713		2,204		1,774
Noninterest expense		51,907		53,733		16,389		16,018		19,500		18,360		17,544
Income tax expense (benefit)		4,335		1,520		2,348		1,486		501		(2,636)		770
Net income		7,992		3,456		2,497		4,012		1,483		732		340
Preferred stock dividends		1,093		1,063		279		441		373		365		373
Net income (loss) applicable to common shareholders		6,899		2,393		2,218		3,571		1,110		367		(33
Diluted earnings per common share(1)		0.62		0.22		0.20		0.32		0.10		0.03		0.00
Average diluted common shares issued and outstanding(1)		11,523,649		10,826,503		11,482,226		11,524,510		11,154,778		10,884,921		10,776,173
Dividends paid per common share	\$	0.03	\$	0.03	s	0.01	\$	0.01	\$	0.01	\$	0.01	\$	0.01
Performance ratios														
Return on average assets		0.49 %		0.21%		0.47 %		0.74%		0.27%		0.13 %		0.06
Return on average common shareholders' equity		4.23		1.48		4.06		6.55		2.06		0.67		n/m
Return on average tangible common shareholders' equity(2)		6.40		2.26		6.15		9.88		3.12		1.01		n/m
Return on average tangible shareholders' equity $(2)$		6.67		2.89		6.32		9.98		3.69		1.77		0.84
At period end  Book value per share of common stock	s	20.50	s	20.40	s	20.50	\$	20.18	s	20.19	s	20.24	s	20.40
Tangible book value per share of common stock <sup>2</sup> )	,	13.62	J	13.48	3	13.62	φ	13.32	J	13.36	J	13.36	Þ	13.48
Market price per share of common stock:		13.02		13.40		15.02		15.52		15.50		15.50		13.40
	s	13.80	s	8.83	s	13.80	\$	12.86	\$	12.18	\$	11.61	\$	8.83
Closing price	3	14.95	3	9.93	3	14.95	3	13.83	3	12.18	3		3	9.55
High closing price for the period												11.61		
Low closing price for the period  Market capitalization		11.03		5.80		12.83		11.44		11.03		8.93		7.04
		147,429		95,163		147,429		138,156		131,817		125,136		95,163
Number of banking centers - U.S.		5,243		5,540		5,243		5,328		5,389		5,478		5,540
Number of branded ATMs - U.S.		16,201		16,253		16,201		16,354		16,311		16,347		16,253
Full-time equivalent employees		247,943		272,594		247,943		257,158		262,812		267,190		272,594

<sup>(1)</sup> Due to a net loss applicable to common shareholders for the third quarter of 2012, the impact of antidilutive equity instruments was excluded from diluted earnings per share and average diluted common

n/m = not meaningful

shares.

(2) Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures pages 47-50.)

#### Supplemental Financial Data

(Dollars in millions, except per share information)

#### Fully taxable-equivalent (FTE) basis data (1)

	 Nine Mon Septer		Third Quarter 2013			Second Quarter 2013	First Quarter 2013	Fourth Quarter 2012		Third Quarter 2012
Net interest income	\$ 32,125	\$ 31,002	s	10,479	\$	10,771	\$ 10,875	\$ 10,555	s	10,167
Total revenue, net of interest expense	68,100	65,344		21,743		22,949	23,408	18,891		20,657
Net interest yield <sup>(2)</sup>	2.44 %	2.35%		2.44%		2.44%	2.43 %	2.35 %		2.32%
Efficiency ratio	76.22	82.23		75.38		69.80	83.31	97.19		84.93

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

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

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measuresn pages 47-50.)
(2) Calculation includes fees earned on overnight deposits placed with the Federal Reserve and, beginning in the third quarter and 12, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks of 123 million and \$147 million for thenine months ended September 30, 2013 and 2012 \$550 million, \$40 million and \$40 million and \$48 million for the fourth and third quarters of 2012, respectively. For more information, see Quarterly and Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis on pages 10-11 and 12-13.

#### **Consolidated Statement of Income**

(Dollars in millions, except per share information; shares in thousands)		iths Ended	gra · · · a	C 1	E	F. 0	Thind	
	2013	2012	Third Quarter 2013	Second Quarter 2013	First Quarter 2013	Fourth Quarter 2012	Third Quarter 2012	
Interest income								
Loans and leases	\$ 27,384	\$ 29,514	\$ 9,146	\$ 9,060	\$ 9,178	\$ 9,366	\$ 9,597	
Debt securities	7,302	6,713	2,205	2,548	2,549	2,196	2,062	
Federal funds sold and securities borrowed or purchased under agreements to resell	925	1,173	291	319	315	329	353	
Trading account assets	3,567	3,787	1,049	1,181	1,337	1,307	1,189	
Other interest income	2,130	2,242	691	717	722	773	775	
Total interest income	41,308	43,429	13,382	13,825	14,101	13,971	13,97	
Marie Company								
Interest expense	1.002	1.552	224	266	202	429	40	
Deposits	1,082	1,552	334	366	382	438	484	
Short-term borrowings	2,241	2,717	683	809	749	855	89:	
Trading account liabilities	1,274	1,343	375	427	472	420	418	
Long-term debt	5,232	7,485	1,724	1,674	1,834	1,934	2,243	
Total interest expense	9,829	13,097	3,116	3,276	3,437	3,647	4,038	
Net interest income	31,479	30,332	10,266	10,549	10,664	10,324	9,938	
Noninterest income								
Card income	4,323	4,573	1,444	1,469	1,410	1,548	1,538	
Service charges	5,520	5,780	1,884	1,837	1,799	1,820	1,934	
Investment and brokerage services	9,165	8,504	2,995	3,143	3,027	2,889	2,781	
Investment banking income	4,388	3,699	1,297	1,556	1,535	1,600	1,336	
Equity investment income	2,427	1,371	1,184	680	563	699	238	
Trading account profits	6,193	5,078	1,266	1,938	2,989	792	1,23	
Mortgage banking income (loss)	3,026	5,290	585	1,178	1,263	(540)	2,01	
Gains on sales of debt securities	881	1,491	356	457	68	171	339	
Other income (loss)	72	(1,392)	260	(76)	(112)	(642)	(928	
Other-than-temporary impairment losses on available-for-sale debt securities:								
Total other-than-temporary impairment losses	(21)	(70)	(8)	(5)	(14)	(1)	(9	
Less: Portion of other-than-temporary impairment losses recognized in other comprehensive income	1	18	1	1	5			
Net impairment losses recognized in earnings on available-for-sale debt securities	(20)	(52)	(7)	(4)	(9)	(1)	(6	
Total noninterest income	35,975	34,342	11,264	12,178	12,533	8,336	10,490	
Total revenue, net of interest expense	67,454	64,674	21,530	22,727	23,197	18,660	20,428	
Provision for credit losses	3,220	5,965	296	1,211	1,713	2,204	1,774	
Noninterest expense								
Personnel	26,732	27,348	8,310	8,531	9,891	8,300	8,431	
Occupancy	3,359	3,419	1,096	1,109	1,154	1,151	1,160	
Equipment	1,620	1,718	538	532	550	551	561	
Marketing	1,377	1,393	511	437	429	480	479	
Professional fees	2,045	2,578	702	694	649	996	873	
Amortization of intangibles	820	955	270	274	276	309	31:	
Data processing	2,370	2,188	779	779	812	773	640	
Telecommunications	1,217	1,227	397	411	409	433	410	
Other general operating	12,367	12,907	3,786	3,251	5,330	5,367	4,67	
Total noninterest expense	51,907	53,733	16,389	16,018	19,500	18,360	17,544	
Income (loss) before income taxes	12,327	4,976	4,845	5,498	1,984	(1,904)	1,110	
Income tax expense (benefit)	4,335	1,520	2,348	1,486	501	(2,636)	770	
Net income	\$ 7,992	\$ 3,456	\$ 2,497	\$ 4,012	\$ 1,483	\$ 732	\$ 340	
Preferred stock dividends  Net income (loss) applicable to common shareholders	1,093 \$ 6,899	1,063 \$ 2,393	\$ 2,218	\$ 3,571	\$ 1,110	\$ 365 \$ 367	\$ (33	
Per common share information	0.00	6 0.22	6 031	6 622	6 010	6 003	9 00	
Earnings	\$ 0.64	\$ 0.22	\$ 0.21	\$ 0.33	\$ 0.10	\$ 0.03	\$ 0.00	
Diluted earnings	0.62	0.22	0.20	0.32	0.10	0.03	0.00	
Dividends paid	0.03	0.03	0.01	0.01	0.01	0.01	0.0	
Average common shares issued and outstanding	10,764,216	10,735,461	10,718,918	10,775,867	10,798,975	10,777,204	10,776,173	

(1) Due to a net loss applicable to common shareholders for the third quarter of 2012, the impact of antidilutive equity instruments was excluded from diluted earnings per share and average diluted common shares.

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

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

# Consolidated Statement of Comprehensive Income

(Dollars in millions)							
		ths Ended nber 30	Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2013	2012	2013	2013	2013	2012	2012
Net income	\$ 7,992	\$ 3,456	\$ 2,497	\$ 4,012	\$ 1,483	\$ 732	\$ 340
Other comprehensive income (loss), net-of-tax:							
Net change in available-for-sale debt and marketable equity securities	(5,770)	2,971	(631)	(4,233)	(906)	(1,169)	2,365
Net change in derivatives	365	535	180	13	172	381	234
Employee benefit plan adjustments	1,513	1,106	1,380	48	85	(1,171)	75
Net change in foreign currency translation adjustments	(134)	14	(43)	(49)	(42)	(27)	15
Other comprehensive income (loss)	(4,026)	4,626	886	(4,221)	(691)	(1,986)	2,689
Comprehensive income (loss)	\$ 3,966	\$ 8,082	\$ 3,383	\$ (209)	\$ 792	\$ (1,254)	\$ 3,029

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

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

#### **Consolidated Balance Sheet**

(Dollars in millions)		Sep	tember 30 2013	June 30 2013	September 30 2012
Assets			2015	 2013	 2012
Cash and cash equivalents		s	121,233	\$ 98,828	\$ 106,415
Time deposits placed and other short-term investments			14,449	12,916	15,950
Federal funds sold and securities borrowed or purchased under agreements to resell			212,007	224,168	234,034
Trading account assets			201,206	191,234	201,086
Derivative assets			53,161	56,772	57,865
Debt securities:					
Carried at fair value			266,349	281,481	322,051
Held-to-maturity, at cost			54,649	54,922	39,898
Total debt securities			320,998	336,403	361,949
Loans and leases			934,392	921,570	893,035
Allowance for loan and lease losses			(19,432)	(21,235)	(26,233)
Loans and leases, net of allowance			914,960	900,335	866,802
Premises and equipment, net			10,703	10,836	12,436
Mortgage servicing rights (includes \$5,058, \$5,827 and \$5,087 measured at fair value)			5,068	5,839	5,242
Goodwill			69,891	69,930	69,976
Intangible assets			5,843	6,104	7,030
Loans held-for-sale			15,001	14,549	16,436
Customer and other receivables			60,065	67,526	66,341
Other assets			122,068	127,880	144,600
Total assets		s	2,126,653	\$ 2,123,320	\$ 2,166,162
Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable	interest entities)				
Trading account assets		s	8,743	\$ 6,507	\$ 9,959
Derivative assets			199	173	546
Loans and leases			109,996	113,045	125,043
Allowance for loan and lease losses			(2,962)	(3,157)	 (3,811)
Loans and leases, net of allowance			107,034	109,888	121,232
Loans held-for-sale			1,875	1,876	2,165
All other assets			4,314	3,927	3,754
Total assets of consolidated variable interest entities		s	122,165	\$ 122,371	\$ 137,656

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

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

#### **Consolidated Balance Sheet (continued)**

(Dollars in millions)				
		September 30 2013	June 30 2013	September 30 2012
Liabilities				 
Deposits in U.S. offices:				
Noninterest-bearing	s	374,284	\$ 352,447	\$ 362,646
Interest-bearing		657,477	654,370	625,200
Deposits in non-U.S. offices:				
Noninterest-bearing		7,394	6,920	6,667
Interest-bearing		70,963	67,046	68,794
Total deposits		1,110,118	1,080,783	1,063,307
Federal funds purchased and securities loaned or sold under agreements to repurchase		226,274	232,609	273,900
Trading account liabilities		82,713	82,381	72,179
Derivative liabilities		44,568	48,532	51,369
Short-term borrowings		40,769	46,470	35,291
Accrued expenses and other liabilities (includes\$480, \$474 and \$518 of reserve for unfunded lending commitments)		134,598	139,033	144,976
Long-term debt		255,331	262,480	286,534
Total liabilities		1,894,371	1,892,288	1,927,556
Shareholders' equity				
Preferred stock, \$0.01 par value; authorized -100,000,000 shares; issued and outstanding - 3,407,790, 3,445,843 and 3,685,410 shares		13,315	14,241	18,768
Common stock and additional paid-in capital, \$0.01 par value; authorized <b>-12,800,000,000</b> shares; issued and outstanding -10,683,282,112, 10,743,097,956 and 10,777,267,465 shares		156,371	157,192	158,066
Retained earnings		69,419	67,308	62,583
Accumulated other comprehensive income (loss)		(6,823)	(7,709)	(811)
Total shareholders' equity		232,282	231,032	238,606
Total liabilities and shareholders' equity	s	2,126,653	\$ 2,123,320	\$ 2,166,162
Liabilities of consolidated variable interest entities included in total liabilities above				
Short-term borrowings	s	2,180	\$ 1,421	\$ 3,872
Long-term debt		24,481	25,946	38,055
All other liabilities		382	390	625
Total liabilities of consolidated variable interest entities	s	27,043	\$ 27,757	\$ 42,552

#### **Capital Management**

(Dollars in millions)						
		Third Quarter 2013	 Second Quarter 2013	First Quarter 2013	 Fourth Quarter 2012	 Third Quarter 2012
Risk-based capital (1, 2):						
Tier 1 common capital	s	142,825	\$ 139,519	\$ 136,119	\$ 133,403	\$ 136,406
Tier 1 capital		159,008	156,689	158,677	155,461	163,063
Total capital		198,001	196,752	201,211	196,680	205,172
Risk-weighted assets (3)		1,289,444	1,288,159	1,298,187	1,205,976	1,195,722
Tier 1 common capital ratio(3, 4)		11.08%	10.83%	10.49%	11.06%	11.41%
Tier 1 capital ratio		12.33	12.16	12.22	12.89	13.64
Total capital ratio		15.36	15.27	15.50	16.31	17.16
Tier 1 leverage ratio		7.79	7.49	7.49	7.37	7.84
Tangible equity ratio <sup>(5)</sup>		7.73	7.67	7.78	7.62	7.85
Tangible common equity ratio <sup>(5)</sup>		7.08	6.98	6.88	6.74	6.95

<sup>(1)</sup> Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-

#### Basel 1 to Basel 3 (fully phased-in) Reconciliation (1, 2)

(Dollars in millions)							
	Se	eptember 30 2013	June 30 2013	March 31 2013	 December 31 2012	S	eptember 30 2012
Regulatory capital – Basel 1 to Basel 3 (fully phased-in)							
Basel 1 Tier 1 capital	s	159,008	\$ 156,689	\$ 158,677	\$ 155,461	\$	163,063
Deduction of qualifying preferred stock and trust preferred securities		(16,183)	(17,170)	(22,558)	(22,058)		(26,657)
Basel 1 Tier 1 common capital		142,825	139,519	136,119	133,403		136,406
Deduction of defined benefit pension assets		(935)	(787)	(776)	(737)		(1,709)
Change in deferred tax assets and threshold deductions (deferred tax asset temporary differences, mortgage servicing rights and significant investments)		(4,758)	(6,761)	(4,501)	(3,020)		(1,102)
Change in all other deductions, net		(5,319)	 (6,125)	 (2,032)	 (1,020)		1,040
Basel 3 (fully phased-in) Tier 1 common capital	s	131,813	\$ 125,846	\$ 128,810	\$ 128,626	\$	134,635
Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)							
Basel 1 risk-weighted assets	S	1,289,444	\$ 1,288,159	\$ 1,298,187	\$ 1,205,976	\$	1,195,722
Net change in credit and other risk-weighted assets		37,140	22,276	55,454	103,085		216,244
Increase due to Market Risk Final Rule			 _	 _	 81,811		88,881
Basel 3 (fully phased-in) risk-weighted assets	S	1,326,584	\$ 1,310,435	\$ 1,353,641	\$ 1,390,872	\$	1,500,847
Tier 1 common capital ratios							
Basel 1		11.08%	10.83%	10.49%	11.06%		11.41%
Basel 3 (fully phased-in)		9.94	9.60	9.52	9.25		8.97

<sup>9</sup>C.

(2) Basel 1 includes the Market Risk Final Rule for the third, second and first quarters of 2013 (Basel 1- 2013 Rules). Basel 1 did not include the Market Risk Final Rule for the fourth and third quarters of

<sup>2012.
(3)</sup> On a pro-forma basis, under the Basel 1–2013 Rules, fourth quarter 2012 risk-weighted assets and the Tier 1 common capital ratio would have been \$1,284,799 million and 10.38

percent.

(4) Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted

assets.

(5) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 47-50.)

<sup>(1)</sup> Basel 3 (fully phased-in) estimates are based on the Advanced Approach under the final Basel 3 rules issued on July 2, 2013.
(2) Basel 1 includes the Market Risk Final Rule at September 30, 2013, June 30, 2013 and March 31, 2013. Basel 1 did not include the Market Risk Final Rule at December 31, 2012 and September 30, 2012.

#### Net Interest Income Excluding Trading-related Net Interest Income

		Months Ended ptember 30		Third		Second		First		Fourth			Third Quarter
	2013		2012		2013		2013		2013		2012		2012
\$	32,125	\$	31,002	s	10,479	\$	10,771	\$	10,875	\$	10,555	\$	10,167
	(2,817)		(2,296)		(888)		(919)		(1,010)		(1,012)		(847)
\$	29,308	\$	28,706	\$	9,591	\$	9,852	\$	9,865	\$	9,543	\$	9,320
\$	1,759,939	\$	1,763,600	s	1,710,685	\$	1,769,336	\$	1,800,786	\$	1,788,936	\$	1,750,275
	(476,908)		(438,640)		(446,212)		(487,345)		(497,730)		(482,366)		(446,948)
\$	1,283,031	\$	1,324,960	s	1,264,473	\$	1,281,991	\$	1,303,056	\$	1,306,570	\$	1,303,327
	2.44 %		2.35%		2.44%		2.44%		2.43%		2.35%		2.32%
	0.61		0.54		0.58		0.64		0.62		0.56		0.53
	3.05 %		2.89%		3.02 %		3.08%		3.05%		2.91%		2.85%
	\$	2013  \$ 32,125 (2,817) \$ 29,308  \$ 1,759,939 (476,908) \$ 1,283,031	2013  \$ 32,125	\$ 32,125 \$ 31,002 (2,817) (2,296) \$ 29,308 \$ 28,706 \$ 1,759,939 \$ 1,763,600 (476,908) (438,640) \$ 1,283,031 \$ 1,324,960 \$ 2,44% 2,35% 0,61 0,54	2013 2012  \$ 32,125 \$ 31,002 \$ (2,817) (2,296) \$ \$ 29,308 \$ 28,706 \$ \$ \$ \$ \$ (476,908) (438,640) \$ \$ 1,283,031 \$ 1,324,960 \$ \$ \$ \$ \$ 2.44% 2.35% 0.61 0.54	Quarter 2013   2012   Quarter 2013	Quarter   2013   2012   Quarter   2013	2013         2012         Quarter 2013         Quarter 2013           \$ 32,125         \$ 31,002         \$ 10,479         \$ 10,771           (2,817)         (2,296)         (888)         (919)           \$ 29,308         \$ 28,706         \$ 9,591         \$ 9,852           \$ 1,759,939         \$ 1,763,600         \$ 1,710,685         \$ 1,769,336           (476,908)         (438,640)         (446,212)         (487,345)           \$ 1,283,031         \$ 1,324,960         \$ 1,264,473         \$ 1,281,991           2.44%         2.35%         2.44%         2.44%           0.61         0.54         0.58         0.64	2013         2012         Quarter 2013         Quarter 2013           \$ 32,125         \$ 31,002         \$ 10,479         \$ 10,771         \$ (2,817)         \$ (2,296)         \$ (888)         \$ (919)           \$ 29,308         \$ 28,706         \$ 9,591         \$ 9,852         \$ \$ (476,908)         \$ (438,640)         \$ (446,212)         \$ (487,345)         \$ (476,908)         \$ (438,640)         \$ (1,264,473)         \$ 1,281,991         \$ \$ (487,345)         \$ (487,345) <td< td=""><td>2013         2012         Quarter 2013         <th< td=""><td>Quarter 2013         Quarter 2013&lt;</td><td>2013         2012         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2012           \$ 32,125         \$ 31,002         \$ 10,479         \$ 10,771         \$ 10,875         \$ 10,555           (2,817)         (2,296)         (888)         (919)         (1,010)         (1,012)           \$ 29,308         \$ 28,706         \$ 9,591         \$ 9,852         \$ 9,865         \$ 9,543           \$ 1,759,939         \$ 1,763,600         \$ 1,710,685         \$ 1,769,336         \$ 1,800,786         \$ 1,788,936           (476,908)         (438,640)         (446,212)         (487,345)         (497,730)         (482,366)           \$ 1,283,031         \$ 1,324,960         \$ 1,264,473         \$ 1,281,991         \$ 1,303,056         \$ 1,306,570           2.44%         2.35%         2.44%         2.44%         2.43%         2.35%           0.61         0.54         0.58         0.64         0.62         0.56</td><td>Quarter 2013         Quarter 2013&lt;</td></th<></td></td<>	2013         2012         Quarter 2013         Quarter 2013 <th< td=""><td>Quarter 2013         Quarter 2013&lt;</td><td>2013         2012         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2012           \$ 32,125         \$ 31,002         \$ 10,479         \$ 10,771         \$ 10,875         \$ 10,555           (2,817)         (2,296)         (888)         (919)         (1,010)         (1,012)           \$ 29,308         \$ 28,706         \$ 9,591         \$ 9,852         \$ 9,865         \$ 9,543           \$ 1,759,939         \$ 1,763,600         \$ 1,710,685         \$ 1,769,336         \$ 1,800,786         \$ 1,788,936           (476,908)         (438,640)         (446,212)         (487,345)         (497,730)         (482,366)           \$ 1,283,031         \$ 1,324,960         \$ 1,264,473         \$ 1,281,991         \$ 1,303,056         \$ 1,306,570           2.44%         2.35%         2.44%         2.44%         2.43%         2.35%           0.61         0.54         0.58         0.64         0.62         0.56</td><td>Quarter 2013         Quarter 2013&lt;</td></th<>	Quarter 2013         Quarter 2013<	2013         2012         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2013         Quarter 2012           \$ 32,125         \$ 31,002         \$ 10,479         \$ 10,771         \$ 10,875         \$ 10,555           (2,817)         (2,296)         (888)         (919)         (1,010)         (1,012)           \$ 29,308         \$ 28,706         \$ 9,591         \$ 9,852         \$ 9,865         \$ 9,543           \$ 1,759,939         \$ 1,763,600         \$ 1,710,685         \$ 1,769,336         \$ 1,800,786         \$ 1,788,936           (476,908)         (438,640)         (446,212)         (487,345)         (497,730)         (482,366)           \$ 1,283,031         \$ 1,324,960         \$ 1,264,473         \$ 1,281,991         \$ 1,303,056         \$ 1,306,570           2.44%         2.35%         2.44%         2.44%         2.43%         2.35%           0.61         0.54         0.58         0.64         0.62         0.56	Quarter 2013         Quarter 2013<

<sup>(1)</sup> Net interest income and net interest yield include fees earned on overnight deposits placed with the Federal Reserve and, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks of \$123 million and \$147 million for thenine months ended September 30, 2013 and 2012 \$50 million and \$33 million for thethird, second and first quarters of 2013; and \$42 million and \$48 million for the fourth and third quarters of 2012,

s125 million and s147 million for thenne respectively.

(2) Represents a non-GAAP financial measure.

(3) Calculated on an annualized basis.

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

(Dollars in millions)

	Thir	d Quarter 2013		S	Second Quarter 2013		Third Quarter 2012					
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate			
Earning assets												
Time deposits placed and other short-term investments(1)	\$ 17,256 <b>\$</b>	47	1.07 %	\$ 15,088	\$ 46	1.21%	\$ 15,849	\$ 58	1.47%			
Federal funds sold and securities borrowed or purchased under agreements to resell	223,434	291	0.52	233,394	319	0.55	234,955	353	0.60			
Trading account assets	144,502	1,093	3.01	181,620	1,224	2.70	166,192	1,243	2.98			
Debt securities (2)	327,493	2,211	2.70	343,260	2,557	2.98	355,302	2,068	2.33			
Loans and leases (3):												
Residential mortgage	256,297	2,359	3.68	257,275	2,246	3.49	261,337	2,409	3.69			
Home equity	98,172	930	3.77	101,708	951	3.74	116,308	1,100	3.77			
U.S. credit card	90,005	2,226	9.81	89,722	2,192	9.80	93,292	2,353	10.04			
Non-U.S. credit card	10,633	317	11.81	10,613	315	11.93	13,329	385	11.48			
Direct/Indirect consumer	83,773	587	2.78	82,485	598	2.90	82,635	704	3.39			
Other consumer	1,867	19	3.89	1,756	17	4.17	2,654	40	6.03			
Total consumer	540,747	6,438	4.74	543,559	6,319	4.66	569,555	6,991	4.89			
U.S. commercial	221,542	1,704	3.05	217,464	1,741	3.21	201,072	1,752	3.47			
Commercial real estate	43,164	352	3.24	40,612	340	3.36	36,929	329	3.54			
Commercial lease financing	23,869	204	3.41	23,579	205	3.48	21,545	202	3.75			
Non-U.S. commercial	94,656	528	2.22	89,020	543	2.45	59,758	401	2.67			
Total commercial	383,231	2,788	2.89	370,675	2,829	3.06	319,304	2,684	3.35			
Total loans and leases	923,978	9,226	3.97	914,234	9,148	4.01	888,859	9,675	4.34			
Other earning assets	74,022	677	3.62	81,740	713	3.50	89,118	760	3.40			
Total earning assets <sup>(4)</sup>	1,710,685	13,545	3.15	1,769,336	14,007	3.17	1,750,275	14,157	3.22			
Cash and cash equivalents (1)	113,064	50		104,486	40		122,716	48				
Other assets, less allowance for loan and lease losses	299,681			310,788			300,321					
Total assets	\$ 2,123,430			\$ 2,184,610			\$ 2,173,312					

<sup>(1)</sup> For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.
(2) Yields on debt securities carried at fair value are calculated based on fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.
(3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income were the remninging life of the long.

income over the remaining life of the loan.

(4) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest

	Third Quarter 2013		Second Quarter 2013	1	Third Quarter 2012
Federal funds sold and securities borrowed or purchased under agreements to resell	s	15	\$	13	\$ 23
Debt securities		(2)		(48)	(139)
U.S. commercial		(14)		(27)	(19)
Non-U.S. commercial				(1)	(1)
Net hedge expenses on assets	s	(1)	\$	(63)	\$ (136)

#### Quarterly Average Balances and Interest Rates – Fully Taxable-equivalent Basis (continued)

(Dollars in millions)

(Dollars in millions)													
	 Third Quarter 2013				 S	Quarter 2013		Third Quarter 2012					
	 Average Balance		Interest Income/ Expense	Yield/ Rate	Average Balance		Interest Income/ Expense	Yield/ Rate		Average Balance		Interest Income/ Expense	Yield/ Rate
Interest-bearing liabilities													
U.S. interest-bearing deposits:													
Savings	\$ 43,968	\$	5	0.05 %	\$ 44,897	\$	6	0.05 %	\$	41,581	\$	11	0.10%
NOW and money market deposit accounts	508,136		100	0.08	500,628		107	0.09		465,679		173	0.15
Consumer CDs and IRAs	81,190		116	0.56	85,001		130	0.62		94,140		172	0.73
Negotiable CDs, public funds and other deposits	24,079		25	0.42	22,721		27	0.46		19,587		30	0.61
Total U.S. interest-bearing deposits	657,373		246	0.15	 653,247		270	0.17		620,987		386	0.25
Non-U.S. interest-bearing deposits:													
Banks located in non-U.S. countries	12,789		16	0.47	10,832		17	0.64		13,901		19	0.55
Governments and official institutions	1,041		1	0.25	924		_	0.26		1,019		1	0.31
Time, savings and other	55,446		71	0.52	 55,661		79	0.56		52,157		78	0.59
Total non-U.S. interest-bearing deposits	69,276		88	0.50	67,417		96	0.57		67,077		98	0.58
Total interest-bearing deposits	726,649		334	0.18	720,664		366	0.20		688,064		484	0.28
Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings	279,425		683	0.97	318,028		809	1.02		325,023		893	1.09
Trading account liabilities	84,648		375	1.76	94,349		427	1.82		77,528		418	2.14
Long-term debt	258,717		1,724	2.65	270,198		1,674	2.48		291,684		2,243	3.07
Total interest-bearing liabilities <sup>(1)</sup>	1,349,439		3,116	0.92	1,403,239		3,276	0.94		1,382,299		4,038	1.16
Noninterest-bearing sources:													
Noninterest-bearing deposits	363,962				359,292					361,633			
Other liabilities	179,637				187,016					193,341			
Shareholders' equity	230,392				 235,063					236,039			
Total liabilities and shareholders' equity	\$ 2,123,430				\$ 2,184,610				\$	2,173,312			
Net interest spread				2.23 %				2.23 %					2.06%
Impact of noninterest-bearing sources				0.20				0.20	_				0.25
Net interest income/yield on earning assets(2)		s	10,429	2.43 %	 	\$	10,731	2.43 %			\$	10,119	2.31 %

<sup>(1)</sup> The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased (decreased) interest expense on:

	Third Quarter 2013		Second Quarter 2013	Third Quarter 2012
NOW and money market deposit accounts	\$	_	\$ (1)	<b>s</b> —
Consumer CDs and IRAs		23	21	16
Negotiable CDs, public funds and other deposits		3	4	3
Banks located in non-U.S. countries		2	3	3
Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings		260	259	323
Long-term debt		(844)	(946)	(799)
Net hedge income on liabilities	\$	(556)	\$ (660)	\$ (454)

<sup>(2)</sup> For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.

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

(Dollars in millions)

Earning assets  Time deposits placed and other short-term investments(1)  Federal funds sold and securities borrowed or purchased under agreements to resell  Trading account assets  Debt securities (2)  Loans and leases(3):  Residential mortgage  Home equity  U.S. credit card	Average Balance \$ 16,162 231,379 173,312	2013 Interest Income/ Expense	Yield/ Rate	Average Balance	2012 Interest Income/ Expense	Yield/ Rate
Time deposits placed and other short-term investments(1) Federal funds sold and securities borrowed or purchased under agreements to resell  Trading account assets Debt securities(2) Loans and leases(3): Residential mortgage Home equity U.S. credit card	\$ 16,162 231,379	Income/ Expense	Rate		Income/	
Time deposits placed and other short-term investments(1) Federal funds sold and securities borrowed or purchased under agreements to resell  Trading account assets Debt securities(2) Loans and leases(3): Residential mortgage Home equity U.S. credit card	231,379	\$ 139				Kate
Federal funds sold and securities borrowed or purchased under agreements to resell  Trading account assets  Debt securities (2)  Loans and leases (3):  Residential mortgage  Home equity  U.S. credit card	231,379	\$ 139				
agreements to resell  Trading account assets  Debt securities (2)  Loans and leases (3):  Residential mortgage  Home equity  U.S. credit card			1.15%	\$ 24,877	\$ 187	1.01%
Debt securities (2)  Loans and leases (3):  Residential mortgage  Home equity  U.S. credit card	173 312	925	0.53	234,058	1,173	0.67
Loans and leases (3):  Residential mortgage  Home equity  U.S. credit card	173,312	3,697	2.85	165,407	3,944	3.18
Residential mortgage  Home equity  U.S. credit card	342,278	7,324	2.85	351,348	6,730	2.55
Home equity U.S. credit card						
U.S. credit card	257,392	6,945	3.60	266,716	7,554	3.78
	101,911	2,878	3.77	119,713	3,357	3.74
	90,473	6,667	9.85	95,540	7,168	10.02
Non-U.S. credit card	10,757	961	11.95	13,706	1,189	11.59
Direct/Indirect consumer	82,879	1,805	2.91	85,042	2,238	3.52
Other consumer	1,764	55	4.13	2,612	121	6.23
Total consumer	545,176	19,311	4.73	583,329	21,627	4.95
U.S. commercial	216,610	5,111	3.15	198,618	5,250	3.53
Commercial real estate	41,000	1,018	3.32	37,912	991	3.49
Commercial lease financing	23,662	645	3.63	21,557	690	4.27
Non-U.S. commercial	88,440	1,538	2.33	59,234	1,161	2.62
Total commercial	369,712	8,312	3.01	317,321	8,092	3.41
Total loans and leases	914,888	27,623	4.03	900,650	29,719	4.41
Other earning assets	81,920	2,123	3.46	87,260	2,199	3.37
Total earning assets <sup>(4)</sup>	1,759,939	41,831	3.17	1,763,600	43,952	3.33
Cash and cash equivalents(1)	103,539	123		117,105	147	
Other assets, less allowance for loan and lease losses						
Total assets	309,686	i		304,269		

<sup>(1)</sup> For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.
(2) Yields on debt securities carried at fair value are calculated based on fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.
(3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remninging life of the long.

income over the remaining life of the loan.

(4) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

	2013	2012					
Federal funds sold and securities borrowed or purchased under agreements to resell	\$	39			\$	110	
Debt securities		(172)				(665)	
U.S. commercial		(70)				(51)	
Non-U.S. commercial		(2)				(2)	
Net hedge expenses on assets	\$	(205)			\$	(608)	

#### Year-to-Date Average Balances and Interest Rates – Fully Taxable-equivalent Basis (continued)

(Dollars in millions)

		Nine Months Ended September 30										
		2013	2012									
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate						
Interest-bearing liabilities												
U.S. interest-bearing deposits:												
Savings	\$ 43,937	S 17	0.05%	\$ 41,506	\$ 39	0.12%						
NOW and money market deposit accounts	503,339	324	0.09	461,720	547	0.16						
Consumer CDs and IRAs	84,829	384	0.60	97,003	537	0.74						
Negotiable CDs, public funds and other deposits	22,572	78	0.46	21,273	101	0.63						
Total U.S. interest-bearing deposits	654,677	803	0.16	621,502	1,224	0.26						
Non-U.S. interest-bearing deposits:												
Banks located in non-U.S. countries	11,928	52	0.58	15,666	72	0.62						
Governments and official institutions	956	2	0.25	1,067	3	0.37						
Time, savings and other	55,237	225	0.55	53,206	253	0.63						
Total non-U.S. interest-bearing deposits	68,121	279	0.55	69,939	328	0.63						
Total interest-bearing deposits	722,798	1,082	0.20	691,441	1,552	0.30						
Federal funds purchased, securities loaned or sold under agreements to repurchase and other short-term borrowings	311,486	2,241	0.96	312,376	2,717	1.16						
Trading account liabilities	90,321	1,274	1.89	78,041	1,343	2.30						
Long-term debt	267,582	5,232	2.61	329,320	7,485	3.03						
Total interest-bearing liabilities <sup>(1)</sup>	1,392,187	9,829	0.94	1,411,178	13,097	1.24						
Noninterest-bearing sources:												
Noninterest-bearing deposits	359,207			346,169								
Other liabilities	187,644			192,901								
Shareholders' equity	234,126			234,726								
Total liabilities and shareholders' equity	\$ 2,173,164			\$ 2,184,974								
Net interest spread			2.23 %			2.09 %						
Impact of noninterest-bearing sources			0.20			0.24						
Net interest income/yield on earning assets(2)		\$ 32,002	2.43 %		\$ 30,855	2.33 %						

(1) The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased(decreased) interest expense on:

	2013	2012
NOW and money market deposit accounts	\$ (1)	\$ (1)
Consumer CDs and IRAs	57	72
Negotiable CDs, public funds and other deposits	10	10
Banks located in non-U.S. countries	8	10
Federal funds purchased, securities loaned or sold under agreements to repurchase and other short-term borrowings	779	955
Long-term debt	(2,687)	(2,749)
Net hedge income on liabilities	\$ (1,834)	\$ (1,703)

<sup>(2)</sup> For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation of these deposits. In addition, beginning in the third quarter of 2012, fees earned on deposits, primarily overnight, placed with certain non-U.S. central banks, which are included in the time deposits placed and other short-term investments line in prior periods, have been included in the cash and cash equivalents line. Net interest income and net interest yield are calculated excluding these fees.

#### Debt Securities and Available-for-Sale Marketable Equity Securities

(Dollars in millions) September 30, 2013 Gross Gross Amortized Unrealized Unrealized Cost Gains Losses Value Available-for-sale debt securities 2.872 127 2,971 U.S. Treasury and agency securities (28) \$ Mortgage-backed securities: 170,911 1,311 (3,197) 169,025 Agency Agency-collateralized mortgage obligations 27,187 340 (192) 27,335 Non-agency residential 6,788 239 (98) 6,929 2,751 2,827 (8) Non-U.S. securities 6,217 (12) 6,240 35 Corporate/Agency bonds 1.152 28 (10)1.170 Other taxable securities, substantially all asset-backed securities 13,142 29 13,165 (6) Total taxable securities 231,020 2,193 (3,551) 229,662 5.234 Tax-exempt securities 5,264 (36) Total available-for-sale debt securities 236,284 2,199 (3,587) 234,896 98 31,453 Other debt securities carried at fair value 32,365 (1,010) Total debt securities carried at fair value 268,649 2,297 (4,597) 266,349 Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities 54,649 67 (1,865) 52,851 Total debt securities 323,298 2,364 (6,462) 319,200 Available-for-sale marketable equity securities(1) 119 (5) 114 June 30, 2013 Available-for-sale debt securities U.S. Treasury and agency securities 2,984 144 (29) \$ 3,099 Mortgage-backed securities: 171,486 1,174 (3,476) 169,184 Agency 31 315 32 001 Agency-collateralized mortgage obligations 1.095 (409) Non-agency residential 343 8,026 (130) 3,521 228 3,748 Commercial (1) Non-U.S. securities 6,397 47 (22) 6,422 Corporate/Agency bonds 1,206 33 1,231 Other taxable securities, substantially all asset-backed securities 11,468 24 (10) 11,482 Total taxable securities 236,190 3.088 (4,085) 235.193 Tax-exempt securities (46) 4,961 Total available-for-sale debt securities 241,185 3,100 (4,131) 240,154 158 41.327 42,698 (1.529) Other debt securities carried at fair value Total debt securities carried at fair value 283,883 3,258 (5,660) 281,481 Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities 54,922 10 (2,076) 52,856 Total debt securities 338,805 334.337 3.268 (7,736)\$

#### Other Debt Securities Carried at Fair Value

 $Available \hbox{-for-sale marketable equity securities} \ (1)$ 

(Dollars in millions)	Se	September 30 2013		June 30 2013
Mortgage-backed securities:				
Agency	s	18,626	\$	26,121
Agency-collateralized mortgage obligations		563		1,006
Commercial		758		758
Non-U.S. securities (1)		11,506		13,442
Total	s	31,453	\$	41,327

754

649

(1)

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

1,402

<sup>(1)</sup> Classified in other assets on the Corporation's Consolidated Balance

These securities are used to satisfy certain international regulatory liquidity requirements.

#### **Bank of America Corporation and Subsidiaries Ouarterly Results by Business Segment**

(Dollars in millions)														
					Third	Quarter 2013								
	Total Corporation	Consumer & Business Banking		Consumer Real Estate Services		Global Banking		Global Markets		GWIM		All Other		
Net interest income (FTE basis)	\$ 10,479	\$ 5,056	\$	733	s	2,201	\$	975	s	1,478	\$	36		
Noninterest income	11,264	2,468		844		1,808		2,401		2,912		831		
Total revenue, net of interest expense (FTE basis)	21,743	7,524		1,577		4,009		3,376		4,390		867		
Provision for credit losses	296	761		(308)		322		47		23		(549)		
Noninterest expense	16,389	3,980		3,419		1,928		2,884		3,248		930		
Income (loss) before income taxes	5,058	2,783		(1,534)		1,759		445		1,119		486		
ncome tax expense (benefit) (FTE basis)	2,561	1,004		(534)		625		1,223		400		(157)		
Net income (loss)	\$ 2,497	\$ 1,779	\$	(1,000)	S	1,134	\$	(778)	\$	719	\$	643		
Average														
Total loans and leases	\$ 923,978	\$ 165,707	\$	88,406	s	260,085		n/m	\$	112,752	\$	232,538		
Total assets (1)	2,123,430	583,855		118,226		347,062	\$	602,632		268,611		203,044		
Total deposits	1,090,611	522,023		n/m		239,839		n/m		239,663		35,126		
Period end														
Total loans and leases	\$ 934,392	\$ 167,254	\$	87,586	s	267,165		n/m	s	114,175	\$	229,550		
Total assets (1)	2,126,653	588,627		115,424		373,110	\$	601,139		270,484		177,869		
Total deposits	1,110,118	526,876		n/m		263,121		n/m		241,553		30,705		
		Second Quarter 2013												
	Total Corporation	Consumer & Business Banking		Consumer Real Estate Services		Global Banking		Global Markets		GWIM		All Other		
Net interest income (FTE basis)	\$ 10,771	\$ 5,034	s	699	\$	2,252	\$	1,013	\$	1,505	\$	268		
Noninterest income	12,178	2,400		1,416		1,886		3,176		2,994		306		
Total revenue, net of interest expense (FTE basis)	22,949	7,434		2,115		4,138		4,189		4,499		574		
Provision for credit losses	1,211	967		291		163		(16)		(15)		(179)		
Noninterest expense	16,018	4,178		3,394		1,856		2,771		3,272		547		
Income (loss) before income taxes	5,720	2,289		(1,570)		2,119		1,434		1,242		206		
Income tax expense (benefit) (FTE basis)	1,708	894		(633)		827		476		484		(340)		
Net income (loss)	\$ 4,012	\$ 1,395	\$	(937)	\$	1,292	\$	958	\$	758	\$	546		
Average														
Total loans and leases	\$ 914,234	\$ 163,593	\$	90,114	\$	255,674		n/m	\$	109,589	\$	238,910		
Total assets (1)	2,184,610	584,143		122,276		327,531	\$	656,258		263,735		230,667		
Total deposits	1,079,956	522,259		n/m		227,668		n/m		235,344		33,774		
Period end														
Total loans and leases	\$ 921,570	\$ 164,851	\$	89,257	\$	258,502		n/m	\$	111,785	\$	234,047		
Total assets (1)	2,123,320	587,576		124,032		334,820	\$	608,907		263,867		204,118		
Total deposits	1,080,783	525,099		n/m		229,586		n/m		235,012		34,597		
		Third Quarter 2012												
	Total Corporation	Consumer & Business Banking		Consumer Real Estate Services		Global Banking		Global Markets		GWIM		All Other		
Net interest income (FTE basis)	\$ 10,167	\$ 4,824	\$	719	\$	2,009	\$	929	\$	1,413	\$	273		
Noninterest income (loss)	10,490	2,437		2,364		1,777		2,349	_	2,670	_	(1,107)		
Total revenue, net of interest expense (FTE basis)	20,657	7,261		3,083		3,786		3,278		4,083		(834)		
Provision for credit losses	1,774	1,006		263		23		31		61		390		
Noninterest expense	17,544	4,111		4,180		1,936		2,575		3,115		1,627		
Income (loss) before income taxes	1,339	2,144		(1,360)		1,827		672		907		(2,851)		
income tax expense (benefit) (FTE basis)	999	793		(503)		676		948		336		(1,251)		
Net income (loss)	\$ 340	\$ 1,351	\$	(857)	\$	1,151	\$	(276)	\$	571	\$	(1,600)		
Average														
Total loans and leases	\$ 888,859	\$ 169,092	\$	102,472	\$	221,185		n/m	\$	101,016	\$	256,130		
Total assets (1)	2,173,312	534,191		140,522		326,109	\$	602,095		265,639		304,756		
Total deposits	1,049,697	478,142		n/m		227,421		n/m		241,411		39,266		
Period end														
Total loans and leases	\$ 893,035	\$ 168,296	\$	98,642	\$	226,152		n/m	\$	102,390	\$	252,592		
Total assets (1)	2,166,162	540,419		138,120		325,488	\$	600,154		268,408		293,573		

Total deposits 1,063,307 484,623 n/m 234,912 n/m 243,518 37,555

(1) 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 current period presentation.

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

#### Year-to-Date Results by Business Segment

(Dollars in millions)

(Some in initial)	Nine Months Ended September 30, 2013													
		Total Corporation		onsumer & Business Banking		Consumer Real Estate Services		Global Banking		Global Markets		GWIM		All Other
Net interest income (FTE basis)	\$	32,125	\$	15,103	\$	2,175	s	6,613	\$	3,097	s	4,579	\$	558
Noninterest income		35,975		7,267		3,829		5,564		9,337		8,731		1,247
Total revenue, net of interest expense (FTE basis)		68,100		22,370		6,004		12,177		12,434		13,310		1,805
Provision for credit losses		3,220		2,680		318		634		36		30		(478)
Noninterest expense		51,907		12,315		12,219		5,626		8,729		9,773		3,245
Income (loss) before income taxes		12,973		7,375		(6,533)		5,917		3,669		3,507		(962)
Income tax expense (benefit) (FTE basis)		4,981		2,754		(2,439)		2,210		2,321		1,310		(1,175)
Net income (loss)	\$	7,992	\$	4,621	\$	(4,094)	s	3,707	\$	1,348	s	2,197	\$	213
Average														
Total loans and leases	s	914,888	\$	165,048	\$	90,478	s	253,334		n/m	s	109,499	\$	238,623
Total assets (1)		2,173,164		577,560		122,910		330,985	\$	642,810		271,498		227,401
Total deposits		1,082,005		515,668		n/m		229,941		n/m		242,757		34,814
Period end														
Total loans and leases	\$	934,392	s	167,254	\$	87,586	s	267,165		n/m	\$	114,175	\$	229,550
Total assets (1)		2,126,653		588,627		115,424		373,110	\$	601,139		270,484		177,869
Total deposits		1,110,118		526,876		n/m		263,121		n/m		241,553		30,705
		Total Corporation		onsumer &		Nine Mon Consumer Real Estate Services	ths E	Global Banking	30, 20	Global Markets		GWIM		All Other
Net interest income (FTE basis)	\$	31,002	\$	14,984	\$	2,200	\$	6,036	\$	2,557	\$	4,337	\$	888
Noninterest income (loss)		34,342		7,405		6,076		5,686		8,707		7,987		(1,519)
Total revenue, net of interest expense (FTE basis)		65,344		22,389		8,276		11,722		11,264		12,324		(631)
Provision for credit losses		5,965		3,069		957		(404)		17		154		2,172
Noninterest expense		53,733		12,821		11,583		5,865		8,668		9,524		5,272
Income (loss) before income taxes		5,646		6,499		(4,264)		6,261		2,579		2,646		(8,075)
Income tax expense (benefit) (FTE basis)		2,190		2,398		(1,529)		2,309		1,531		977		(3,496)
Net income (loss)	\$	3,456	\$	4,101	\$	(2,735)	\$	3,952	\$	1,048	\$	1,669	\$	(4,579)
Average														
Total loans and leases	\$	900,650	\$	174,989	\$	105,848	\$	221,629		n/m	\$	99,338	\$	263,310
Total assets (1)		2,184,974		530,154		149,971		318,124	\$	592,967		265,812		327,946
Total deposits		1,037,610		472,190		n/m		217,602		n/m		239,942		45,151
Period end														
Total loans and leases	\$	893,035	\$	168,296	\$	98,642	\$	226,152		n/m	\$	102,390	\$	252,592
Total assets (1)		2,166,162		540,419		138,120		325,488	\$	600,154		268,408		293,573

<sup>(1)</sup> Total assets include asset allocations to match liabilities (i.e., deposits).

n/m = not meaningful

Total deposits

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

1,063,307

484,623

234,912

n/m

37,555

243,518

n/m

# **Consumer & Business Banking Segment Results**

(Dollars in millions)		Nine Mor Septer			Third	Second	First	Fourth	Third
		2013	2012		Quarter 2013	Quarter 2013	Quarter 2013	Quarter 2012	Quarter 2012
Net interest income (FTE basis)	\$	15,103	\$ 14,984	s	5,056	\$ 5,034	\$ 5,013	\$ 4,869	\$ 4,824
Noninterest income:									
Card income		3,568	3,973		1,175	1,186	1,207	1,342	1,340
Service charges		3,111	3,244		1,063	1,035	1,013	1,034	1,101
All other income (loss)		588	188		230	179	179	156	(4)
Total noninterest income		7,267	7,405		2,468	2,400	2,399	2,532	2,437
Total revenue, net of interest expense (FTE basis)		22,370	22,389		7,524	7,434	7,412	7,401	7,261
Provision for credit losses		2,680	3,069		761	967	952	1,078	1,006
Noninterest expense		12,315	12,821		3,980	4,178	4,157	4,174	4,111
Income before income taxes		7,375	6,499		2,783	2,289	2,303	2,149	2,144
Income tax expense (FTE basis)		2,754	2,398		1,004	894	856	703	793
Net income	\$	4,621	\$ 4,101	s	1,779	\$ 1,395	\$ 1,447	\$ 1,446	\$ 1,351
Net interest yield (FTE basis)		3.77 %	4.09%		3.70 %	3.72%	3.89%	3.88%	3.89 %
Return on average allocated capital(1, 2)		20.62	_		23.55	18.68	19.59	_	_
Return on average economic capital (1, 2)		_	23.00		_	_	_	23.46	22.20
Efficiency ratio (FTE basis)		55.05	57.27		52.90	56.19	56.09	56.39	56.62
Balance Sheet									
Average									
Total loans and leases	s	165,048	\$ 174,989	s	165,707	\$ 163,593	\$ 165,845	\$ 167,219	\$ 169,092
Total earning assets (3)		536,193	489,257		542,545	542,697	523,125	499,241	493,200
Total assets (3)		577,560	530,154		583,855	584,143	564,469	540,787	534,191
Total deposits		515,668	472,190		522,023	522,259	502,508	484,086	478,142
Allocated capital (1, 2)		30,000	_		30,000	30,000	30,000	_	
Economic capital (1, 2)		_	23,880		_	_	_	24,561	24,271
Period end									
Total loans and leases	\$	167,254	\$ 168,296	s	167,254	\$ 164,851	\$ 163,820	\$ 169,266	\$ 168,296
Total earning assets (3)		547,187	498,244		547,187	545,685	550,989	513,109	498,244
Total assets (3)		588,627	540,419		588,627	587,576	593,167	554,915	540,419
Total deposits		526,876	484,623		526,876	525,099	530,581	496,159	484,623

<sup>(1)</sup> Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentin connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.
(2) Return on average allocated capital, acquital and return on average economic capital, as applicable. Allocated capital, economic capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
(3) Total carming assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

# Consumer & Business Banking Year-to-Date Results

Consumer	& Dusiness	Danking	T car-to-Date	IXCSUITS
(Dollars in millions)				

	<u> </u>	Nine	Months Ended September 30,	2013
		Total Consumer & Business Banking	Deposits (1)	Consumer Lending (2)
Net interest income (FTE basis)	s	15,103	\$ 7,316	\$ 7,787
Noninterest income:		,	.,,	.,
Card income		3,568	45	3,523
Service charges		3,111	3,111	_
All other income		588	345	243
Total noninterest income	<del>-</del>	7,267	3,501	3,766
Total revenue, net of interest expense (FTE basis)	_	22,370	10,817	11,553
Total Country, net of Interest Capende (T.D. outsin)		22,570	10,017	11,555
Provision for credit losses		2,680	194	2,486
Noninterest expense		12,315	8,303	4,012
Income before income taxes		7,375	2,320	5,055
Income tax expense (FTE basis)		2,754	866	1,888
Net income	<u>s</u>	4,621	\$ 1,454	\$ 3,167
			4 000/	
Net interest yield (FTE basis)		3.77%	1.88%	7.28
Return on average allocated capital (3, 4)		20.62	12.62	29.06
Efficiency ratio (FTE basis)		55.05	76.76	34.72
Balance Sheet				
Average				
Total loans and leases	s	165,048	\$ 22,473	\$ 142,575
Total earning assets (5)		536,193	519,688	143,013
Total assets (5)		577,560	552,429	151,639
Total deposits		515,668	515,190	n/m
Allocated capital (3, 4)		30,000	15,400	14,600
		,	,	,
Period end				
Total loans and leases	\$	167,254	\$ 22,369	\$ 144,885
Total earning assets (5)		547,187	530,658	145,323
Total assets (5)		588,627	563,110	154,311
Total deposits		526,876	526,318	n/m
			Months Ended September 30, 2	
		Total Consumer & Business Banking	Deposits (1)	Consumer Lending (2)
Net interest income (FTE basis)	\$	14,984	\$ 6,834	\$ 8,150
Noninterest income:				
Card income		3,973	46	3,927
Service charges		3,244	3,244	_
All other income (loss)		188	272	(84
Total noninterest income	_			
Total revenue, net of interest expense (FTE basis)		7,405 22,389	3,562 10,396	3,843
Total revenue, net of interest expense (FLE basis)		22,389	10,396	11,993
Provision for credit losses		3,069	412	2,657
Noninterest expense	<u>_</u>	12,821	8,514	4,307
Income before income taxes		6,499	1,470	5,029
Income tax expense (FTE basis)	<u></u>	2,398	542	1,856
Net income	<u>s</u>	4,101	\$ 928	\$ 3,173
Net interest yield (FTE basis)		4.09%	1.92%	7.15
Return on average economic capital (3, 4)		23.00	9.68	38.44
Efficiency ratio (FTE basis)		57.27	81.89	35.92
Balance Sheet				
Average  Total loops and loops	s	174.000	22.505	e 151.00
Total loans and leases	3	174,989	\$ 23,595	\$ 151,394
Total earning assets (5)		489,257	474,197	152,364
Total assets (5)		530,154	507,469	159,989
Total deposits		472,190	471,845	n/m
Economic capital (3, 4)		23,880	12,823	11,057

Nine Months Ended September 30, 2013

Period end			
Total loans and leases	\$ 168,296	\$ 22,920	\$ 145,376
Total earning assets (5)	498,244	485,214	145,883
Total assets (5)	540,419	518,755	154,517
Total deposits	484,623	483,671	n/m

For footnotes see page 20.

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

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

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# **Consumer & Business Banking Quarterly Results**

Consumer	& Dusiness	Dunking	Quarterry	itesuits
(Dollars in millions)				

()			Third Quarter 201	13		
		otal Consumer &				Consumer
Note that the second of the se		usiness Banking	Deposits (1)	455	_	Lending (2)
Net interest income (FTE basis)	s	5,056	\$ 2,	457	S	2,599
Noninterest income:						440
Card income		1,175	_	15		1,160
Service charges		1,063		063		_
All other income		230		126		104
Total noninterest income		2,468		204		1,264
Total revenue, net of interest expense (FTE basis)		7,524	3,	661		3,863
Provision for credit losses		761		96		665
Noninterest expense	<u> </u>	3,980	2,	670		1,310
Income before income taxes		2,783		895		1,888
Income tax expense (FTE basis)		1,004	:	323		681
Net income	<u>s</u>	1,779	S	572	s	1,207
Net interest yield (FTE basis)		3.70 %	1	1.85%		7.17 %
Return on average allocated capital (3, 4)		23.55	14	1.74		32.84
Efficiency ratio (FTE basis)		52.90	72	2.92		33.92
Balance Sheet						
Average						
Total loans and leases	s	165,707	\$ 22,	371	s	143,336
	3	542,545	525,		,	143,771
Total earning assets (5)  Total assets (5)		583,855				
			558,			152,441
Total deposits		522,023	521,			n/m
Allocated capital (3, 4)		30,000	15,	400		14,600
Period end						
Total loans and leases	Š	167,254	s 22,	369	s	144,885
Total earning assets (5)		547,187	530,	658		145,323
Total assets (5)		588,627	563,	,110		154,311
Total deposits		526,876	526,	318		n/m
			Second Quarter 201	13		
	To	otal Consumer &				Consumer Lending (2)
	Bu	usiness Banking	Deposits (1)			
Net interest income (FTE basis)	Br S	susiness Banking 5,034	Deposits (1)	472	\$	2,562
Net interest income (FTE basis)  Noninterest income:			_	472	s	
			_	472	\$	
Noninterest income:		5,034	\$ 2,		\$	2,562
Noninterest income:  Card income		5,034 1,186 1,035	s 2,	15	\$	2,562 1,171
Noninterest income:  Card income  Service charges		5,034 1,186 1,035 179	\$ 2,	15 035 117	s	2,562 1,171 — 62
Noninterest income:  Card income  Service charges  All other income		5,034 1,186 1,035 179 2,400	\$ 2,	15 .035 117 .167	s	2,562 1,171 — 62 1,233
Noninterest income:  Card income  Service charges  All other income  Total noninterest income		5,034 1,186 1,035 179	\$ 2,	15 035 117	S	2,562 1,171 — 62
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)		5,034 1,186 1,035 179 2,400	\$ 2,	15 .035 117 .167	s	2,562 1,171 — 62 1,233
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses		5,034  1,186  1,035  179  2,400  7,434  967	s 2,	15 035 117 .167 639	s	2,562  1,171  62 1,233 3,795
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses		5,034  1,186 1,035 179 2,400 7,434 967	s 2,	15 035 117 .167 639 35	S	2,562  1,171   62  1,233  3,795  932
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes		5,034  1,186 1,035 179 2,400 7,434 967 4,178 2,289	s 2,	15 035 117 167 639 35 812	S	2,562  1,171
Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense (FTE basis)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894	s 2,	15 035 117 167 639 35 812 792		2,562  1,171  62  1,233  3,795  932  1,366  1,497  586
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes		5,034  1,186 1,035 179 2,400 7,434 967 4,178 2,289	s 2,	15 035 117 167 639 35 812	s	2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395	s 2,	15 0035 1117 1167 16639 35 35 8812 792 308 484		2,562  1,171  62  1,233  3,795  932  1,366  1,497  586
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395	\$ 2,	15 035 1117 117 117 117 117 117 117 117 117 1		2,562  1,171  62 1,233 3,795  932 1,366 1,497 586 911
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395  3,72% 18.68	S 2,	15 035 1117 167 1639 35 35 35 1812 7792 3308 484 188% 2.62		2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395	S 2,	15 035 1117 117 117 117 117 117 117 117 117 1		2,562  1,171  62 1,233 3,795  932 1,366 1,497 586 911
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395  3,72% 18.68	S 2,	15 035 1117 167 1639 35 35 35 1812 7792 3308 484 188% 2.62		2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395  3,72% 18.68	S 2,	15 035 1117 167 1639 35 35 35 1812 7792 3308 484 188% 2.62		2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)  Balance Sheet	S	5,034  1,186 1,035 179 2,400 7,434  967  4,178 2,289 894 1,395  3,72% 18.68	s 2,	15 035 1117 167 1639 35 35 35 1812 7792 3308 484 188% 2.62		2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)  Balance Sheet  Average	<u>s</u>	5,034  1,186 1,035 179 2,400 7,434 967 4,178 2,289 894 1,395 3,72% 18.68 56.19	s 2,	15 035 1117 167 639 35 812 792 308 484 484 1.88%	s	2,562  1,171  62  1,233  3,795  932  1,366  1,497  586  911  7,26% 25,07  36,00
Noninterest income: Card income Service charges All other income Total noninterest income Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense (FTE basis) Net income Net interest yield (FTE basis) Return on average allocated capital (3, 4) Efficiency ratio (FTE basis)  Balance Sheet Average Total loans and leases	<u>s</u>	5,034  1,186 1,035 179 2,400 7,434 967 4,178 2,289 894 1,395 3,72% 18.68 56.19	S 2,  1,  1,  3,  5  1,  1,  77	15 035 117 167 639 35 812 792 308 484 484 484 484 434 434	s	2,562  1,171
Noninterest income: Card income Service charges All other income Total noninterest income Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense (FTE basis)  Net income Net interest yield (FTE basis) Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases Total earning assets (5) Total assets (5)	<u>s</u>	5,034  1,186 1,035 179 2,400 7,434 967  4,178 2,289 894 1,395  3,72% 18.68 56.19	\$ 2,	15 035 117 167 6639 35 38 1812 792 3308 484 1.88% 2.62 7.24	s	2,562  1,171
Noninterest income:  Card income  Service charges  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (3, 4)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases  Total learning assets (5)	<u>s</u>	5,034  1,186 1,035 179 2,400 7,434 967  4,178 2,289 894 1,395  3,72% 18.68 56.19	\$ 2,	15 035 117 167 6639 35 38 1812 792 3308 484 1.88% 2.62 7.24	s	2,562  1,171

Period end         164,851         \$ 22,467         \$ 142,384           Total earning assets (5)         545,685         528,738         142,824           Total assets (5)         587,576         561,657         151,796           Total denosits         525,099         523,928         p/m				
Total earning assets (5)         545,685         528,738         142,824           Total assets (5)         587,576         561,657         151,796	Period end			
Total assets (5) 587,576 561,657 151,796	Total loans and leases	\$ 164,851	\$ 22,467	\$ 142,384
	Total earning assets (5)	545,685	528,738	142,824
Total denosits 525,099 523,928 n/m	Total assets (5)	587,576	561,657	151,796
1-1/	Total deposits	525,099	523,928	n/m

For footnotes see page 20

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

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

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# Consumer & Business Banking Quarterly Results (continued)

(Dollars in millions)

			Third Quarter 2012		
	To Bo	tal Consumer & usiness Banking	Deposits (1)		Consumer Lending (2)
Net interest income (FTE basis)	s	4,824	\$ 2,164	\$	2,660
Noninterest income:					
Card income		1,340	15		1,325
Service charges		1,101	1,101		_
All other income (loss)		(4)	91		(95)
Total noninterest income		2,437	1,207	_	1,230
Total revenue, net of interest expense (FTE basis)		7,261	3,371		3,890
Provision for credit losses		1,006	134		872
Noninterest expense		4,111	2,775		1,336
Income before income taxes		2,144	462		1,682
Income tax expense (FTE basis)		793	171		622
Net income	<u>\$</u>	1,351	\$ 291	\$	1,060
Net interest yield (FTE basis)		3.89%	1.79%	6	7.22%
Return on average economic capital (3, 4)		22.20	8.64		39.02
Efficiency ratio (FTE basis)		56.62	82.30		34.37
Balance Sheet					
Average					
Total loans and leases	s	169,092	\$ 23,107	\$	145,985
Total earning assets (5)		493,200	479,952		146,511
Total assets (5)		534,191	512,860		154,594
Total deposits		478,142	477,763		n/m
Economic capital (3, 4)		24,271	13,436		10,835
Period end					
Total loans and leases	S	168,296	\$ 22,920	\$	145,376
Total earning assets (5)		498,244	485,214		145,883
Total assets (5)		540,419	518,755		154,517
Total deposits		484,623	483,671		n/m

<sup>1</sup> During the first quarter of 2013, Business Banking results were moved into Deposits and prior periods were reclassified to conform to current period presentation.
2 During the second quarter of 2013, consumer Dealer Financial Services results were moved into Card Services from Global Banking, As a result, Card Services was renamed Consumer Lending. Prior periods were reclassified to conform to current period presentation.
3 Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments. In connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconditiations - Reconciliations to GAAP Financial Measures on pages 47-50.
4 Return on average allocated capital and return on average economic capital are calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital are vareage economic capital, as applicable. Allocated capital and return on average allocated capital and return on average allocated expenses. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)
5 For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets from All Other to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer & Business Banking.

# **Consumer & Business Banking Key Indicators**

(Dollars in millions)		Nine Mon Septen			Third Quarter		Second Quarter		First Quarter		Fourth Quarter	Third Quarter
		2013	 2012	l	2013		2013		2013		2012	 2012
Average deposit balances												
Checking	s	235,374	\$ 208,044	s	240,037	\$	238,033	\$	227,920	\$	217,811	\$ 212,142
Savings		42,174	39,259		42,365		43,183		40,959		39,121	39,371
MMS		160,675	141,932		164,402		162,432		155,088		148,171	145,592
CDs and IRAs		73,044	78,730		70,888		74,064		74,217		74,589	76,801
Non-U.S. and other		4,401	4,225		4,331		4,547	_	4,324	_	4,394	4,236
Total average deposit balances	<u>\$</u>	515,668	\$ 472,190	<u>s</u>	522,023	\$	522,259	\$	502,508	\$	484,086	\$ 478,142
Deposit spreads (excludes noninterest costs)												
Checking		2.03 %	2.63 %		2.01 %		2.02%		2.06%		2.28%	2.46%
Savings		2.20	2.79		2.21		2.20		2.20		2.48	2.62
MMS		1.05	1.23		1.07		1.05		1.04		1.11	1.16
CDs and IRAs		0.52	0.58		0.51		0.51		0.55		0.57	0.58
Non-U.S. and other		0.98	1.03		0.93		1.00		1.02		0.93	1.02
Total deposit spreads		1.52	1.86		1.52		1.51		1.52		1.66	1.76
Client brokerage assets	S	89,517	\$ 75,852	s	89,517	\$	84,182	\$	82,616	\$	75,946	\$ 75,852
Online banking active accounts (units in thousands)		30,197	29,809		30,197		29,867		30,102		29,638	29,809
Mobile banking active accounts (units in thousands)		13,967	11,097		13,967		13,214		12,641		12,013	11,097
Banking centers		5,243	5,540		5,243		5,328		5,389		5,478	5,540
ATMs		16,201	16,253		16,201		16,354		16,311		16,347	16,253
U.S. credit card												
Loans												
Average credit card outstandings	S	90,473	\$ 95,540	\$	90,005	\$	89,722	\$	91,712	\$	92,849	\$ 93,292
Ending credit card outstandings		90,280	93,162		90,280		90,523		90,047		94,835	93,162
Credit quality												
Net charge-offs	S	2,652	\$ 3,654	S	788	\$	917	\$	947	\$	978	\$ 1,079
		3.92 %	5.11%		3.47 %		4.10%		4.19%		4.19%	4.60%
30+ delinquency	\$	2,112	\$ 2,855	\$	2,112	\$	2,200	\$	2,510	\$	2,748	\$ 2,855
00.17		2.34 %	3.06%		2.34 %	•	2.43%	•	2.79%		2.90%	3.06%
90+ delinquency	\$	1,049 1.16 %	\$ 1,471 1.58%	S	1,049 1.16 %	\$	1,167	\$	1,360 1.51 %	\$	1,437 1.52%	\$ 1,471
Other U.S. credit card indicators												
Gross interest yield		9.85 %	10.02%		9.82 %		9.80%		9.95%		10.01%	10.04%
Risk-adjusted margin		8.29	7.23		8.37		8.11		8.39		8.48	7.66
New account growth (in thousands)		2,912	2,421		1,048		957		906		837	857
Purchase volumes	\$	151,400	\$ 141,872	s	52,823	\$	51,945	\$	46,632	\$	51,628	\$ 48,189
Debit card data												
Purchase volumes	s	199,087	\$ 192,146	s	66,712	\$	67,740	\$	64,635	\$	66,217	\$ 64,121

# **Consumer Real Estate Services Segment Results**

(Dollars in millions; except as noted)										
		Nine Mon Septen			Third	Second		First	Fourth	Third
		2013	2012		Quarter 2013	Quarter 2013		Quarter 2013	Quarter 2012	Quarter 2012
Net interest income (FTE basis)	\$	2,175	\$ 2,200	s	733	\$ 699	\$	743	\$ 729	\$ 719
Noninterest income:										
Mortgage banking income (loss)		3,672	5,836		774	1,411		1,487	(284)	2,188
All other income		157	240		70	5		82	30	176
Total noninterest income (loss)		3,829	6,076		844	1,416		1,569	(254)	2,364
Total revenue, net of interest expense (FTE basis)		6,004	8,276		1,577	2,115		2,312	475	3,083
Provision for credit losses		318	957		(308)	291		335	485	263
Noninterest expense		12,219	11,583		3,419	3,394		5,406	5,607	4,180
Loss before income taxes		(6,533)	(4,264)	-	(1,534)	(1,570)		(3,429)	(5,617)	(1,360)
Income tax benefit (FTE basis)		(2,439)	(1,529)		(534)	(633)		(1,272)	(1,913)	(503)
Net loss	\$	(4,094)	\$ (2,735)	\$	(1,000)	\$ (937)	\$	(2,157)	\$ (3,704)	\$ (857)
Net interest yield (FTE basis)		2.84 %	2.36%		2.91 %	2.75%		2.85%	2.66%	2.41%
Balance Sheet										
Average										
Total loans and leases	s	90,478	\$ 105,848	\$	88,406	\$ 90,114	\$	92,963	\$ 96,605	\$ 102,472
Total earning assets		102,498	124,496		99,759	102,086		105,715	109,139	118,909
Total assets		122,910	149,971		118,226	122,276		128,340	131,663	140,522
Allocated capital (1, 2)		24,000	_		24,000	24,000		24,000	_	_
Economic capital (1, 2)		_	14,079		_	_		_	12,474	13,335
Period end										
Total loans and leases	s	87,586	\$ 98,642	s	87,586	\$ 89,257	\$	90,971	\$ 94,660	\$ 98,642
Total earning assets		98,247	112,977		98,247	102,211		105,544	106,974	112,977
Total assets		115,424	138,120		115,424	124,032		129,118	131,059	138,120
Deviced and (in hillions)										
Period end (in billions)		000.4	1.461.0		000.4	0064	•	1.105.0	1 221 6	1.461.0
Mortgage serviced portfolio (3, 4)	s	889.4	\$ 1,461.8	\$	889.4	\$ 986.4	\$	1,185.0	\$ 1,331.8	\$ 1,461.8

<sup>(1)</sup> Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segment on connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.
(2) Allocated capital and economic capital are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)
(3) Includes servicing of residential mortgage loans, home equity lines of credit and home equity loans.
(4) Excludes loans for which servicing transferred to third parties as of September 30, 2013 with an effective mortgage servicing right sales date of October 1, 2013.

# Consumer Real Estate Services Year-to-Date Results (1)

Consumer Real Estate Services 1	Cai-to-Date Results
(Dollars in millions)	

(Dollars in millions)				
		Nine M	Ionths Ended September 30, 20	113
		mer Real Estate rvices	Home Loans	Legacy Assets & Servicing
Net interest income (FTE basis)	s	2,175	\$ 1,020	\$ 1,155
Noninterest income:				
Mortgage banking income		3,672	1,696	1,976
All other income (loss)		157	(23)	180
Total noninterest income		3,829	1,673	2,156
Total revenue, net of interest expense (FTE basis)		6,004	2,693	3,311
Provision for credit losses		318	145	173
Noninterest expense		12,219	2,564	9,655
Loss before income taxes		(6,533)	(16)	(6,517)
Income tax benefit (FTE basis)		(2,439)	(6)	(2,433)
Net loss	\$	(4,094)	\$ (10)	\$ (4,084)
Balance Sheet				
Average				
Total loans and leases	s	90,478	\$ 46,990	\$ 43,488
Total earning assets		102,498	53,180	49,318
Total assets		122,910	53,597	69,313
Allocated capital (2, 3)		24,000	6,000	18,000
Period end				
Total loans and leases	s	87,586	\$ 46,875	\$ 40,711
Total earning assets		98,247	51,248	46,999
Total assets		115,424	51,075	64,349

	 Nine M	fonths Ended September 30, 201	2
	sumer Real Estate Services	Home Loans	Legacy Assets & Servicing
Net interest income (FTE basis)	\$ 2,200 \$	1,013	\$ 1,187
Noninterest income:			
Mortgage banking income	5,836	2,394	3,442
All other income (loss)	 240	(14)	254
Total noninterest income	 6,076	2,380	3,696
Total revenue, net of interest expense (FTE basis)	8,276	3,393	4,883
Provision for credit losses	957	(5)	962
Noninterest expense	11,583	2,447	9,136
Income (loss) before income taxes	(4,264)	951	(5,215)
Income tax expense (benefit) (FTE basis)	 (1,529)	351	(1,880)
Net income (loss)	\$ (2,735)	600	\$ (3,335)
Balance Sheet			
Average			
Total loans and leases	\$ 105,848 \$	50,598	\$ 55,250
Total earning assets	124,496	57,206	67,290
Total assets	149,971	58,204	91,767
Economic capital (2, 3)	14,079	3,683	10,396
Period end			
Total loans and leases	\$ 98,642 \$	48,865	\$ 49,777
Total earning assets	112,977	56,137	56,840
Total assets	138,120	57,336	80,784

For footnotes see page25.

# Consumer Real Estate Services Quarterly Results (1)

Consumer	rear Estat	C DCI TICCS	Quarterry	Itesuits
(Dollars in millions)	1			

Marie   Mar		Total Con	sumer Real Estate		Quarter 2013		
回り、				- I	Iome Loans	Legacy Assets	& Servicing
## 1985	Net interest income (FTE basis)	\$	733	\$	329	s	404
Marie seose	Noninterest income:						
	Mortgage banking income		774		345		429
Tatis intersise, entiralization popular (TETRINS)         LATO         188         2000         100         2007	All other income		70		35		35
Nemes in each state states.         80         10         10         2	Total noninterest income		844		380		464
Resident square         3.48         1.89         2.50           List skilled square         (1.54)         (1.04)         (1.07)           Score the specific list square         3.04)         (1.07)         (1.07)           Norther         2.040         (1.07)         (1.07)           Better square         3.040         (1.07)         (1.07)           Better square         9.040         (1.07)         (1.07)           Botal one square         9.040         (1.07)         (1.07)           Potential         1.020         (1.07)         (1.07)         (1.07)           Botal one square         9.040         (1.07)	Total revenue, net of interest expense (FTE basis)	'	1,577		709		868
Resident square         3.48         1.89         2.50           List skilled square         (1.54)         (1.04)         (1.07)           Score the specific list square         3.04)         (1.07)         (1.07)           Norther         2.040         (1.07)         (1.07)           Better square         3.040         (1.07)         (1.07)           Better square         9.040         (1.07)         (1.07)           Botal one square         9.040         (1.07)         (1.07)           Potential         1.020         (1.07)         (1.07)         (1.07)           Botal one square         9.040         (1.07)							
	Provision for credit losses		(308)		(11)		(297)
beam of the properties o	Noninterest expense		3,419		880		2,539
Note	Loss before income taxes		(1,534)		(160)		(1,374)
Mateur States           A state of the state of	Income tax benefit (FTE basis)		(534)		(61)		(473)
Notes         1 mode and latence         4 mode and forms	Net loss	s	(1,000)	\$	(99)	S	(901)
Notes         1 Materials         8 Materials         4 May 1 May 2							
Total constraints	Balance Sheet						
Teal auoning auoning         99,799         \$2,674         4,088           Teal auoning         11,222         \$2,400         \$6,400         \$1,000           Profesion         2,000         \$1,000							
Total auton	Total loans and leases	s		\$	46,878	S	
Protect or         Fermit or any state of the stat	Total earning assets		99,759		52,074		47,685
Profude and lease         \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Total assets		118,226		52,309		65,917
Total learning saces         S         15.00         45.00	Allocated capital (2, 3)		24,000		6,000		18,000
Total learning saces         \$ 15,860         \$ 46,775         \$ 46,775           Total calculations         98,247         \$ 15,840         \$ 15,875         \$ 46,700           Total calculations         1 10 10 10 10 10 10 10 10 10 10 10 10 10							
Total causing assets         99,37 (15,48)         \$1,58 (15,48)         4,690 (15,48)           Total assets         115,49 (15,48)         \$1,000 (15,48)         \$4,000 (15,48)         \$4,000 (15,48)         \$4,000 (15,48)         \$4,000 (15,48)         \$4,000 (15,48)         \$4,000 (15,48)         \$5,000 (15,48) <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>							
Total sessis         15,000 more realization of Service         15,000 more realization of Service (FI basis)         15,000 more realization of Service (FI basis)         20,000 more realization of Service (FI basis)		\$		\$		S	
Part	Total earning assets						
Net interest income (FTE basis)         8 op         3 day         2 bags sex Sexvicine           Notificers income         1 flat         6 5         7 5           Montage banking income         1 flat         6 5         − 6           All other income         5         5         − 7           Total nomiteres income         1,146         6.99         7,77           Total cevenue, net of interest expense (FTE basis)         2,115         1,003         1,112           Provision for exclit losses         29         6         2,228           Nominerest expense         3,394         86         2,228           Income face ception for the basis         1,537         7         (6,62)           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         8         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30	Total assets		115,424		51,075		64,349
Net interest income (FTE basis)         8 op         3 day         2 bags sex Sexvicine           Notificers income         1 flat         6 5         7 5           Montage banking income         1 flat         6 5         − 6           All other income         5         5         − 7           Total nomiteres income         1,146         6.99         7,77           Total cevenue, net of interest expense (FTE basis)         2,115         1,003         1,112           Provision for exclit losses         29         6         2,228           Nominerest expense         3,394         86         2,228           Income face ception for the basis         1,537         7         (6,62)           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         86         2,228           Income face ception for the basis         3,394         8         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30         30							
Ket interest income (FIE basis)         S 69         5 34         5 89         3 48         2 83         5 89         5 89         5 89         5 89         5 89         5 89         5 89         5 89         5 89         5 89         7 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         8 89         9 89					1.0		
Noninterest income:         Mortgage banking income         1,411         654         757           All other income         5         5         —           Total noninterest income         1,416         659         757           Total revenue, net of interest expense (FTE basis)         2,115         1,003         1,1112           Provision for credit losses         291         64         227           Noninterest expense         3,334         866         2,528           Income (Loss) before income taxes         (1,570)         73         (1,643)           Income (Loss)         6         33         29         662           Net income (Loss)         5         937         3         44         8         981           Balance Steet         3         9         4         9         981         9         9         48,44         9         9         9         48,44         9         9         9         48,44         9         9         9         48,44         9         9         9         48,44         9         9         48,44         9         9         48,44         9         9         48,44         9         9         9         48,44         9 <th></th> <th>Total Con</th> <th>cumer Real Estate</th> <th>Secon</th> <th>d Quarter 2013</th> <th></th> <th></th>		Total Con	cumer Real Estate	Secon	d Quarter 2013		
Mortgage banking income         1,411         654         757           All other income         5         5         —           Total nominterest income         1,416         659         757           Total revenue, net of interest expense (FTE basis)         2,115         1,003         1,112           Proxision for credit losses         291         64         227           Noninterest expense         3,304         866         2,528           Income (loss) before income taxes         (1,570)         73         (1,643)           Income tax expense chenefity (FTE basis)         683         29         468         9(862)           Net income (loss)         5         90,114         \$         46,870         9(81)           Balance Sheet         8         90,114         \$         46,870         \$         43,244           Total cours and lesses         \$         90,114         \$         46,870         \$         43,244           Total carning assets         \$         90,114         \$         46,870         \$         43,244           Period end         \$         90,114         \$         46,870         \$         43,244           Total carning assets         \$         90,10						Legacy Assets	s & Servicing
All other income	Net interest income (FTE basis)		Services	I	Home Loans		
Total nominterest income   1,146   659   757   758			Services	I	Home Loans		
Total revenue, net of interest expense (FTE basis)   2,115	Noninterest income:		Services 699	I	Home Loans 344		355
Provision for credit losses         291         64         227           Noninterest expense         3,394         866         2,528           Income (loss) before income taxes         (1,570)         73         (1,643)           Income tax expense (benefit) (FTE basis)         6633         29         (662)           Net income (loss)         9 (937)         44         9 (981)           Balance Sheet         3         90,114         \$ 46,870         \$ 43,244           Total loans and leases         \$ 90,114         \$ 46,870         \$ 43,244           Total carning assets         102,086         53,739         48,347           Total cassets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,81         \$ 42,366           Total carning assets         \$ 89,257         \$ 46,81         \$ 42,366           Total carning assets         \$ 89,257         \$ 46,81         \$ 42,366	Noninterest income:  Mortgage banking income		699 1,411	I	Home Loans 344 654		355 757
Noninterest expense         3,394         866         2,528           Income (loss) before income taxes         (1,570)         73         (1,643)           Income tax expense (benefit) (FTE basis)         (633)         29         (662)           Net income (loss)         \$ (937)         \$ 44         \$ (981)           Ralance Sheet           Total loans and leases           Total carning assets           102,276         \$ 46,870         \$ 43,244           Total carning assets         102,276         \$ 4,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         \$ 33,571         48,640	Noninterest income:  Mortgage banking income  All other income		699 1,411	I	Home Loans  344  654  5		355 757 —
Noninterest expense         3,394         866         2,528           Income (loss) before income taxes         (1,570)         73         (1,643)           Income tax expense (benefit) (FTE basis)         (633)         29         (662)           Net income (loss)         \$ (937)         \$ 44         \$ (981)           Ralance Sheet           Average           Total carning assets         \$ 90,114         \$ 46,870         \$ 43,244           Total carning assets         102,086         53,739         48,347           Total carning assets         122,276         \$4,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         \$3,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income		699  1,411  5  1,416	I	Home Loans  344  654  5  659		355 757 — 757
Income (loss) before income taxes	Noninterest income:  Mortgage banking income  All other income  Total noninterest income		699  1,411  5  1,416	I	Home Loans  344  654  5  659		355 757 — 757
Income (loss) before income taxes	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)		699  1,411 5 1,416 2,115	I	Home Loans  344  654  5  659  1,003		757 — 757 1,112
Income tax expense (benefit) (FTE basis)         (633)         29         (662)           Net income (loss)         S         (937)         S         44         S         (981)           Balance Sheet           Average           Total loans and leases         \$         90,114         \$         46,870         \$         43,244           Total carning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2.3)         24,000         6,000         18,000           Period end           Total loans and leases         \$         89,257         \$         46,891         \$         42,366           Total carning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)		699  1,411 5 1,416 2,115	I	Home Loans  344  654  5  659  1,003		757 — 757 1,112
Net income (loss)         S         (937)         S         44         S         (981)           Balance Sheet         Average           Total loans and leases         S         90,114         S         46,870         S         43,244           Total earning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2.3)         24,000         6,000         18,000           Period end           Total loans and leases         S         89,257         S         46,891         S         42,366           Total earning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses		699  1,411 5 1,416 2,115	I	654 5 659 1,003		757 — 757 1,112
Balance Sheet           Average         Total loans and leases         \$ 90,114         \$ 46,870         \$ 43,244           Total earning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end         Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total earning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense		699  1,411 5 1,416 2,115 291 3,394	I	Home Loans  344  654  5  659  1,003  64		355 757 757 1,112 227 2,528
Average         Total loans and leases         \$ 90,114         \$ 46,870         \$ 43,244           Total carning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570)	I	Home Loans  344  654  5  659  1,003  64  866  73		355 757 757 1,112 227 2,528 (1,643)
Average         Total loans and leases         \$ 90,114         \$ 46,870         \$ 43,244           Total carning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633)	\$	Home Loans  344  654  5  659  1,003  64  866  73  29	\$	355 757 757 1,112 227 2,528 (1,643) (662)
Total loans and leases         \$ 90,114         \$ 46,870         \$ 43,244           Total earning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total earning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633)	\$	Home Loans  344  654  5  659  1,003  64  866  73  29	\$	355 757 757 1,112 227 2,528 (1,643) (662)
Total earning assets         102,086         53,739         48,347           Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total earning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633)	\$	Home Loans  344  654  5  659  1,003  64  866  73  29	\$	355 757 757 1,112 227 2,528 (1,643) (662)
Total assets         122,276         54,000         68,276           Allocated capital (2,3)         24,000         6,000         18,000           Period end           Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         53,571         48,640	Noninterest income  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633)	\$	Home Loans  344  654  5  659  1,003  64  866  73  29	\$	355 757 757 1,112 227 2,528 (1,643) (662)
Allocated capital (2,3)         24,000         6,000         18,000           Period end         Total loans and leases         \$ 89,257         \$ 46,891         \$ 42,366           Total carning assets         102,211         53,571         48,640	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981)
Period end         S         89,257         \$         46,891         \$         42,366           Total earning assets         102,211         53,571         48,640	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870	<u>s</u>	355 757
Total loans and leases         \$         89,257         \$         46,891         \$         42,366           Total earning assets         102,211         53,571         48,640	Noninterest income:  Mortgage banking income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases Total carning assets	\$	\$\text{Services}\$ 699  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)  90,114 102,086	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347
Total loans and leases         \$         89,257         \$         46,891         \$         42,366           Total earning assets         102,211         53,571         48,640	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases  Total earning assets  Total assets	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)  90,114 102,086 122,276	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739  54,000	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347 68,276
Total earning assets 102,211 53,571 48,640	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases  Total earning assets  Total assets	\$	699  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)  90,114 102,086 122,276	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739  54,000	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347 68,276
	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases  Total earning assets  Total assets  Allocated capital (2, 3)	<u>s</u>	99 1,411 5 1,416 2,115 291 3,394 (1,570) (633) (937) 90,114 102,086 122,276 24,000	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739  54,000  6,000	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347 68,276 18,000
Total assets 124,032 53,674 70,358	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases  Total earning assets  Total assets  Allocated capital (2. 3)	<u>s</u>	99 1,411 5 1,416 2,115 291 3,394 (1,570) (633) (937) 90,114 102,086 122,276 24,000	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739  54,000  6,000	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347 68,276 18,000
	Noninterest income  All other income  Total noninterest income  Total revenue, net of interest expense (FTE basis)  Provision for credit losses  Noninterest expense Income (loss) before income taxes Income tax expense (benefit) (FTE basis)  Net income (loss)  Balance Sheet  Average  Total loans and leases  Total earning assets  Total assets  Allocated capital (2, 3)  Period end Total loans and leases	<u>s</u>	999  1,411 5 1,416 2,115  291  3,394 (1,570) (633) (937)  90,114 102,086 122,276 24,000	<u>s</u>	Home Loans  344  654  5  659  1,003  64  866  73  29  44  46,870  53,739  54,000  6,000	<u>s</u>	355 757 757 1,112 227 2,528 (1,643) (662) (981) 43,244 48,347 68,276 18,000

Third Quarter 2013

For footnotes see page25.

# Consumer Real Estate Services Quarterly Results (1) (continued)

(Dollars in millions) Third Quarter 2012 Total Consumer Real Estate Home Loans Legacy Assets & Servicing Services Net interest income (FTE basis) 719 336 383 Noninterest income: Mortgage banking income 2,188 853 1,335 All other income (loss) 176 (10) 186 1,521 Total noninterest income 2.364 843 Total revenue, net of interest expense (FTE basis) 3,083 1,179 1,904 Provision for credit losses 263 (23) 286 Noninterest expense 4,180 790 3,390 Income (loss) before income taxes (1,360) 412 (1,772) 152 Income tax expense (benefit) (FTE basis) (503) (655) (857) (1,117) 260 Net income (loss) Balance Sheet Average Total loans and leases S 102,472 49,561 52,911 Total earning assets 118,909 62,624 Total assets 140,522 57,371 83,151 Economic capital (2, 3) 13,335 3,879 9,456 Period end Total loans and leases 98,642 48,865 49,777 Total earning assets 112,977 56,137 56,840 Total assets 138,120 57,336 80,784

Consumer Real Estate Services includes Home Loans and Legacy Assets & Servicing. The results of certain mortgage servicing rights activities, including net hedge results, which were previously included in Home Loans, together with any related assets or liabilities used as economic hedges are included in Legacy Assets & Servicing.

(2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

(3) Allocated capital and economic capital are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.)

## **Consumer Real Estate Services Key Indicators**

(Dollars in millions, except as noted)																					
	Nine Months Ended September 30		Third Quarter			Second Quarter			First Quarter			Fourth Quarter				Third Quarter					
		2013	_	_	2012	_	_		2013	_	201	3	_		2013	_		2012	_	 2012	_
Mortgage servicing rights at fair value rollforward:																					
Balance, beginning of period	\$	5,716		\$	7,378			s	5,827	\$	5,	776		\$	5,716		\$	5,087		\$ 5,708	
Net additions (sales)		(1,375)			155				(600)		(	715)			(60)			97		85	
Amortization of expected cash flows(1)		(814)			(1,149)				(240)		(:	260)			(314)			(335)		(346)	
Other changes in mortgage servicing rights fair value(2)		1,531			(1,297)	_			71		1,0	)26			434			867		(360)	_
Balance, end of period	\$	5,058	_	\$	5,087	_		s	5,058	\$	5,	327	_	\$	5,776	_	\$	5,716		\$ 5,087	
			_			<del>-</del> '							_			_			=		_
Capitalized mortgage servicing rights (% of loans serviced for investors)		82	bps		45	bps			82	bps		77	bps		61	bps		55	bps	45	bps
Mortgage loans serviced for investors (in billions)	\$	616		\$	1,142			s	616	\$	7	59		\$	949		\$	1,045		\$ 1,142	
Loan production:																					
Total Corporation (3)																					
First mortgage	\$	71,797		\$	53,558			s	22,601	\$	25,2	76		\$	23,920		\$	21,516		\$ 20,315	
Home equity		4,440			2,623				1,828		1,	196			1,116			962		933	
Consumer Real Estate Services																					
First mortgage	\$	57,611		\$	41,957			s	17,833	\$	20,	09		\$	19,269		\$	16,561		\$ 15,566	
Home equity		3,824			2,067				1,599		1,:	283			942			765		746	
Mortgage banking income (loss)																					
Production income (loss):																					
Core production revenue	\$	2,140		\$	2,774			s	465	\$	8	60		\$	815		\$	986		\$ 944	
Representations and warranties provision		(770)			(984)				(323)		(	197)			(250)			(2,955)		(307)	
Total production income (loss)		1,370	_		1,790	_	_		142	_	(	63	_		565	_		(1,969)	_	637	_
Servicing income:																					
Servicing fees		2,400			3,634				699		7	85			916			1,096		1,089	
Amortization of expected cash flows(1)		(814)			(1,149)				(240)		(:	260)			(314)			(335)		(346)	
Fair value changes of mortgage servicing rights, net of risk management activities used to hedge certain market risks (4)		693			939				167		2	15			311			912		560	
Other servicing-related revenue		23			622				6			8			9			12	_	248	_
Total net servicing income		2,302			4,046	_			632			48			922			1,685		1,551	
Total Consumer Real Estate Services mortgage banking income (loss)		3,672			5,836				774		1,	111			1,487			(284)		2,188	
Other business segments' mortgage banking loss(5)		(646)			(546)				(189)		(:	233)	_		(224)	_		(256)		(169)	
Total consolidated mortgage banking income (loss)	\$	3,026		\$	5,290			s	585	\$	1,	78		\$	1,263		\$	(540)	_	\$ 2,019	_

<sup>(1)</sup> Represents the net change in fair value of the MSR asset due to the recognition of modeled cash flows.

(2) These amounts reflect the changes in modeled mortgage servicing rights fair value primarily due to observed changes in interest rates, volatility, spreads and the shape of the forward swap curve. In addition, these amounts reflect periodic adjustments to the valuation model to reflect changes in the model or reflect changes in the model to reflect changes in the relationship between inputs and their impact on projected cash flows, changes in certain cash flow assumptions such as cost to service and ancillary income per loan, changes in OAS rate inputs and the impact of periodic recalibrations of the model to reflect changes in the relationship between market interest rate spreads and projected cash flows.

(3) In addition to loan production in Consumer Real Estate Services, the remaining first mortgage and home equity loan production is primarily in GWIM.

(4) Includes gains and losses on sales of mortgage servicing rights

rights.

(5) Includes the effect of transfers of mortgage loans from Consumer Real Estate Services to the asset and liability management portfolio included in All Other.

# **Bank of America Corporation and Subsidiaries** Global Banking Segment Results (1)

(Dollars in millions)										
		Nine Mon Septer			Third Quarter	Second Quarter		First Quarter	Fourth Quarter	Third Quarter
		2013	 2012		2013		2013	 2013	 2012	 2012
Net interest income (FTE basis)	\$	6,613	\$ 6,036	\$	2,201	\$	2,252	\$ 2,160	\$ 2,099	\$ 2,009
Noninterest income:										
Service charges		2,103	2,173		716		701	686	694	725
Investment banking income		2,276	1,951		694		792	790	842	662
All other income		1,185	 1,562		398		393	 394	 316	 390
Total noninterest income		5,564	 5,686		1,808		1,886	 1,870	 1,852	 1,777
Total revenue, net of interest expense (FTE basis)		12,177	11,722		4,009		4,138	4,030	3,951	3,786
Provision for credit losses		634	(404)		322		163	149	62	23
Noninterest expense		5,626	5,865		1,928		1,856	1,842	1,753	1,936
Income before income taxes		5,917	6,261		1,759		2,119	2,039	2,136	1,827
Income tax expense (FTE basis)		2,210	2,309		625		827	 758	 744	 676
Net income	<u>s</u>	3,707	\$ 3,952	\$	1,134	\$	1,292	\$ 1,281	\$ 1,392	\$ 1,151
Net interest yield (FTE basis)		3.06%	2.92%		2.86%		3.16%	3.17%	2.85%	2.82%
Return on average allocated capital(2, 3)		21.56	_		19.57		22.55	22.59	_	_
Return on average economic capital (2, 3)		_	27.27		_		_	_	28.97	23.33
Efficiency ratio (FTE basis)		46.20	50.03		48.06		44.87	45.71	44.41	51.14
Balance Sheet										
Average										
Total loans and leases	\$	253,334	\$ 221,629	s	260,085	\$	255,674	\$ 244,068	\$ 232,396	\$ 221,185
Total earnings assets (4)		289,161	276,444		305,376		285,755	276,030	292,999	283,088
Total assets (4)		330,985	318,124		347,062		327,531	318,043	336,332	326,109
Total deposits		229,941	217,602		239,839		227,668	222,120	242,817	227,421
Allocated capital (2, 3)		23,000	_		23,000		23,000	23,000	_	_
Economic capital (2, 3)		_	19,376		_		_	_	19,123	19,639
Period end										
Total loans and leases	\$	267,165	\$ 226,152	s	267,165	\$	258,502	\$ 250,985	\$ 242,340	\$ 226,152
Total earnings assets (4)		330,625	282,873		330,625		292,952	280,104	288,072	282,873
Total assets (4)		373,110	325,488		373,110		334,820	322,039	331,611	325,488
Total deposits		263,121	234,912		263,121		229,586	228,248	243,306	234,912

<sup>(1)</sup> During the second quarter of 2013, the results of consumer Dealer Financial Services, previously reported in an included Banking, were moved to Consumer & Business Banking. Prior periods have been reclassified to conform to current period

<sup>(1)</sup> During the second quarter of 2013, the results of consumer Dealer Financial Services, previously reported this lobal Banking, were moved to Consumer & Business Banking, Prior periods have been reclassified to conform to current period presentation.

(2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmenth connection with the chapte in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For additional information, see Exhibit A: Non-GAAP Reconcilitations to GAAP Financial Measures on pages 47-50.

(3) Return on average allocated capital and return on average economic capital are calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital or average economic capital, as applicable. Allocated capital, economic capital and the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconcilitations - Reconcilitations - Reconcilitations - Reconcilitations are provided as a set allocation to match liabilities (i.e., deposits) and allocated shareholders' equity.

equity.

# **Global Banking Key Indicators**

(Dollars in millions)		Nine Mor Septer	iths En			Third		Second		First	Fourth	Third
		2013		2012		Quarter 2013		Quarter 2013		Quarter 2013	Quarter 2012	Quarter 2012
Investment Banking fees (1)												
Advisory (2)	\$	699	\$	710	s	226	\$	240	\$	233	\$ 285	\$ 207
Debt issuance		1,177		941		343		405		429	450	341
Equity issuance		400		300		125		147		128	107	114
Total Investment Banking fees (3)	\$	2,276	\$	1,951	s	694	\$	792	\$	790	\$ 842	\$ 662
Business Lending												
Corporate	\$	2,590	\$	2,462	s	884	\$	855	\$	851	\$ 739	\$ 765
Commercial		2,956		2,712		960		1,050		946	 909	 916
Total Business Lending revenue	<u>s</u>	5,546	\$	5,174	<u>s</u>	1,844	\$	1,905	\$	1,797	\$ 1,648	\$ 1,681
Treasury Services												
Corporate	\$	2,081	\$	1,945	s	713	\$	702	\$	666	\$ 687	\$ 660
Commercial		2,192		2,256		741		733		718	 732	 741
Total Treasury Services revenue	\$	4,273	\$	4,201	s	1,454	\$	1,435	\$	1,384	\$ 1,419	\$ 1,401
Average deposit balances												
Interest-bearing	\$	70,851	\$	64,447	s	73,699	\$	70,158	\$	68,639	\$ 68,240	\$ 64,690
Noninterest-bearing		159,090		153,155		166,140		157,510		153,481	 174,577	 162,731
Total average deposits	\$	229,941	\$	217,602	s	239,839	\$	227,668	\$	222,120	\$ 242,817	\$ 227,421
Loan spread		1.84 %		1.90%		1.78 %		1.89%		1.86%	1.83 %	1.90%
Provision for credit losses	\$	634	\$	(404)	s	322	\$	163	\$	149	\$ 62	\$ 23
Credit quality (4,5)												
Reservable utilized criticized exposure	\$	10,111	\$	12,297	s	10,111	\$	10,632	\$	10,342	\$ 10,952	\$ 12,297
		3.44 %		4.81%		3.44%		3.73%		3.71%	4.06%	4.81 %
Nonperforming loans, leases and foreclosed properties	s	919	\$	2,647	s	919	\$	1,087	\$	1,643	\$ 2,052	\$ 2,647
		0.35 %		1.19%		0.35%		0.43 %		0.66%	0.86%	1.19%
Average loans and leases by product												
U.S. commercial	\$	127,092	\$	116,326	S	128,602	\$	127,742	\$	124,891	\$ 121,535	\$ 115,992
Commercial real estate		36,909		32,633		39,172		36,684		34,825	33,404	31,939
Commercial lease financing		24,643		23,241		24,853		24,584		24,486	24,057	23,214
Non-U.S. commercial		64,686		49,417		67,455		66,655		59,859	53,392	50,029
Other		4	_	12		3	_	9	_	7	 8	 11
Total average loans and leases	<u>\$</u>	253,334	\$	221,629	\$	260,085	\$	255,674	\$	244,068	\$ 232,396	\$ 221,185
Total Corporation Investment Banking fees												
Advisory (2)	\$	775	\$	764	S	256	\$	262	\$	257	\$ 301	\$ 221
Debt issuance		2,819		2,285		810		987		1,022	1,078	865
Equity issuance		1,008		776		329		356		323	250	279
Total investment banking fees including self-led		4,602		3,825		1,395		1,605		1,602	1,629	1,365
Self-led		(214)		(126)		(98)		(49)		(67)	(29)	(29)
Total Investment Banking fees	\$	4,388	\$	3,699	s	1,297	\$	1,556	\$	1,535	\$ 1,600	\$ 1,336

<sup>(1)</sup> Investment banking fees represent total investment banking fees forGlobal Banking inclusive of self-led deals and fees included within Business

Lending.

(2) Advisory includes fees on debt and equity advisory and mergers and acquisitions.

(3) Investment banking fees represent only the fee component of Global Banking and do not include certain less significant items shared with the Investment Banking Group under internal revenue sharing

<sup>(4)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

(5) Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed

		Nine Months Ended S	September 30, 2013	
	Glob	oal	ι	J.S.
	Product Ranking	Market Share	Product Ranking	Market Share
High-yield corporate debt	2	8.4%	2	10.1 %
Leveraged loans	1	10.5	1	12.6
Mortgage-backed securities	5	8.4	5	9.3
Asset-backed securities	2	12.9	2	15.1
Convertible debt	4	7.5	4	12.0
Common stock underwriting	5	6.7	4	9.8
Investment-grade corporate debt	2	6.3	2	11.6
Syndicated loans	2	9.1	2	13.0
Net investment banking revenue	2	7.4	2	10.9
Announced mergers and acquisitions	4	21.2	3	32.6
Equity capital markets	4	6.8	4	10.1
Debt capital markets	5	5.5	3	9.2

- Source: Dealogic data as of October 1, 2013. Figures above include self-led transactions.
   Rankings based on deal volumes except for net investment banking revenue rankings which reflect
- fees.

  Debt capital markets excludes loans but includes

- agencies.

  Mergers and acquisitions fees included in investment banking revenues reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.

  Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising the target or
- Each advisor receives full credit for the deal amount unless advising a minor stakeholder.

## **Highlights**

#### Global top 3 rankings in:

High-yield corporate debt	Investment-grade corporate debt
Leveraged loans	Syndicated loans
Asset-backed securities	

#### U.S. top 3 rankings in:

High-yield corporate debt	Syndicated loans
Leveraged loans	Announced mergers and acquisitions
Asset-backed securities	Debt capital markets

Investment-grade corporate debt

#### Top 3 rankings excluding self-led deals:

Global: High-yield corporate debt, Leveraged loans, Asset-backed securities, Investment-grade corporate debt, Syndicated

High-yield corporate debt, Leveraged loans, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Announced mergers and acquisitions U.S.:

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

## **Global Markets Segment Results**

(Dollars in millions)		Nine Mor	the F-	dod	İ								
		Septer 2013				Third Quarter 2013		Second Quarter 2013		First Quarter 2013	Fourth Quarter 2012		Third Quarter 2012
Net interest income (FTE basis)	<u> </u>	3,097	s	2,557	s	975	s	1,013	s	1,109	\$ 1,114	\$	929
Noninterest income:		2,521		_,				2,020		2,202	-,		
Investment and brokerage services		1,557		1,389		480		549		528	430		428
Investment banking fees		1,969		1,546		622		668		679	668		552
Trading account profits		5,939		4,981		1,201		1,848		2,890	725		1,237
All other income (loss)		(128)		791		98		111		(337)	83		132
Total noninterest income		9,337		8,707	_	2,401		3,176		3,760	1,906	_	2,349
Total revenue, net of interest expense (FTE basis)(1)		12,434		11,264		3,376		4,189		4,869	3,020		3,278
Provision for credit losses		36		17		47		(16)		5	17		31
Noninterest expense		8,729		8,668		2,884		2,771		3,074	2,627		2,575
Income before income taxes		3,669		2,579		445		1,434		1,790	376		672
Income tax expense (FTE basis)		2,321		1,531		1,223		476		622	195		948
Net income (loss)	<u>s</u>	1,348	\$	1,048	\$	(778)	\$	958	\$	1,168	\$ 181	\$	(276)
Return on average allocated capital <sup>(2, 3)</sup>		6.04%		_		n/m		12.84%		15.82%	_		_
Return on average economic capital (2, 3)		_		10.29%		_		_		_	5.12%		n/m
Efficiency ratio (FTE basis)		70.20		76.96		85.45%		66.15		63.12	86.98		78.56%
Balance Sheet													
Average													
Total trading-related assets <sup>(4)</sup>	s	479,052	\$	456,932	\$	442,597	\$	490,972	\$	504,266	\$ 493,188	\$	462,138
Total earning assets (4)		489,062		450,603		458,657		499,396		509,694	493,901		458,335
Total assets		642,810		592,967		602,632		656,258		670,284	645,808		602,095
Allocated capital (2, 3)		30,000		_		30,000		30,000		30,000	_		_
Economic capital (2, 3)		_		13,703		_		_		_	14,184		13,414
Period end													
Total trading-related assets <sup>(4)</sup>	s	438,137	\$	455,161	\$	438,137	\$	446,505	\$	467,826	\$ 465,836	\$	455,161
Total earning assets (4)		464,613		456,581		464,613		465,166		480,039	486,470		456,581
Total assets		601,139		600,154		601,139		608,907		626,797	632,263		600,154
Trading-related assets (average)  Trading account securities													
rading account securities	s	217,958	\$	189,958	\$	193,108	\$	225,796	\$	235,437	\$ 220,434	\$	193,694
Reverse repurchases		145,506		160,988		128,426		150,568		157,847	166,399		162,040
Securities borrowed		64,746		50,784		73,820		62,813		57,425	52,391		51,757
Derivative assets		50,842		55,202		47,243		51,795		53,557	 53,964		54,647
Total trading-related assets (4)	\$	479,052	\$	456,932	s	442,597	\$	490,972	\$	504,266	\$ 493,188	\$	462,138

n/m = not meaningful

<sup>(1)</sup> Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business segments. For additional sales and trading revenue information, see page 31.

(2) Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segments connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

(3) Return on average allocated capital and return on average economic capital are calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital, economic capital are the related returns are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

(4) Trading-related assets include derivative assets, which are considered non-earning assets.

## **Global Markets Key Indicators**

(Dollars in millions)												
	Nine Months Ended September 30		Third Quarter		Second Quarter		First Quarter		Fourth Quarter		Third Quarter	
		2013	2012		2013		2013		2013		2012	 2012
Sales and trading revenue <sup>(1)</sup>												
Fixed income, currency and commodities	s	6,995	\$ 7,261	\$	1,767	\$	2,292	\$	2,936	\$	1,551	\$ 2,000
Equities		3,303	2,340		945		1,199		1,159		674	667
Total sales and trading revenue	s	10,298	\$ 9,601	\$	2,712	\$	3,491	\$	4,095	\$	2,225	\$ 2,667
Sales and trading revenue, excluding debit valuation adjustment(2)												
Fixed income, currency and commodities	\$	7,293	\$ 9,219	\$	2,033	\$	2,259	\$	3,001	\$	1,788	\$ 2,534
Equities		3,313	2,554		970		1,194		1,149		713	715
Total sales and trading revenue, excluding debit valuation adjustment	\$	10,606	\$ 11,773	\$	3,003	\$	3,453	\$	4,150	\$	2,501	\$ 3,249
Sales and trading revenue breakdown												
Net interest income	\$	2,848	\$ 2,294	\$	898	\$	930	\$	1,020	\$	1,014	\$ 846
Commissions		1,557	1,389		480		549		528		430	428
Trading		5,939	4,981		1,201		1,848		2,890		725	1,237
Other		(46)	937		133		164		(343)		56	156
Total sales and trading revenue	\$	10,298	\$ 9,601	\$	2,712	\$	3,491	\$	4,095	\$	2,225	\$ 2,667

<sup>(1)</sup> Includes Global Banking sales and trading revenue of \$319 million and \$473 million for thenine months ended September 30, 2013 and 2012 \$109 million, \$142 million and \$68 million for the third, second and first quarters of 2013; and \$49 million and \$111 million for the fourth and third quarters of 2012, respectively.
(2) For this presentation, sales and trading revenue excludes debit valuation adjustment gains/losses which represents a non-GAAP financial measure. Net debit valuation adjustment losses included in fixed income, currency and commodities revenue were \$298 million and \$20 billion for the thirine months ended September 30, 2013 and 2012 losses of \$266 million, gains of \$333 million and losses of \$65 million for the third, second and first quarters of 2012, respectively. Net debit valuation adjustment losses included in equities revenue were\$10 million and \$14 million for thenine months ended September 30, 2013 and 2012 losses of \$255 million, and gains of \$55 million for the third, second and first quarters of 2013; and losses of \$255 million, and \$48 million for the fourth and third quarters of 2012, respectively.

# **Global Wealth & Investment Management Segment Results**

(Dollars in millions)														
		Nine Months I September				Third		Second Quarter		First Quarter		Fourth		Third
		2013		2012		Quarter 2013	2013		2013			Quarter 2012		Quarter 2012
Net interest income (FTE basis)	\$	4,579	\$	4,337	s	1,478	\$	1,505	\$	1,596	\$	1,490	\$	1,413
Noninterest income:														
Investment and brokerage services		7,185		6,577		2,413		2,441		2,331		2,272		2,181
All other income		1,546		1,410		499		553		494		431		489
Total noninterest income		8,731		7,987		2,912		2,994		2,825		2,703		2,670
Total revenue, net of interest expense (FTE basis)		13,310		12,324		4,390		4,499		4,421		4,193		4,083
Provision for credit losses		30		154		23		(15)		22		112		61
Noninterest expense		9,773		9,524		3,248		3,272		3,253		3,196		3,115
Income before income taxes		3,507		2,646		1,119		1,242		1,146		885		907
Income tax expense (FTE basis)		1,310		977		400		484		426		309		336
Net income	\$	2,197	\$	1,669	<u>s</u>	719	\$	758	\$	720	\$	576	\$	571
Net interest yield (FTE basis)		2.42 %		2.36%		2.35%		2.47%		2.46%		2.30%		2.28%
Return on average allocated capital(1, 2)		29.54		_		28.68		30.57		29.38		_		_
Return on average economic capital <sup>(1, 2)</sup>		_		31.75		_		_		_		28.36		29.22
Efficiency ratio (FTE basis)		73.43		77.28		74.00		72.72		73.58		76.24		76.30
Balance Sheet														
Average														
Total loans and leases	\$	109,499	\$	99,338	s	112,752	\$	109,589	\$	106,082	\$	103,785	\$	101,016
Total earning assets (3)		252,485		245,479		249,203		244,859		263,551		257,399		246,727
Total assets (3)		271,498		265,812		268,611		263,735		282,298		276,408		265,639
Total deposits		242,757		239,942		239,663		235,344		253,413		249,658		241,411
Allocated capital (1, 2)		10,000		_		10,000		10,000		10,000		_		_
Economic capital (1, 2)		_		7,093		_		_		_		8,149		7,840
Period end														
Total loans and leases	s	114,175	\$	102,390	s	114,175	\$	111,785	\$	107,048	\$	105,928	\$	102,390
Total earning assets (3)	-	250,677		248,797		250,677	-	244,340	-	248,939	-	277,121	-	248,797
Total assets (3)		270,484		268,408		270,484		263,867		268,263		297,326		268,408
Total deposits		241,553		243,518		241,553		235,012		239,853		266,188		243,518
•		,		-,-	•	,		,-		,		,		- ,

<sup>(1)</sup> Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segmentin connection with the change in methodology, the Corporation updated the applicable terminology in the above table to allocated capital from economic capital as reported in prior periods. For more information, see Exhibit A: Non-GAAP Reconciliations to GAAP Financial Measures on pages 47-50.
(2) Return on average allocated capital and return on average economic capital are calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital, economic capital and the related returns are nor-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
(3) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders'

equity.

# Global Wealth & Investment Management Key Indicators

(Dollars in millions, except as noted)									
		Nine Mor Septer			Third	Second	First	Fourth	Third
		2013	 2012	<u> </u>	Quarter 2013	 Quarter 2013	 Quarter 2013	 Quarter 2012	 Quarter 2012
Revenues									
Merrill Lynch Global Wealth Management	\$	11,068	\$ 10,235	\$	3,646	\$ 3,742	\$ 3,680	\$ 3,500	\$ 3,407
U.S. Trust		2,191	2,019		730	740	721	690	656
Other (1)		51	 70		14	 17	 20	 3	 20
Total revenues	<u>\$</u>	13,310	\$ 12,324	\$	4,390	\$ 4,499	\$ 4,421	\$ 4,193	\$ 4,083
Client Balances									
Client Balances by Business									
Merrill Lynch Global Wealth Management	\$	1,853,980	\$ 1,731,154	\$	1,853,980	\$ 1,800,151	\$ 1,812,412	\$ 1,743,459	\$ 1,731,154
U.S. Trust		362,791	332,792		362,791	351,119	354,721	341,292	332,792
Other (1)		66,665	64,239		66,665	63,781	64,603	66,874	64,239
Client Balances by Type									
Assets under management	\$	779,614	\$ 692,854	\$	779,614	\$ 743,613	\$ 745,260	\$ 698,095	\$ 692,854
Brokerage assets		1,013,688	970,662		1,013,688	992,664	1,009,507	960,351	970,662
Assets in custody		131,386	115,350		131,386	128,854	127,013	117,686	115,350
Deposits		241,553	243,518		241,553	235,012	239,853	266,188	243,518
Loans and leases (2)		117,195	 105,801		117,195	 114,908	 110,103	 109,305	 105,801
Total client balances	\$	2,283,436	\$ 2,128,185	\$	2,283,436	\$ 2,215,051	\$ 2,231,736	\$ 2,151,625	\$ 2,128,185
Assets Under Management Flows									
Liquidity assets under management(3)	s	10	\$ (1,927)	\$	2,932	\$ (695)	\$ (2,227)	\$ 2,545	\$ (1,875)
Long-term assets under management(4)		38,394	 17,270		10,341	 7,692	 20,361	 9,120	 5,779
Total assets under management flows	<u>\$</u>	38,404	\$ 15,343	\$	13,273	\$ 6,997	\$ 18,134	\$ 11,665	\$ 3,904
Associates (5)									
Number of Financial Advisors		15,624	16,759		15,624	15,759	16,065	16,411	16,759
Total Wealth Advisors		16,846	18,036		16,846	16,989	17,293	17,640	18,036
Total Client Facing Professionals		19,534	20,778		19,534	19,689	20,018	20,386	20,778
Merrill Lynch Global Wealth Management Metrics									
Financial Advisory Productivity <sup>(6)</sup> (in thousands)	\$	994	\$ 894	\$	1,000	\$ 1,012	\$ 971	\$ 927	\$ 897
U.S. Trust Metrics									
Client Facing Professionals		2,090	2,119		2,090	2,084	2,090	2,077	2,119

<sup>(1)</sup> Other includes the results of BofA Global Capital Management and other administrative

items.
(2) Includes margin receivables which are classified in customer and other receivables on the Corporation's Consolidated Balance

Sheet.

(3) Defined as assets under advisory and discretion of GWIM in which the investment strategy seeks a high level of income while maintaining liquidity and capital preservation. The duration of these strategies is less than one year.

one year.

(4) Defined as assets under advisory and discretion of WIM in which the duration of the investment strategy is longer than one

year. (5) Includes Financial Advisors in the Consumer & Business Banking segment of 1,585, 1,587, 1,591, 1,496 and 1,457 at September 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012,

respectively.

(6) Financial Advisor Productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue divided by the total number of Financial Advisors (excluding Financial Advisors in tone related to certain ALM activities.

## All Other Results (1)

(Dollars in millions)									
	 Nine Moi Septe	nths En mber 3			Third	Second	First	Fourth	Third
	 2013		2012		Quarter 2013	Quarter 2013	Quarter 2013	Quarter 2012	Quarter 2012
Net interest income (FTE basis)	\$ 558	\$	888	\$	36	\$ 268	\$ 254	\$ 254	\$ 273
Noninterest income:									
Card income	245		264		79	81	85	96	93
Equity investment income	2,217		566		1,121	576	520	569	172
Gains on sales of debt securities	866		1,393		347	452	67	117	328
All other loss	 (2,081)		(3,742)		(716)	(803)	(562)	(1,185)	(1,700)
Total noninterest income (loss)	 1,247		(1,519)		831	 306	 110	 (403)	 (1,107)
Total revenue, net of interest expense (FTE basis)	1,805		(631)		867	574	364	(149)	(834)
Provision for credit losses	(478)		2,172		(549)	(179)	250	450	390
Noninterest expense	 3,245		5,272		930	547	1,768	1,003	 1,627
Income (loss) before income taxes	(962)		(8,075)		486	206	(1,654)	(1,602)	(2,851)
Income tax benefit (FTE basis)	 (1,175)		(3,496)		(157)	(340)	(678)	(2,443)	(1,251)
Net income (loss)	\$ 213	\$	(4,579)	8	643	\$ 546	\$ (976)	\$ 841	\$ (1,600)
Balance Sheet									
Average									
Total loans and leases	\$ 238,623	\$	263,310	\$	232,538	\$ 238,910	\$ 244,557	\$ 247,128	\$ 256,130
Total assets (2)	227,401		327,946		203,044	230,667	248,996	279,367	304,756
Total deposits	34,814		45,151		35,126	33,774	35,549	36,939	39,266
Period end									
Total loans and leases	\$ 229,550	\$	252,592	\$	229,550	\$ 234,047	\$ 241,406	\$ 241,981	\$ 252,592
Total assets (3)	177,869		293,573		177,869	204,118	235,435	262,800	293,573
Total deposits	30,705		37,555		30,705	34,597	35,759	36,061	37,555

<sup>(1)</sup> All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses, residual expense allocations and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, gains/losses on structured liabilities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. Equity investments include Global Principal Investments, strategic and certain other investments. Additionally, All Other includes certain residential mortgage loans that are managed by Legacy Assets & Servicing.

(2) Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity 6531.0 billion and \$496.7 billion for thenine months ended September 30, 2013 and 2012 \$541.0 billion, \$525.1 billion, \$526.9 billion, \$526.9 billion, \$526.9 billion, \$526.9 billion, \$537.6 billion and \$513.7 billion an

# **Equity Investments**

(Dollars in millions)

	Global Principal Investments Exposures								Equity Investment Income (Loss)				
			Septem	ber 30, 2013				June 30 2013		Septemb	September 30, 2013		
		Book Value		nfunded mitments	Total		Total			ee Months Ended		e Months Ended	
Global Principal Investments:													
Private Equity Investments	s	329	s	23	\$	352	\$	516	\$	33	\$	184	
Global Real Estate		299		31		330		350		(11)		(53)	
Global Strategic Capital		763		101		864		970		49		5	
Legacy/Other Investments		541		_		541		539		51		142	
Total Global Principal Investments	s	1,932	s	155	\$	2,087	S	2,375	s	122	\$	278	

# $\frac{\textbf{Components of Equity Investment Income}}{\text{\tiny (Dollars in millions)}}$

		Nine Mor Septer		Third Quarter		Second Quarter		First		Fourth		Third							
		<b>2013</b> 2012											Quarter 2013				Quarter 2012		Quarter 2012
Global Principal Investments	\$	\$ <b>278</b> \$ 422		\$ 122	\$	52	\$	104	\$	167	s	156							
Strategic and other investments		<b>1,939</b> 144		999		524		416		402		16							
Total equity investment income included in All Other		2,217		566	1,121		576		520		569		172						
Total equity investment income included in the business segments	210 805		63		104		43		130		66								
Total consolidated equity investment income	\$ 2,427 \$ 1,371 <b>\$</b>		\$ 1,184	\$	680	\$	563	\$	699	\$	238								

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

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

## **Outstanding Loans and Leases**

(Dollars in millions)			
	September 30 2013	June 30 2013	September 30 2012
Consumer			
Residential mortgage (1)	\$ 253,496	\$ 253,95	59 \$ 257,022
Home equity	96,653	100,01	11 112,454
U.S. credit card	90,280	90,52	23 93,162
Non-U.S. credit card	11,083	10,34	13,320
Direct/Indirect consumer (2)	84,035	83,35	58 82,404
Other consumer (3)	1,913	1,80	2,714
Total consumer loans excluding loans accounted for under the fair value option	537,460	539,99	94 561,076
Consumer loans accounted for under the fair value option <sup>(4)</sup>	2,186	1,05	52 1,202
Total consumer	539,646	541,04	46 562,278
Commercial			
U.S. commercial (5)	224,262	219,36	57 205,384
Commercial real estate(6)	44,940	42,12	26 37,579
Commercial lease financing	24,589	23,91	22,855
Non-U.S. commercial	92,945	86,71	58,503
Total commercial loans excluding loans accounted for under the fair value option	386,736	372,11	15 324,321
Commercial loans accounted for under the fair value option(4)	8,010	8,40	09 6,436
Total commercial	394,746	380,52	24 330,757
Total loans and leases	\$ 934,392	\$ 921,57	70 \$ 893,035
	· · · · · · · · · · · · · · · · · · ·		

<sup>(1)</sup> Includes pay option loans of \$5.2 billion, \$5.8 billion and \$8.8 billion and \$8.8 billion and non-U.S. residential mortgages of \$87 million, \$83 million at September 30, 2013, June 30, 2013 and September 30, 2012, respectively. The Corporation no

<sup>10</sup> Includes pay option loans 3.2 billion, \$3.5 billion and \$3.6 billion and \$3.6 billion, and \$0.00.5. restectively. The Corporation no longer originates pay option loans.
20 Includes dealer financial services loans of \$3.9.5 billion, \$3.6.8 billion and \$3.6 billion, consumer lending loans of \$3.1 billion, \$3.6 billion, U.S. securities-based lending loans of \$3.0.4 billion, \$3.0.0 billion and \$3.0 billion, sudent loans of \$4.3 billion, \$4.4 billion and \$5.0 billion, \$4.6 billion, \$1.1 billion and \$1.2 billion, \$1.3 billion and \$1.3

<sup>\*\*</sup>Consumer loans accounted for under the fair value option were residential mortgage loans dB2.2 billion, and \$1.2 billion at September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

(5) Includes U.S. small business commercial loans, including card-related products, of \$\frac{8}{2}\$.1 billion at \$1.2 billion at \$1.2 billion at \$5.4 
respectively.

(6) Includes U.S. commercial real estate loans o\$43.5 billion, \$40.3 billion and \$36.0 billion and \$36.0 billion, and non-U.S. commercial real estate loans o\$1.4 billion and \$1.6 billion at September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

# Quarterly Average Loans and Leases by Business Segment

(Dollars in millions)					Th	ird Quarter	2013						
	C	Total orporation	Consumer & Business Banking	R	Consumer eal Estate Services	Glol Bank			obal rkets		GWIM		All Other
Consumer			1										
Residential mortgage	s	256,297	\$ 628	\$	3,516	\$	_	\$	83	\$	45,661	\$	206,409
Home equity		98,172	146		84,761		_		108		11,719		1,438
U.S. credit card		90,005	90,005		_		_		_		_		_
Non-U.S. credit card		10,633	_		_		_		_		_		10,633
Direct/Indirect consumer		83,773	41,745		47		3		37		34,228		7,713
Other consumer		1,867	597								4		1,266
Total consumer		540,747	133,121		88,324		3		228		91,612		227,459
Commercial													
U.S. commercial		221,542	31,356		81	13	28,602		35,771		19,465		6,267
Commercial real estate		43,164	1,218		1	3	39,172		887		1,488		398
Commercial lease financing		23,869	_		_	2	24,853		636		4		(1,624
Non-U.S. commercial		94,656	12				67,455		26,968		183		38
Total commercial		383,231	32,586		82	2	50,082		64,262		21,140		5,079
Total loans and leases	<u>\$</u>	923,978	\$ 165,707	\$	88,406	\$ 20	60,085	\$	64,490	\$	112,752	\$	232,538
						cond Quarter	2013						
	(	Total orporation	Consumer & Business Banking	R	Consumer eal Estate Services	Glol Bank			obal rkets		GWIM		All Other
Consumer													
Residential mortgage	s	257,275	\$ 564	\$	2,254	s	_	\$	86	\$	43,234	\$	211,137
Home equity	<u> </u>	101,708	147		87,749	-	_	•	78		12,254	-	1,480
U.S. credit card		89,722	89,722		_		_		_				
Non-U.S. credit card		10,613			_						_		10,613
Direct/Indirect consumer		82,485	40,186		50		4		24		33,390		8,831
Other consumer		1,756	421		_		5		_		7		1,323
Total consumer		543,559	131,040		90,053		9		188		88,885		233,384
Commercial													
U.S. commercial		217,464	31,183		61	13	27,742		32,776		19,099		6,603
Commercial real estate		40,612	1,359		_	3	36,684		694		1,417		458
Commercial lease financing		23,579	_		_		24,584		618		4		(1,627
Non-U.S. commercial		89,020	11		_		66,655		22,078		184		92
Total commercial		370,675	32,553		61		55,665		56,166		20,704		5,526
Total loans and leases	s	914,234	\$ 163,593	\$	90,114	\$ 2:	55,674	\$	56,354	\$	109,589	\$	238,910
					Tì	nird Quarter 2	012						
		Total orporation	Consumer & Business Banking	R	Consumer eal Estate Services	Glol Bank			obal rkets		GWIM		All Other
Consumer		-						-					
Residential mortgage	\$	261,337	\$ 391	\$	1,221	\$	_	\$	92	\$	38,788	\$	220,845
									104		13,540		1,427
Home equity		116,308	149		101,088								
Home equity U.S. credit card		93,292	149 93,292		101,088		_		_				
• •					101,088		_ _ _		_ _		_ _		13,329
U.S. credit card Non-U.S. credit card		93,292	93,292		101,088 — — — 78				_		29,935		13,329
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer		93,292 13,329 82,635	93,292 — 42,300		_ _		5		35		29,935		13,329 10,282
U.S. credit card Non-U.S. credit card	_	93,292 13,329	93,292		_ _				_ _	_		_	13,329
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer	_	93,292 13,329 82,635 2,654	93,292 — 42,300 ———————————————————————————————————		- - 78		5	_	35		29,935 8		13,329 10,282 2,491
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer	_	93,292 13,329 82,635 2,654 569,555	93,292 — 42,300 ———————————————————————————————————		78 ————————————————————————————————————		5 6 11		35	_	29,935 8 82,271	_	13,329 10,282 2,491 248,374
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer  Commercial  U.S. commercial	_	93,292 13,329 82,635 2,654 569,555	93,292 — 42,300 ———————————————————————————————————		78 ————————————————————————————————————		5 6 11	_		_	29,935 8 82,271 17,268	_	13,329 10,282 2,491 248,374 7,510
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer  Commercial  U.S. commercial  Commercial estate	_	93,292 13,329 82,635 2,654 569,555 201,072 36,929	93,292 — 42,300 ———————————————————————————————————	_	78 ————————————————————————————————————	3	5 6 11 15,992 81,939			_	29,935 8 82,271 17,268 1,445	_	13,329 10,282 2,491 248,374 7,510 1,016
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer  Lommercial  U.S. commercial  Commercial real estate  Commercial lease financing		93,292 13,329 82,635 2,654 569,555 201,072 36,929 21,545	93,292 — 42,300 ———————————————————————————————————		78 ————————————————————————————————————	2	5 6 11 15,992 81,939 23,214		231 29,710 241		29,935 8 82,271 17,268 1,445 4	_	13,329 10,282 2,491 248,374 7,510 1,016 (1,686
U.S. credit card  Non-U.S. credit card  Direct/Indirect consumer  Other consumer  Total consumer  Commercial  U.S. commercial  Commercial real estate	_	93,292 13,329 82,635 2,654 569,555 201,072 36,929	93,292 — 42,300 ———————————————————————————————————	_	78 ————————————————————————————————————	<u>.</u>	5 6 11 15,992 81,939			_	29,935 8 82,271 17,268 1,445		13,329 10,282 2,491

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

# Commercial Credit Exposure by Industry (1, 2, 3)

(Dollars in millions)

			Com	nercial Utilized				T	otal Co	mmercial Comm	itted	
	Se	eptember 30 2013		June 30 2013	S	eptember 30 2012	Se	ptember 30 2013		June 30 2013	Se	eptember 30 2012
Diversified financials	\$	80,219	\$	77,827	\$	62,783	\$	122,314	\$	115,066	\$	96,651
Real estate (4)		51,529		49,564		45,495		72,271		70,162		61,447
Retailing		32,593		31,051		27,373		54,516		51,906		46,414
Capital goods		27,053		26,737		23,764		51,637		50,699		48,285
Banking		43,350		42,395		35,740		49,920		49,730		39,637
Healthcare equipment and services		31,560		29,327		28,508		49,221		46,418		44,003
Government and public education		39,672		39,260		40,493		48,031		47,871		49,855
Materials		22,607		22,831		23,402		43,638		43,369		41,661
Energy		21,212		21,052		16,145		43,241		41,133		35,149
Consumer services		21,647		21,721		21,855		35,378		34,743		34,893
Food, beverage and tobacco		14,185		14,704		14,287		31,390		31,488		32,183
Commercial services and supplies		19,249		18,932		18,089		31,312		30,478		28,878
Utilities		9,799		8,811		8,186		25,068		23,660		22,844
Transportation		15,951		15,492		12,878		23,159		22,716		19,971
Media		12,897		13,249		11,406		22,194		21,824		20,676
Individuals and trusts		14,699		14,367		13,946		18,209		18,081		17,195
Pharmaceuticals and biotechnology		7,303		4,243		5,691		14,818		11,473		14,340
Software and services		7,543		6,389		4,550		14,312		13,417		10,410
Telecommunication services		4,543		3,871		4,024		14,244		10,588		10,018
Insurance, including monolines		5,875		5,880		8,384		12,165		12,315		14,024
Technology hardware and equipment		5,462		4,840		4,725		11,516		11,289		10,838
Consumer durables and apparel		5,103		5,404		4,140		9,479		9,942		8,312
Automobiles and components		3,258		3,263		2,937		8,390		8,262		7,360
Food and staples retailing		3,884		4,363		3,065		7,928		7,848		6,444
Religious and social organizations		5,492		5,895		7,184		7,677		7,824		9,711
Other		5,331		5,678		4,391		8,166		8,550		7,232
Total commercial credit exposure by industry	s	512,016	\$	497,146	\$	453,441	\$	830,194	\$	800,852	\$	738,431
Net credit default protection purchased on total commitments(5)							\$	(11,204)	s	(11,060)	\$	(17,164)

<sup>(1)</sup> Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by the amount of cash collateral applied of \$47.3 billion and \$60.0 billion and \$60.0 billion at September 30, 2013, June 30, 2013, and September 30, 2012, respectively. Not reflected in utilized and committed exposure is additional derivative collateral held of \$18.6 billion, \$18.4 billion and \$17.6 billion which consists primarily of other marketable securities suptember 30, 2013, June 30, 2013 and September 30, 2012, respectively.

(2) Total commercial utilized and total commercial committed exposure includes loans and letters of credit at notional value of \$577 million, \$563 million and \$649 million and \$697 million at September 30, 2013, June 30, 2013, and September 30, 2012, respectively. In addition, total commercial committed exposure includes unfunded loan commitments at notional value of \$14.1 billion, \$15.3 billion and \$19.8 billion at September 30, 2013, June 30, 2013, respectively.

(3) Includes U.S. small business commercial exposure includes unfunded loan commitments at notional value of \$14.1 billion, \$15.3 billion and \$19.8 billion an

exposure.

(4) Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.

(5) Represents net notional credit protection purchased.

	September 30 2013	June 30 2013
Less than or equal to one year	29 %	25%
Greater than one year and less than or equal to five years	69	73
Greater than five years	2	2
Total net credit default protection	100 %	100 %

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown

# Net Credit Default Protection by Credit Exposure Debt Rating (1)

(Dollars in millions)					
		September 30,	2013	June 30, 20	13
Ratings (2, 3)		Net Notional (4)	Percent N	et Notional (4)	Percent
AAA	\$	(107)	1.0% \$	(107)	1.0 %
AA		(231)	2.1	(232)	2.1
A		(4,464)	39.8	(4,651)	42.1
BBB		(4,565)	40.7	(4,427)	40.0
BB		(1,125)	10.0	(1,039)	9.4
В		(509)	4.5	(559)	5.1
CCC and below		(128)	1.1	(146)	1.3
NR (5)		(75)	0.8	101	(1.0)
Total net credit default protection	s	(11.204)	100.0% \$	(11.060.)	100.0 %

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of debt rating for net notional credit default protection purchased is shown as a negative and the net notional credit protection sold is shown as a positive amount.

(2) Ratings are refreshed on a quarterly besieve

basis.

3) Ratings of BBB- or higher are considered to meet the definition of investment grade.

4) Represents net credit default protection (purchased)

sold.

(5) "NR" is comprised of any index positions held and any names that have not been rated.

## Top 20 Non-U.S. Countries Exposure

(Dollars in millions)								
	Loans and ivalents (1)	Unfunded Loan Commitments	Net Counterparty Exposure (2)	Securities/ Other Investments (3)	Country Exposure a September 30 2013	t Hedges and Credit Default Protection <sup>(4)</sup>	Net Country Exposure at September 30 2013 <sup>(5)</sup>	Increase (Decrease) from June 30 2013
United Kingdom	\$ 25,653	\$ 11,269	\$ 6,846	\$ 4,687	\$ 48,455	\$ (3,532)	\$ 44,923	\$ 2,048
Canada	6,277	7,144	1,482	4,639	19,542	(1,356)	18,186	83
Brazil	8,596	603	325	4,126	13,650	(218)	13,432	28
Germany	6,512	5,510	2,966	1,902	16,890	(3,830)	13,060	(4)
France	1,931	7,138	1,444	5,815	16,328	(3,951)	12,377	(1,379)
China	9,256	833	512	1,060	11,661	(538)	11,123	(991)
Australia	5,243	2,492	780	2,555	11,070	(528)	10,542	328
India	7,218	577	387	2,355	10,537	(178)	10,359	(1,031)
Japan	4,366	473	902	4,029	9,770	(1,145)	8,625	(1,582)
Hong Kong	5,860	655	126	868	7,509	(205)	7,304	396
South Korea	4,225	700	514	2,623	8,062	(1,338)	6,724	(168)
Russian Federation	6,335	408	186	336	7,265	(759)	6,506	516
Italy	3,553	2,883	2,027	1,667	10,130	(4,005)	6,125	921
Netherlands	3,269	2,724	712	1,064	7,769	(1,854)	5,915	(2,236)
Switzerland	2,121	3,127	661	612	6,521	(794)	5,727	283
Singapore	3,319	201	139	1,814	5,473	(145)	5,328	(339)
Mexico	2,803	735	219	1,123	4,880	(510)	4,370	(253)
Taiwan	2,791	22	154	1,195	4,162	(31)	4,131	461
Luxembourg	1,267	2,284	440	36	4,027	(442)	3,585	1,777
Spain	2,724	1,004	114	614	4,456	(1,233)	3,223	316

20,936 \$ 43,120 \$

228,157 \$

(26,592) \$

201,565

50,782 \$

113,319

\$

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

Total top 20 non-U.S. countries exposure \$

(826)

Total top 20 non-U.S. countries exposure \$ 113,319 \$ 50,082 \$ 20,956 \$ 43,120 \$ 226,17 \$ (20,976) \$ 40,120 \$ 40,120 \$ (20,976) \$ 40,120 \$ (20,976) \$ 40,120 \$ (20,976) \$ 40,120 \$ (20,976) \$ 40,120 \$ (20,976) \$ 40,120 \$ (20,976) \$ 40,120 \$ 40,120 \$ (20,976) \$ 40,120 \$

swaps.

(4) Represents credit default protection purchased, net of credit default protection sold, which is used to mitigate the Corporation's risk to country exposures as listed, consisting of net single-name and net indexed and tranched credit default swaps. Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.

(5) Represents country exposure less hedges and credit default protection purchased, net of credit default protection

## **Select European Countries**

(Dollars in millions)						C	ountry Exposure at			Net Country Exposure at	Inc	rease (Decrease)
	Loans and uivalents (1)	Unfunded Loan Commitments	1	Net Counterparty Exposure (2)	Securities/ Other Investments (3)		September 30 2013	Hedges and Credit efault Protection (4)		September 30 2013 (5)		from June 30 2013
Greece												
Sovereign	\$ _	\$ _	\$	_	\$ 38	\$	38	\$ _	\$	38	\$	7
Financial institutions	_	_		_	26		26	(30)		(4)		(5)
Corporates	70	57		6	29		162	(17)		145		(8)
Total Greece	\$ 70	\$ 57	\$	6	\$ 93	\$	226	\$ (47)	\$	179	\$	(6)
Ireland												
Sovereign	\$ 24	\$ _	\$	21	\$ 7	\$	52	\$ (10)	\$	42	\$	(108)
Financial institutions	316	10		168	28		522	(5)		517		(67)
Corporates	402	303		83	60		848	(29)		819		(34)
Total Ireland	\$ 742	\$ 313	\$	272	\$ 95	\$	1,422	\$ (44)	\$	1,378	\$	(209)
Italy												
Sovereign	\$ _	\$ _	\$	1,651	\$ 1,275	\$	2,926	\$ (1,829)	\$	1,097	\$	754
Financial institutions	1,903	3		205	85		2,196	(874)		1,322		(51)
Corporates	1,650	2,880		171	307		5,008	(1,302)		3,706		218
Total Italy	\$ 3,553	\$ 2,883	\$	2,027	\$ 1,667	\$	10,130	\$ (4,005)	\$	6,125	\$	921
Portugal												
Sovereign	\$ _	\$ _	\$	18	\$ _	\$	18	\$ (37)	\$	(19)	\$	(24)
Financial institutions	8	_		4	2		14	(59)		(45)		(7)
Corporates	90	81		_	32		203	(215)		(12)		19
Total Portugal	\$ 98	\$ 81	\$	22	\$ 34	\$	235	\$ (311)	\$	(76)	\$	(12)
Spain												
Sovereign	\$ 36	\$ _	\$	61	\$ 387	\$	484	\$ (66)	\$	418	\$	280
Financial institutions	877	4		20	68		969	(282)		687		(42)
Corporates	1,811	1,000		33	159		3,003	(885)		2,118		78
Total Spain	\$ 2,724	\$ 1,004	\$	114	\$ 614	\$	4,456	\$ (1,233)	\$	3,223	s	316
Total												
Sovereign	\$ 60	\$ _	\$	1,751	\$ 1,707	\$	3,518	\$ (1,942)	\$	1,576	\$	909
Financial institutions	3,104	17		397	209		3,727	(1,250)		2,477		(172)
Corporates	4,023	4,321		293	587		9,224	(2,448)		6,776		273
Total select European exposure	\$ 7,187	\$ 4,338	s	2,441	\$ 2,503	\$	16,469	\$ (5,640)	s	10,829	\$	1,010

<sup>(1)</sup> Includes loans, leases and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of

<sup>(1)</sup> Includes loans, leases and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.

(2) Net counterparty exposure includes the fair value of derivatives, including the counterparty risk associated with credit default swaps, and secured financing transactions. Derivative exposures are presented net \$\mathbb{ME}\$.7 billion in collateral, which is predominantly cash, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of eligible cash or securities pledged as collateral. The notional amount of reverse repurchase transactions was \$4.6 billion. Counterparty exposure is not presented net of hedges or credit default protection.

(3) Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures o\$5.6 billion and net credit default swaps purchased o\$652 million, consisting of\$492 million of net single-name credit default swaps purchased and \$160 million of net indexed and transched credit default swaps sold.

(4) Represents credit default protection purchased, net of credit default ways purchased and \$759 million in net indexed and transched credit default swaps purchased and \$759 million in net indexed and transched credit default swaps purchased, to hedge loans and securities\$2.0 billion in additional credit default protection purchased to hedge derivative assets and \$166 million in other short exposures. Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.

(5) Represents country exposure less hedges and credit default protection purchased, net of credit default protection purchased, net of credit default protection purchased to hedge derivative assets and \$166 million in other short e

## Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)										
	Sep	2013		une 30 2013		March 31 2013	D	ecember 31 2012	Sej	2012
Residential mortgage (1)	\$	13,328	\$	14,316	\$	15,001	\$	15,055	\$	15,440
Home equity (1)		4,176		4,151		4,196		4,282		4,276
Direct/Indirect consumer		59		72		84		92		36
Other consumer		18		1		1		2		1
Total consumer		17,581		18,540		19,282		19,431		19,753
U.S. commercial		1,059		1,279		1,354		1,484		1,609
Commercial real estate		488		627		1,139		1,513		2,028
Commercial lease financing		49		10		19		44		33
Non-U.S. commercial		86		80		112		68		139
		1,682		1,996		2,624		3,109		3,809
U.S. small business commercial		103		107		110		115		139
Total commercial		1,785		2,103		2,734		3,224		3,948
Total nonperforming loans and leases		19,366		20,643		22,016		22,655		23,701
Foreclosed properties (2)		662		637		826		900		1,224
Total nonperforming loans, leases and foreclosed properties(3, 4, 5)	\$	20,028	\$	21,280	\$	22,842	\$	23,555	\$	24,925
Fully-insured home loans past due 30 days or more and still accruing	\$	21,797	\$	24,072	\$	24,733	\$	25,698	\$	25,088
Consumer credit card past due 30 days or more and still accruing		2,376		2,487		2,847		3,151		3,283
Other loans past due 30 days or more and still accruing		5,512		5,587	_	6,147	_	6,692		6,700
Total loans past due 30 days or more and still accruing(4, 6, 7)	\$	29,685	\$	32,146	\$	33,727	\$	35,541	\$	35,071
Fully-insured home loans past due 90 days or more and still accruing	s	17,960	s	20,604	\$	21,617	\$	22,157	s	21,817
Consumer credit card past due 90 days or more and still accruing		1,191		1,325		1,541		1,649		1,695
Other loans past due 90 days or more and still accruing		723		662		655		776		807
Total loans past due 90 days or more and still accruing(4, 6, 7)	\$	19,874	\$	22,591	\$	23,813	\$	24,582	\$	24,319
Nonperforming loans, leases and foreclosed properties/Total assets(8)		0.95%		1.01%		1.05%		1.07%		1.15%
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(8)</sup>		2.17		2.33		2.53		2.62		2.81
Nonperforming loans and leases/Total loans and leases(8)		2.10		2.26		2.44		2.52		2.68
Commercial utilized reservable criticized exposure(9)	s	14,086	s	14,928	\$	15,006	\$	15,936	\$	17,374
Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure <sup>(9)</sup>		3.31 %		3.62%		3.75%		4.10%		4.69%
Total commercial utilized criticized exposure/Commercial utilized exposure <sup>(9)</sup>		3.48		3.64		4.08		4.40		5.03

<sup>1</sup> During the fourth and third quarters of 2012, as a result of regulatory guidance, we changed the treatment of loans discharged in Chapter 7 bankruptcy to write down these loans to collateral value and classify as nonperforming. As a result of this change, we reclassified residential mortgage loans of \$49 million, home equity loans of \$57 million and direct/indirect consumer loans of \$58 million to nonperforming as of December 31, 2012, and residential mortgage loans of \$567 million and home equity loans of \$483 million as of \$50 million to nonperforming as of December 31, 2012, and residential mortgage loans of \$567 million and home equity loans of \$483 million as of \$50 million million as of \$50 million mi

the loan

(5) Balances do not include the following:		Sep	tember 30 2013	June 30 2013	ľ	March 31 2013	De	cember 31 2012	September 30 2012		
	Nonperforming loans held-for-sale	\$	972	\$ 891	\$	1,050	\$	1,059	\$	1,397	
	Nonperforming loans accounted for under the fair value option		467	398		412		401		458	
	Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010		356	485		512		521		540	

<sup>(</sup>b) Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$301 million, \$314 million, \$315 million, \$518 million at \$469 million suptember 30, 2013, June 30, 2013, June 30, 2013, June 31, 2013, December 31, 2012 and September 30, 2012, respectively, and loans held-for-sale past due 90 days or more and still accruing of \$0, \$17 million, \$18 million, \$180 million at \$260 million at \$260 million, \$2013, June 30, 2013, June 30, 2013, June 31, 2013, December 31, 2012 and September 30, 2012, there were \$153 million, \$81 million, \$81 million, \$83 million, \$87 million and \$103 million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing of \$0, \$17 million, \$18 million, \$18 million, \$130 million, \$81 million, \$81 million, \$81 million, \$81 million, \$81 million, \$81 million, \$82 million, \$83 mil

properties.
(8) Total assets and total loans and leases do not include loans accounted for under the fair value option of 10.2 billion, \$9.5 billion, \$9.5 billion, \$9.0 billion and \$7.6 billion at September 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012, respectively.

(9) Criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option.

and other nonreservable exposure.

# Nonperforming Loans, Leases and Foreclosed Properties Activity (1)

(Dollars in millions)	 Third Quarter 2013	Second Quarter 2013			First Quarter 2013		Fourth Quarter 2012		Third Quarter 2012
Nonperforming Consumer Loans and Leases:	10.540		10.202		10.421	•	10.752	Φ.	10.121
	\$ 18,540	\$	19,282	\$	19,431	\$	19,753	\$	19,121
Additions to nonperforming loans and leases:	2.502		2.200		2.661		2.211		2 206
New nonperforming loans and leases	2,503		2,289		2,661		3,211		3,306
Implementation of change in treatment of loans discharged in bankruptcies <sup>(2)</sup>	n/a		n/a		n/a		112		1,050
Reductions to nonperforming loans and leases:	(514)		((05)		(600)		(0.60)		(022)
Paydowns and payoffs	(544)		(695)		(680)		(968)		(822)
Sales	(624)		(175)		- (0.42)		(47)		- (0.42)
Returns to performing status <sup>(3)</sup>	(1,079)		(1,139)		(943)		(1,076)		(943)
Charge-offs <sup>(4)</sup>	(758)		(932)		(1,072)		(1,439)		(1,827)
Transfers to foreclosed properties	(131)		(90)		(115)		(115)		(132)
Transfers to loans held-for-sale	 (326)			_		_			_
Total net additions (reductions) to nonperforming loans and leases	 (959)		(742)		(149)		(322)		632
Total nonperforming consumer loans and leases, end of period	17,581		18,540		19,282		19,431		19,753
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$ 18,127	s	508 19,048	\$	19,902	s	20,081	\$	799 20,552
Nonperforming Commercial Loans and Leases (5):	2.102		2.724		2.224	•	2.040	Φ.	4.71.5
Balance, beginning of period	\$ 2,103	\$	2,734	\$	3,224	\$	3,948	\$	4,715
Additions to nonperforming loans and leases:			2.00		2.50		.=-		
New nonperforming loans and leases	350		269		350		473		474
Advances	9		3		6		5		42
Reductions to nonperforming loans and leases:	(200)		(242)		(220)		2448		(510)
Paydowns	(380)		(312)		(328)		(445)		(548)
Sales	(88)		(171)		(147)		(198)		(113)
Return to performing status <sup>(6)</sup>	(91)		(243)		(167)		(249)		(262)
Charge-offs	(104)		(170)		(177)		(273)		(221)
Transfers to foreclosed properties	(14)		(7)		(21)		(37)		(93)
Transfers to loans held-for-sale				_	(6)	_		_	(46)
Total net reductions to nonperforming loans and leases	 (318)		(631)		(490)		(724)		(767)
Total nonperforming commercial loans and leases, end of period	1,785		2,103		2,734		3,224		3,948
Foreclosed properties	116		129		206		250		425
Nonperforming commercial loans, leases and foreclosed properties, end of period	\$ 1,901	\$	2,232	\$	2,940	\$	3,474	\$	4,373

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes (Nonperforming Loans, Leases and Foreclosed Properties table on

n/a = not applicable

page 42.

(2) During the fourth and third quarters of 2012, as a result of regulatory guidance, we changed the treatment of loans discharged in Chapter 7 bankruptey to write down these loans to collateral value and classify as nonperforming.

(3) Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable

period, generally six months.

(4) Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and accordingly are excluded from this table.

(5) Includes U.S. small business commercial activity. Small business card loans are excluded as they are not classified as

nonperforming.

(6) Commercial loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected or when the loan otherwise becomes well-secured and is in the process of collection. Troubled debt restructurings are generally classified as performing after a sustained period of demonstrated payment performance.

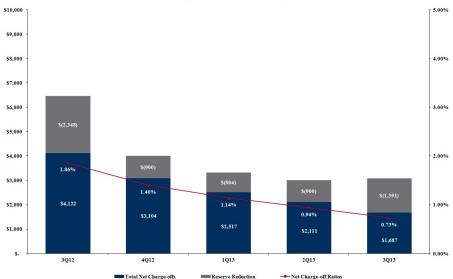
# Quarterly Net Charge-offs and Net Charge-off Ratios (1, 2, 3, 4)

(Dollars in millions)													
	Qua	ird arter 13		Qı	econd uarter 013	Fi Qua 20			Qu	ourth aarter 012		hird uarter 012	
Net Charge-offs	Amount	Percent		Amount	Percent	Amount	Percent	Amour	ıt	Percent	Amo	ount	Percent
Residential mortgage	\$ 221	0.35 %	\$	271	0.43 %	\$ 383	0.60 %	\$ 7	29	1.14%	s	720	1.10 %
Home equity	302	1.22		486	1.92	684	2.62	7	68	2.77		1,623	5.55
U.S. credit card	788	3.47		917	4.10	947	4.19	ç	78	4.19		1,079	4.60
Non-U.S. credit card	89	3.32		104	3.93	112	4.14	1	19	3.62		124	3.70
Direct/Indirect consumer	62	0.30		86	0.42	124	0.61	1	.95	0.94		161	0.78
Other consumer	 65	13.81		51	11.57	 52	12.76		64	15.78		63	9.53
Total consumer	1,527	1.12		1,915	1.42	 2,302	1.70	2,8	353	2.04		3,770	2.64
U.S. commercial (5)	68	0.13		43	0.09	45	0.09		27	0.05		55	0.12
Commercial real estate	11	0.11		44	0.43	93	0.96		84	0.88		91	0.97
Commercial lease financing	(8)	(0.13)		(5)	(0.08)	(10)	(0.18)		1	0.02		(12)	(0.22)
Non-U.S. commercial	(2)	(0.01)		16	0.08	(15)	(0.08)		17	0.12		9	0.06
	69	0.08		98	0.11	113	0.14	1	29	0.16		143	0.19
U.S. small business commercial	91	2.86		98	3.15	102	3.33	1	22	3.86		209	6.59
Total commercial	160	0.17	_	196	0.22	 215	0.25	2	251	0.30		352	0.45
Total net charge-offs	\$ 1,687	0.73	\$	2,111	0.94	\$ 2,517	1.14	\$ 3,	104	1.40	\$	4,122	1.86
By Business Segment													
Consumer & Business Banking	\$ 1,027	2.46 %	\$	1,158	2.84 %	\$ 1,241	3.03 %	\$ 1,3	383	3.29%	\$	1,539	3.62 %
Consumer Real Estate Services	281	1.28		465	2.09	660	2.91	1	32	3.05		1,567	6.15
Global Banking	35	0.05		78	0.12	68	0.12	1	32	0.23		76	0.14
Global Markets	_	_		(1)	_	2	0.01		1	0.01		_	_
Global Wealth & Investment Management	26	0.09		51	0.19	61	0.23		91	0.35		97	0.38
All Other	318	0.54		360	0.60	 485	0.80		65	1.23		843	1.31
Total net charge-offs	\$ 1,687	0.73	\$	2,111	0.94	\$ 2,517	1.14	\$ 3,	104	1.40	\$	4,122	1.86

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.75, 0.97, 1.18, 1.44 and 1.93 for the three months endedSeptember 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012, respectively. Including the write-offs of purchased credit-impaired loans of 8443 million, \$313 million, \$313 million and \$1.7 billion for the three months endedSeptember 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2013, Inc. 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding web92, 1.07, 1.52, 1.90 and 2.63 for the three months ended September 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012, respectively.

(3) During the three months ended September 30, 2012, the Corporation changed the treatment of loans discharged in Chapter 7 bankruptcy to write down these loans to collateral value irrespective of the borrower's payment status. As a result of the completion of implementation, the Corporation charged off \$73 million and \$478 million of current or less than 60 days delinquent loans for the three months ended December 31, 2012 and September 30, 2012.

# Net Charge-offs (Reserve Reduction)



activities.

(5) Excludes U.S. small business commercial loans.

# Year-to-Date Net Charge-offs and Net Charge-off Ratios (1, 2)

(Dollars in millions)		Nine Months Ended September 30									
		2013	Time Months Emu	2012	 :						
Net Charge-offs		Amount	Percent	Amount	Percent						
Residential mortgage	s	875	0.46 %	\$ 2,382	1.20 %						
Home equity		1,472	1.93	3,474	3.88						
U.S. credit card		2,652	3.92	3,654	5.11						
Non-U.S. credit card		305	3.80	462	4.50						
Direct/Indirect consumer		272	0.44	568	0.89						
Other consumer		168	12.74	168	8.62						
Total consumer		5,744	1.41	10,708	2.46						
U.S. commercial (3)		156	0.10	215	0.16						
Commercial real estate		148	0.48	300	1.06						
Commercial lease financing		(23)	(0.13)	(7)	(0.04)						
Non-U.S. commercial		(1)	_	11	0.03						
		280	0.11	519	0.23						
U.S. small business commercial		291	3.11	577	5.98						
Total commercial		571	0.21	1,096	0.47						
Total net charge-offs	s	6,315	0.93	\$ 11,804	1.77						
By Business Segment											
Consumer & Business Banking	s	3,426	2.77 %	\$ 5,069	3.87 %						
Consumer Real Estate Services		1,406	2.10	3,327	4.26						
Global Banking		181	0.10	304	0.19						
Global Markets		1	_	13	0.05						
Global Wealth & Investment Management		138	0.17	279	0.38						
All Other		1,163	0.65	2,812	1.43						
Total net charge-offs	s	6,315	0.93	\$ 11,804	1.77						

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.96 and 1.83 for the nine months ended September 30, 2013 and 2012

(2) Excludes write-offs of purchased credit-impaired loans of \$1.6 billion and \$1.7 billion for thenine months ended September 30, 2013 and 2012 Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 1.17 and 2.02 for thenine months ended September 30, 2013 and 2012

(3) Excludes U.S. small business commercial loans.

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

(Dollars in millions)

		September 30,	2013		June 30, 201	3		September 30, 2	2012			
Allowance for loan and lease losses	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1)			
Residential mortgage	\$ 4,895	25.19%	1.93 %	\$ 6,071	28.59%	2.39 %	\$ 7,585	28.92%	2.95%			
Home equity	5,618	28.91	5.81	6,325	29.79	6.32	8,949	34.11	7.96			
U.S. credit card	4,296	22.11	4.76	4,468	21.04	4.94	4,898	18.67	5.26			
Non-U.S. credit card	488	2.51	4.40	498	2.34	4.82	712	2.71	5.35			
Direct/Indirect consumer	546	2.81	0.65	603	2.84	0.72	791	3.02	0.96			
Other consumer	100	0.52	5.21	102	0.48	5.68	120	0.46	4.43			
Total consumer	15,943	82.05	2.97	18,067	85.08	3.35	23,055	87.89	4.11			
U.S. commercial (2)	2,012	10.35	0.90	1,874	8.83	0.85	1,908	7.27	0.93			
Commercial real estate	895	4.61	1.99	801	3.77	1.90	894	3.41	2.38			
Commercial lease financing	98	0.50	0.40	87	0.41	0.37	81	0.31	0.35			
Non-U.S. commercial	484	2.49	0.52	406	1.91	0.47	295	1.12	0.50			
Total commercial (3)	3,489	17.95	0.90	3,168	14.92	0.85	3,178	12.11	0.98			
Allowance for loan and lease losses	19,432	100.00 %	2.10	21,235	100.00%	2.33	26,233	100.00%	2.96			
Reserve for unfunded lending commitments	480			474			518					
Allowance for credit losses	lit losses <u>\$ 19,912</u>		\$ 21,709			\$ 26,751						

#### Asset Quality Indicators

Allowance for loan and lease losses/Total loans and leases(4)	2.10 %	2.33%	2.96%
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total loans and leases (excluding purchased credit-impaired loans) (4, 5)	1.81	1.96	2.23
leases (excluding purchased credit-impaired loans) (4,3)	1.81	1.90	2.23
Allowance for loan and lease losses/Total nonperforming loans and leases (6)	100	103	111
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total nonperforming loans and leases (5)	84	84	81
Ratio of the allowance for loan and lease losses/Annualized net charge-offs (7)	2.90	2.51	1.60
Ratio of the allowance for loan and lease losses (excluding purchased credit-impaired loans)/Annualized net charge-offs (5)	2.42	2.04	1.17
Ratio of the allowance for loan and lease losses/Annualized net charge-offs and purchased credit-impaired write-offs	2.30	2.18	1.13

<sup>(1)</sup> Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of \$2.2 billion, \$1.1 billion and \$1.2 billion at September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of \$1.8 billion, \$2.0 billion and \$2.0 billion and \$2.0 billion and \$0.2 billion and \$0.5 commercial loans of \$6.2 billion, \$6.4 billion and \$4.4 billion and \$4.4 billion, \$6.4 billion and \$4.4 billion and \$4.4 billion and \$2.0 billion and \$1.2 billion at \$1.2 billion and \$1.2 billion at \$1.2 billion at \$1.2 billion and \$1.2 billion at \$

respectively.

(3) Includes allowance for loan and lease losses for impaired commercial loans of 286 million, \$328 million and \$556 million at September 30, 2013, June 30, 2013 and September 30, 2012,

respectively.

(4) Total loans and leases do not include loans accounted for under the fair value option of 10.2 billion, \$9.5 billion and \$7.6 billion at September 30, 2013, June 30, 2013 and September 30, 2012,

respectively.

(5) Excludes valuation allowance on purchased credit-impaired loans o \$3.2 billion, \$3.9 billion and \$7.1 billion at September 30, 2013, June 30, 2013 and September 30, 2012,

<sup>(6)</sup> Excludes Valuation allowance on purchased credit-impaired loans obs.2 billion, \$3.9 billion and \$7.1 billion art September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

(6) Allowance for loan and lease losses includes\$9.0 billion, \$9.9 billion and \$14.0 billion allocated to products (primarily the Consumer Lending portfolios withinConsumer & Business Banking and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2013, June 30, 2013 and September 30, 2012, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wa\$4 percent, 55 percent and 52 percent at September 30, 2013, June 30, 2013 and September 30, 2012, respectively.

(7) Net charge-offs exclude \$443 million, \$313 million and \$1.7 billion of write-offs in the purchased credit-impaired loan portfolio aseptember 30, 2013, June 30, 2013 and September 30, 2012. These write-offs decreased the purchased credit-impaired valuation allowance included as part of the allowance for loan and lease losses.

#### **Exhibit A: Non-GAAP Reconciliations**

#### **Bank of America Corporation and Subsidiaries**

#### **Reconciliations to GAAP Financial Measures**

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity, the tangible common equity ratio represents adjusted ending common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total adjusted ending shareholders' equity divided by ending common shareholders' equity

Effective January 1, 2013, on a prospective basis, the Corporation adjusted the amount of capital being allocated to its business segments. The adjustment reflects a refinement to the prior-year methodology (economic capital) which focused solely on internal risk-based economic capital models. The refined methodology (allocated capital) now also considers the effect of regulatory capital requirements in addition to internal risk-based economic capital models. The Corporation's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest, business and operational risk components. The capital allocated to the Corporation's business segments is currently referred to as allocated capital and, prior to January 1, 2013, was referred to as economic capital, both of which represent non-GAAP financial measures. Allocated capital in the Corporation's business segments is subject to change over time.

See the tables below and on pages48-50 for reconciliations of these non-GAAP financial measures with financial measures defined by GAAP for thine months ended September 30, 2013 and 2012 and the three months endedSeptember 30, 2013, June 30, 2013, March 31, 2013, December 31, 2012 and September 30, 2012. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

		Nine Months Ended September 30				Third Quarter	Second Quarter		First Quarter		Fourth Quarter		Third Quarter
		2013		2012	l	2013	2013			2013		2012	 2012
Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis													
Net interest income	s	31,479	\$	30,332	\$	10,266	\$	10,549	\$	10,664	\$	10,324	\$ 9,938
Fully taxable-equivalent adjustment		646		670		213		222		211		231	229
Net interest income on a fully taxable-equivalent basis	s	32,125	\$	31,002	\$	10,479	\$	10,771	\$	10,875	\$	10,555	\$ 10,167
Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a	fully taxa	ıble-equivalen	t basi	3									
Total revenue, net of interest expense	s	67,454	\$	64,674	\$	21,530	\$	22,727	\$	23,197	\$	18,660	\$ 20,428
Fully taxable-equivalent adjustment		646		670		213		222		211		231	229
Total revenue, net of interest expense on a fully taxable-equivalent basis	s	68,100	\$	65,344	\$	21,743	\$	22,949	\$	23,408	\$	18,891	\$ 20,657
Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equ	uivalent l	<u>as</u> is											
Income tax expense (benefit)	s	4,335	\$	1,520	\$	2,348	\$	1,486	\$	501	\$	(2,636)	\$ 770
Fully taxable-equivalent adjustment		646		670		213		222		211		231	229
Income tax expense (benefit) on a fully taxable-equivalent basis	s	4,981	\$	2,190	\$	2,561	\$	1,708	\$	712	\$	(2,405)	\$ 999
Reconciliation of average common shareholders' equity to average tangible common shareholders'	equity												
Common shareholders' equity	s	217,922	\$	216,073	\$	216,766	\$	218,790	\$	218,225	\$	219,744	\$ 217,273
Goodwill		(69,926)		(69,973)		(69,903)		(69,930)		(69,945)		(69,976)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(6,269)		(7,531)		(5,993)		(6,270)		(6,549)		(6,874)	(7,194)
Related deferred tax liabilities		2,360		2,627		2,296		2,360		2,425		2,490	 2,556
Tangible common shareholders' equity	s	144,087	\$	141,196	\$	143,166	\$	144,950	\$	144,156	\$	145,384	\$ 142,659
Reconciliation of average shareholders' equity to average tangible shareholders' equity													
Shareholders' equity	s	234,126	\$	234,726	s	230,392	\$	235,063	\$	236,995	\$	238,512	\$ 236,039
Goodwill		(69,926)		(69,973)		(69,903)		(69,930)		(69,945)		(69,976)	(69,976)
Intangible assets (excluding mortgage servicing rights)		(6,269)		(7,531)		(5,993)		(6,270)		(6,549)		(6,874)	(7,194)
Related deferred tax liabilities		2,360		2,627		2,296		2,360		2,425		2,490	2,556
Tangible shareholders' equity	s	160,291	\$	159,849	\$	156,792	\$	161,223	\$	162,926	\$	164,152	\$ 161,425

# **Exhibit A: Non-GAAP Reconciliations (continued)**

# **Bank of America Corporation and Subsidiaries**

# **Reconciliations to GAAP Financial Measures**

(Dollars in millions)														
			onths Ended ember 30		Third Quarter 2013		Second Quarter		First Quarter		Fourth Quarter		Third Quarter	
		2013		2012				2013	2013		2012			
Reconciliation of period-end common shareholders' equity to period-end tangible common	shareholders' eq	uity			-									
Common shareholders' equity	s	218,967	\$	219,838	\$	218,967	\$	216,791	\$ 218,513	\$	218,188	\$	219,838	
Goodwill		(69,891)		(69,976)		(69,891)		(69,930)	(69,930)		(69,976)		(69,976)	
Intangible assets (excluding mortgage servicing rights)		(5,843)		(7,030)		(5,843)		(6,104)	(6,379)		(6,684)		(7,030)	
Related deferred tax liabilities		2,231		2,494		2,231		2,297	 2,363		2,428		2,494	
Tangible common shareholders' equity	s	145,464	\$	145,326	\$	145,464	\$	143,054	\$ 144,567	\$	143,956	\$	145,326	
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity  Shareholders' equity	ity \$	232,282	\$	238,606	\$	232,282	\$	231,032	\$ 237,293	\$	236,956	\$	238,606	
Goodwill		(69,891)		(69,976)		(69,891)		(69,930)	(69,930)		(69,976)		(69,976)	
Intangible assets (excluding mortgage servicing rights)		(5,843)		(7,030)		(5,843)		(6,104)	(6,379)		(6,684)		(7,030)	
Related deferred tax liabilities		2,231		2,494		2,231		2,297	 2,363		2,428		2,494	
Tangible shareholders' equity	s	158,779	\$	164,094	\$	158,779	\$	157,295	\$ 163,347	\$	162,724	\$	164,094	
Reconciliation of period-end assets to period-end tangible assets														
Assets	s	2,126,653	\$	2,166,162	\$	2,126,653	\$	2,123,320	\$ 2,174,819	\$	2,209,974	\$	2,166,162	
Goodwill		(69,891)		(69,976)		(69,891)		(69,930)	(69,930)		(69,976)		(69,976)	
Intangible assets (excluding mortgage servicing rights)		(5,843)		(7,030)		(5,843)		(6,104)	(6,379)		(6,684)		(7,030)	
Related deferred tax liabilities		2,231		2,494		2,231		2,297	2,363		2,428		2,494	
Tangible assets	S	2,053,150	\$	2,091,650	e	2,053,150	•	2,049,583	\$ 2,100,873	s	2,135,742	s	2,091,650	

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

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

## Exhibit A: Non-GAAP Reconciliations (continued)

# Bank of America Corporation and Subsidiaries

# **Reconciliations to GAAP Financial Measures**

(Dollars in millions)												
		Nine Months Ended September 30			Third Ouarte		Second Quarter		First Quarter		Fourth Quarter	Third Quarter
		2013		2012	l	2013	2013			2013	 2012	 2012
Reconciliation of return on average allocated capital/economic capital(1)												
Consumer & Business Banking												
Reported net income	s	4,621	\$	4,101	s	1,779	\$	1,395	\$	1,447	\$ 1,446	\$ 1,351
Adjustment related to intangibles <sup>(2)</sup>		6		10		2		2		2	 3	3
Adjusted net income	\$	4,627	\$	4,111	\$	1,781	\$	1,397	\$	1,449	\$ 1,449	\$ 1,354
Average allocated equity(3)	s	62,058	\$	56,059	s	62,032	\$	62,058	\$	62,083	\$ 56,673	\$ 56,413
Adjustment related to goodwill and a percentage of intangibles		(32,058)		(32,179)		(32,032)		(32,058)		(32,083)	(32,112)	(32,142)
Average allocated capital/economic capital	s	30,000	\$	23,880	\$	30,000	\$	30,000	\$	30,000	\$ 24,561	\$ 24,271
Global Banking												
Reported net income	s	3,707	\$	3,952	s	1,134	\$	1,292	\$	1,281	\$ 1,392	\$ 1,151
Adjustment related to intangibles <sup>(2)</sup>		2		3		1		_		1	1	1
Adjusted net income	s	3,709	\$	3,955	\$	1,135	\$	1,292	\$	1,282	\$ 1,393	\$ 1,152
Average allocated equity(3)	s	45,412	\$	41,807	\$	45,413	\$	45,416	\$	45,407	\$ 41,546	\$ 42,066
Adjustment related to goodwill and a percentage of intangibles		(22,412)		(22,431)		(22,413)		(22,416)		(22,407)	(22,423)	(22,427)
Average allocated capital/economic capital	s	23,000	\$	19,376	\$	23,000	\$	23,000	\$	23,000	\$ 19,123	\$ 19,639
Global Markets												
Reported net income (loss)	s	1,348	\$	1,048	\$	(778)	\$	958	\$	1,168	\$ 181	\$ (276)
Adjustment related to intangibles <sup>(2)</sup>		6		7		2		2		2	 2	 2
Adjusted net income (loss)	<u>s</u>	1,354	\$	1,055	\$	(776)	\$	960	\$	1,170	\$ 183	\$ (274)
Average allocated equity <sup>(3)</sup>	s	35,371	\$	19,069	\$	35,369	\$	35,372	\$	35,372	\$ 19,562	\$ 18,796
Adjustment related to goodwill and a percentage of intangibles		(5,371)		(5,366)		(5,369)		(5,372)		(5,372)	(5,378)	(5,382)
Average allocated capital/economic capital	s	30,000	\$	13,703	\$	30,000	\$	30,000	\$	30,000	\$ 14,184	\$ 13,414
Global Wealth & Investment Management												
Reported net income	s	2,197	\$	1,669	\$	719	\$	758	\$	720	\$ 576	\$ 571
Adjustment related to intangibles <sup>(2)</sup>		13		18		4		5		4	5	6
Adjusted net income	s	2,210	\$	1,687	\$	723	\$	763	\$	724	\$ 581	\$ 577
Average allocated equity(3)	s	20,302	\$	17,473	s	20,283	\$	20,300	\$	20,323	\$ 18,489	\$ 18,199
Adjustment related to goodwill and a percentage of intangibles		(10,302)		(10,380)		(10,283)		(10,300)		(10,323)	(10,340)	(10,359)
Average allocated capital/economic capital	s	10,000	\$	7,093	\$	10,000	\$	10,000	\$	10,000	\$ 8,149	\$ 7,840

For footnotes see page50.

#### **Exhibit A: Non-GAAP Reconciliations (continued)**

## **Bank of America Corporation and Subsidiaries**

# **Reconciliations to GAAP Financial Measures**

(Dollars in millions)		ı								
		Nine Months Ended September 30				Third		Second		Third
		2013		2012		Quarter 2013		Quarter 2013		Quarter 2012
Consumer & Business Banking										
<u>Deposits</u>										
Reported net income	\$	1,454	\$	928	s	572	\$	484	\$	291
Adjustment related to intangibles <sup>(2)</sup>				1				_		
Adjusted net income	\$	1,454	\$	929	\$	572	\$	484	\$	291
Average allocated equity <sup>(3)</sup>	s	35,403	S	32,847	\$	35,398	s	35,402	S	33,454
Adjustment related to goodwill and a percentage of intangibles		(20,003)	J	(20,024)		(19,998)	J	(20,002)	φ	(20,018)
Average allocated capital/economic capital	s	15,400	S	12,823	<u>s</u>	15,400	S	15,400	s	13,436
Average anotated capital economic capital		10,100	-	12,023	_	10,100	_	15,100		13,130
Consumer Lending										
Reported net income	s	3,167	s	3,173	\$	1,207	\$	911	\$	1,060
Adjustment related to intangibles <sup>(2)</sup>		6		9		2		2		3
Adjusted net income	\$	3,173	\$	3,182	\$	1,209	\$	913	\$	1,063
Average allocated equity <sup>(3)</sup>	s	26,655	s	23,212	s	26,634	S	26,655	S	22,959
Adjustment related to goodwill and a percentage of intangibles	•	(12,055)		(12,155)		(12,034)		(12,055)		(12,124)
Average allocated capital/economic capital	s	14,600	\$	11,057	\$	14,600	\$	14,600	\$	10,835
	<u>-</u> _		÷		<u> </u>	,,,,,,	<u> </u>		_	.,

<sup>(1)</sup> There are no adjustments to reported net income (loss) or average allocated equity foConsumer Real Estate
Services.
(2) Represents cost of funds, earnings credits and certain expenses related to
intangibles.
(3) Average allocated equity is comprised of average allocated capital (or economic capital prior to 2013) plus capital for the portion of goodwill and intangibles specifically assigned to the business
segment.