

**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):  
January 15, 2014

**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))
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**ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.**

On January 15, 2014, Bank of America Corporation (the "Corporation") announced financial results for the fourth quarter and year ended December 31, 2013, reporting fourth quarter net income of \$3.4 billion, or \$0.29 per diluted share, and net income for the year of \$11.4 billion, or \$0.90 per diluted share. A copy of the press release announcing the Corporation's results for the fourth quarter and year ended December 31, 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 January 15, 2014, the Corporation will hold an investor conference call and webcast to discuss financial results for the fourth quarter and year ended December 31, 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 fourth quarter and year ended December 31, 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: January 15, 2014

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## INDEX TO EXHIBITS

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|-------------|------------------------------|
| 99.1        | The Press Release            |
| 99.2        | The Presentation Materials   |
| 99.3        | The Supplemental Information |

January 15, 2014

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**Bank of America Reports Fourth-quarter 2013 Net Income of \$3.4 Billion, or \$0.29 per Diluted Share, on Revenue of \$21.7 Billion<sup>A</sup>**

**Fourth-quarter 2013 Results Included**

- Pretax Negative DVA/FVO Adjustments of \$0.6 Billion due to Tightening of the Company's Credit Spreads
- Pretax Litigation Expense of \$2.3 Billion
- Effective Tax Rate of 10.6 Percent

**Fourth-quarter 2013 Highlights Compared to Year-ago Quarter**

- Period-end Consolidated Deposit Balances Increased \$14 Billion to Record \$1.12 Trillion
- Period-end Loan Balances Increased \$20 Billion to \$928 Billion
- Combined Debit and Consumer Credit Card Spending Rose 4.0 Percent to \$123 Billion
- Period-end Commercial Loan Balances Increased \$42 Billion to \$396 Billion
- Global Wealth and Investment Management Pretax Margin Increased to 26.6 Percent From 21.1 Percent
- Record Global Banking Revenue of \$4.3 Billion, up 9 Percent
- Achieved New BAC and Legacy Assets and Servicing 2013 Cost Savings Targets
- Credit Quality Continued to Improve With Net Charge-offs Down 49 Percent; Ratio at 0.68 Percent
- Basel 1 Tier 1 Common Capital of \$145 Billion, Ratio of 11.19 Percent
- Basel 3 Tier 1 Common Capital Ratio of 9.96 Percent, up From 9.25 Percent<sup>D</sup>

**Full-year 2013 Highlights Compared to Full-year 2012**

- Nearly \$90 Billion in Residential Home Loans and Home Equity Loans Funded in 2013
- More Than 3.9 Million New Consumer Credit Cards Issued in 2013
- Record Earnings of \$3 Billion in Global Wealth and Investment Management
- Bank of America Merrill Lynch Gained Market Share and Maintained No. 2 Ranking in Global Investment Banking Fees<sup>C</sup>
- Liquidity Remained Strong at \$376 Billion; Parent Company Time-to-required Funding Improved to 38 Months From 33 Months
- Initiated Capital Return to Shareholders Through Repurchase of \$3.2 Billion of Common Stock at an Average Price of \$13.90 per Share

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CHARLOTTE — Bank of America Corporation today reported net income of \$3.4 billion, or \$0.29 per diluted share, for the fourth quarter of 2013, compared to \$732 million, or \$0.03 per diluted share in the year-ago period. Revenue, net of interest expense, on an FTE basis<sup>A</sup> rose 15 percent from the fourth quarter of 2012 to \$21.7 billion.

For the year ended December 31, 2013, net income increased to \$11.4 billion, or \$0.90 per diluted share, from \$4.2 billion, or \$0.25 per diluted share, in 2012. Revenue, net of interest expense, on an FTE basis<sup>A</sup> rose 7 percent to \$89.8 billion.

"We are pleased to see the core businesses continue to perform well, serving our customers and clients," said Chief Executive Officer Brian Moynihan. "While work remains on past issues, our two hundred forty thousand teammates continue to do a great job winning in the marketplace."

"We enter this year with one of the strongest balance sheets in our company's history," said Chief Financial Officer Bruce Thompson. "Capital and liquidity are at record levels, credit losses are at historic lows, our cost savings initiatives are on track and yielding significant savings, and our businesses are seeing good momentum."

### Selected Financial Highlights

|                                                                                             | Three Months Ended  |                     | Year Ended          |                     |
|---------------------------------------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                                                             | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions, except per share data)</i>                                         |                     |                     |                     |                     |
| Net interest income, FTE basis <sup>1</sup>                                                 | \$ 10,999           | \$ 10,555           | \$ 43,124           | \$ 41,557           |
| Noninterest income                                                                          | 10,702              | 8,336               | 46,677              | 42,678              |
| <b>Total revenue, net of interest expense, FTE basis</b>                                    | <b>21,701</b>       | <b>18,891</b>       | <b>89,801</b>       | <b>84,235</b>       |
| <b>Total revenue, net of interest expense, FTE basis, excluding DVA and FVO<sup>2</sup></b> | <b>22,319</b>       | <b>19,610</b>       | <b>90,958</b>       | <b>91,819</b>       |
| Provision for credit losses                                                                 | 336                 | 2,204               | 3,556               | 8,169               |
| Noninterest expense                                                                         | 17,307              | 18,360              | 69,214              | 72,093              |
| <b>Net income</b>                                                                           | <b>\$ 3,439</b>     | <b>\$ 732</b>       | <b>\$ 11,431</b>    | <b>\$ 4,188</b>     |
| Diluted earnings per common share                                                           | \$ 0.29             | \$ 0.03             | \$ 0.90             | \$ 0.25             |

<sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 23-25 of this press release. Net interest income on a GAAP basis was \$10.8 billion and \$10.3 billion for the three months ended December 31, 2013 and 2012, and \$42.3 billion and \$40.7 billion for the years ended December 31, 2013 and 2012. Total revenue, net of interest expense, on a GAAP basis was \$21.5 billion and \$18.7 billion for the three months ended December 31, 2013 and 2012, and \$88.9 billion and \$83.3 billion for the years ended December 31, 2013 and 2012.

<sup>2</sup> Total revenue, net of interest expense, on an FTE basis excluding DVA and FVO adjustments is a non-GAAP financial measure. DVA losses were \$201 million and \$277 million for the three months ended December 31, 2013 and 2012, and \$508 million and \$2.5 billion for the years ended December 31, 2013 and 2012. Valuation losses related to FVO were \$417 million and \$442 million for the three months ended December 31, 2013 and 2012, and \$649 million and \$5.1 billion for the years ended December 31, 2013 and 2012.

Revenue, net of interest expense, on an FTE basis<sup>A</sup> rose \$2.8 billion from the fourth quarter of 2012 to \$21.7 billion. Excluding the impact of debit valuation adjustments (DVA) and fair value option (FVO) adjustments<sup>B</sup>, revenue was \$22.3 billion in the fourth quarter of 2013, compared to \$19.6 billion in the fourth quarter of 2012.

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Net interest income, on an FTE basis, rose 4 percent from the year-ago quarter to \$11.0 billion<sup>A</sup>. The improvement was driven by reductions in long-term debt balances and yields, favorable market-related adjustments from lower 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 2.56 percent in the fourth quarter of 2013, compared to 2.35 percent in the fourth quarter of 2012.

Noninterest income increased 28 percent from the year-ago quarter, to \$10.7 billion, driven by lower representations and warranties provision and year-over-year improvement in both investment banking fees and investment and brokerage income. This was partially offset by lower equity investment income compared to the fourth quarter of 2012.

The provision for credit losses declined \$1.9 billion from the fourth quarter of 2012 to \$336 million, driven by improved credit quality. Net charge-offs declined significantly to \$1.6 billion in the fourth quarter of 2013 from \$3.1 billion in the fourth quarter of 2012, with the net charge-off ratio falling to 0.68 percent in the fourth quarter of 2013 from 1.40 percent in the year-ago quarter. The provision for credit losses in the fourth quarter of 2013 included a \$1.2 billion reduction in the allowance for credit losses, compared to a \$900 million reduction in the allowance in the fourth quarter of 2012.

Noninterest expense was \$17.3 billion, compared to \$18.4 billion in the year-ago quarter, driven primarily by reduced expenses in Legacy Assets and Servicing (LAS) and lower personnel expense as the company continued to streamline processes and achieve cost savings. This was partially offset by higher litigation expense reflecting continued evaluation of legacy exposures largely related to residential mortgage-backed securities (RMBS) litigation. Litigation expense rose to \$2.3 billion in the fourth quarter of 2013 from \$1.1 billion in the third quarter of 2013 and \$916 million in the fourth quarter of 2012. In addition, the year-ago quarter included a \$1.1 billion expense related to the Independent Foreclosure Review (IFR) acceleration agreement.

Income tax expense for the fourth quarter of 2013 was \$406 million on \$3.8 billion of pretax income, compared to an income tax benefit of \$2.6 billion on \$1.9 billion of pretax loss in the year-ago quarter. The effective tax rate for the quarter of 10.6 percent was driven by recurring tax preference items and certain discrete tax benefits. At December 31, 2013, the company had 242,117 full-time employees, down 9 percent from the year-ago quarter.

## 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, net of interest expense, is on an FTE basis.

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**Consumer and Business Banking (CBB)**

|                                                          | Three Months Ended  |                     | Year Ended          |                     |
|----------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                          | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                             |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis</b> | <b>\$ 7,497</b>     | <b>\$ 7,401</b>     | <b>\$ 29,867</b>    | <b>\$ 29,790</b>    |
| Provision for credit losses                              | <b>427</b>          | 1,078               | <b>3,107</b>        | 4,148               |
| Noninterest expense                                      | <b>4,042</b>        | 4,174               | <b>16,357</b>       | 16,995              |
| <b>Net income</b>                                        | <b>\$ 1,967</b>     | <b>\$ 1,446</b>     | <b>\$ 6,588</b>     | <b>\$ 5,546</b>     |
| Return on average allocated capital <sup>1, 2</sup>      | <b>26.03 %</b>      | — %                 | <b>21.98 %</b>      | — %                 |
| Return on average economic capital <sup>1, 2</sup>       | —                   | 23.46               | —                   | 23.12               |
| Average loans                                            | <b>\$ 163,152</b>   | <b>\$ 167,219</b>   | <b>\$ 164,570</b>   | <b>\$ 173,036</b>   |
| Average deposits                                         | <b>528,808</b>      | 484,086             | <b>518,980</b>      | 475,180             |
| <b>At period-end</b>                                     |                     |                     |                     |                     |
| Brokerage assets                                         |                     |                     | <b>\$ 96,048</b>    | <b>\$ 75,946</b>    |

<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 23-25 of this press release.

<sup>2</sup> 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 23-25 of this press release.

**Business Highlights**

- Average deposit balances for the quarter of \$528.8 billion increased \$44.7 billion, or 9 percent, from the year-ago quarter. The increase was driven by growth in liquid products in the current low-rate environment and the \$20 billion average impact of deposit transfers primarily from Global Wealth and Investment Management (GWIM). The average rate paid on deposits declined to 8 basis points in the fourth quarter of 2013 from 16 basis points in the year-ago quarter, due to pricing discipline and a shift in the mix of deposits.
- The number of active mobile banking customers increased 20 percent from the year-ago quarter to 14.4 million.
- Total Corporate U.S. Consumer Credit Card (including balances in GWIM) retail spending per average active account increased 6 percent from the fourth quarter of 2012.
- Total Corporate U.S. Consumer Credit Card net credit loss rate for the fourth quarter of 2013 was 3.19 percent, the lowest since the first quarter of 2006.
- Return on average allocated capital increased to 26.03 percent in the fourth quarter of 2013 from 23.55 percent in the third quarter of 2013.

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## Financial Overview

Consumer and Business Banking reported net income of \$2.0 billion, up \$521 million, or 36 percent, from the year-ago quarter, driven by lower provision for credit losses, lower noninterest expense and higher revenue.

Revenue of \$7.5 billion increased \$96 million from the year-ago quarter, driven by higher net interest income. The provision for credit losses decreased \$651 million from the year-ago quarter to \$427 million, reflecting continued improvement in credit quality. Noninterest expense decreased \$132 million from the year-ago quarter to \$4.0 billion, primarily due to lower personnel expense and lower FDIC expense, partially offset by higher litigation expense.

### Consumer Real Estate Services (CRES)

|                                                          | Three Months Ended  |                     | Year Ended          |                     |
|----------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                          | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                             |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis</b> | <b>\$ 1,712</b>     | <b>\$ 475</b>       | <b>\$ 7,716</b>     | <b>\$ 8,751</b>     |
| Provision for credit losses                              | (474)               | 485                 | (156)               | 1,442               |
| Noninterest expense                                      | 3,794               | 5,607               | 16,013              | 17,190              |
| <b>Net loss</b>                                          | <b>\$ (1,061)</b>   | <b>\$ (3,704)</b>   | <b>\$ (5,155)</b>   | <b>\$ (6,439)</b>   |
| Average loans and leases                                 | 89,687              | 96,605              | 90,278              | 103,524             |
| <b>At period-end</b>                                     |                     |                     |                     |                     |
| Loans and leases                                         |                     |                     | <b>\$ 89,753</b>    | <b>\$ 94,660</b>    |

### Business Highlights

- Bank of America funded \$13.5 billion in residential home loans and home equity loans during the fourth quarter of 2013, helping nearly 50,000 homeowners either refinance an existing mortgage or purchase a home through our retail channels. This included nearly 4,200 first-time homebuyer mortgages and more than 17,000 mortgages to low- and moderate-income borrowers.
- Approximately 68 percent of funded first mortgages were refinances and 32 percent were for home purchases.
- The number of 60+ days delinquent first-mortgage loans serviced by LAS declined 18 percent during the fourth quarter of 2013 to 325,000 loans from 398,000 loans at the end of the third quarter of 2013, and declined 58 percent from 773,000 loans at the end of the fourth quarter of 2012.

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## Financial Overview

Consumer Real Estate Services reported a net loss of \$1.1 billion for the fourth quarter of 2013, compared to a net loss of \$3.7 billion for the same period in 2012. The year-ago quarter included the settlements with the Federal National Mortgage Association (Fannie Mae) to resolve outstanding and potential repurchase and certain other claims and \$1.1 billion of expense related to the IFR acceleration agreement.

Revenue increased \$1.2 billion from the fourth quarter of 2012 to \$1.7 billion due to a \$2.9 billion reduction in representations and warranties provision, partially offset by a \$1.1 billion decline in servicing revenue reflecting lower Mortgage Servicing Rights (MSR) net-of-hedge performance and a smaller servicing portfolio, as well as a decline in core production revenue.

CRES first-mortgage originations declined 46 percent in the fourth quarter of 2013 compared to the same period in 2012, reflecting a corresponding decline in the overall market demand for mortgages. Core production revenue declined in the fourth quarter of 2013 to \$403 million from \$986 million in the year-ago quarter due to lower volume as well as a reduction in margins resulting from the continued industrywide margin compression over the past year. The provision for representations and warranties declined to \$70 million in the fourth quarter of 2013 from \$3.0 billion in the fourth quarter of 2012, which included the Fannie Mae settlements mentioned above.

The provision for credit losses decreased \$959 million from the year-ago quarter to a benefit of \$474 million, driven primarily by increased home prices and improved portfolio trends.

Noninterest expense decreased \$1.8 billion from the year-ago quarter to \$3.8 billion, due to the IFR expense in the year-ago quarter mentioned above, as well as lower LAS default-related servicing expenses as a result of continued staff reductions and lower assessments, waivers and similar costs related to foreclosure delays. These improvements were partially offset by a \$522 million increase in litigation expense in LAS from the fourth quarter of 2012 to the fourth quarter of 2013.

A significant contributor to the year-over-year expense reduction was the improvement in the number of 60+ days delinquent first-mortgage loans serviced by LAS, which fell 58 percent to 325,000 loans from 773,000 loans at the end of the fourth quarter of 2012.

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## Global Wealth and Investment Management (GWIM)

|                                                          | Three Months Ended  |                     | Year Ended          |                     |
|----------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                          | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                             |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis</b> | <b>\$ 4,480</b>     | <b>\$ 4,193</b>     | <b>\$ 17,790</b>    | <b>\$ 16,518</b>    |
| Provision for credit losses                              | 26                  | 112                 | 56                  | 266                 |
| Noninterest expense                                      | 3,264               | 3,196               | 13,038              | 12,721              |
| <b>Net income</b>                                        | <b>\$ 777</b>       | <b>\$ 576</b>       | <b>\$ 2,974</b>     | <b>\$ 2,245</b>     |
| Return on average allocated capital <sup>1, 2</sup>      | 30.97%              | —%                  | 29.90%              | —%                  |
| Return on average economic capital <sup>1, 2</sup>       | —                   | 28.36               | —                   | 30.80               |
| Average loans and leases                                 | <b>\$ 115,546</b>   | <b>\$ 103,785</b>   | <b>\$ 111,023</b>   | <b>\$ 100,456</b>   |
| Average deposits                                         | 240,395             | 249,658             | 242,161             | 242,384             |
| <b>At period-end</b> <i>(dollars in billions)</i>        |                     |                     |                     |                     |
| Assets under management                                  |                     |                     | <b>\$ 821.4</b>     | <b>\$ 698.1</b>     |
| Total client balances <sup>3</sup>                       |                     |                     | <b>2,366.4</b>      | <b>2,151.6</b>      |

<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 23-25 of this press release.

<sup>2</sup> 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 23-25 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).

## Business Highlights

- Pretax margin increased to 26.6 percent from 21.1 percent in the year-ago quarter.
- Asset management fees grew to \$1.8 billion, up 15 percent from the year-ago quarter.
- Client balances increased 10 percent to a record \$2.37 trillion, driven by higher market levels and net inflows.
- Period-end loan balances increased to a record \$115.8 billion, up 9 percent from the year-ago quarter.
- Fourth-quarter 2013 long-term AUM flows of \$9.4 billion were the 18th consecutive quarter of positive flows. For the full year, long-term AUM flows were a record \$47.8 billion, up \$21.4 billion or 81 percent from a year ago.
- Return on average allocated capital increased to 30.97 percent in the fourth quarter of 2013 from 28.68 percent in the third quarter of 2013.

## Financial Overview

Global Wealth and Investment Management reported strong results across many measures in the fourth quarter of 2013 with record net income, record asset management fees and

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strong client flows. Net income rose 35 percent from the fourth quarter of 2012 to a record \$777 million, reflecting strong revenue performance and low credit costs.

Revenue increased 7 percent from the year-ago quarter to \$4.5 billion, driven by higher noninterest income related to long-term AUM flows and higher market levels.

The provision for credit losses decreased \$86 million from the year-ago quarter to \$26 million due to improvement in the home loans portfolio. Noninterest expense of \$3.3 billion increased 2 percent, driven by higher volume-related expenses, partially offset by lower support and other personnel costs.

Client balances rose 10 percent from a year ago to \$2.37 trillion, driven largely by higher market levels, long-term AUM flows of \$47.8 billion and period-end client loan growth of \$9.5 billion. Assets under management rose \$123.4 billion, or 18 percent, from the fourth quarter of 2012 to \$821.4 billion, driven by market appreciation and long-term AUM flows. Average deposit balances declined \$9.3 billion from the fourth quarter of 2012 to \$240.4 billion as the impact of transfers to CBB was partially offset by organic growth.

## Global Banking

|                                                          | Three Months Ended  |                     | Year Ended          |                     |
|----------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                          | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                             |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis</b> | <b>\$ 4,305</b>     | <b>\$ 3,951</b>     | <b>\$ 16,481</b>    | <b>\$ 15,674</b>    |
| Provision for credit losses                              | 441                 | 62                  | 1,075               | (342)               |
| Noninterest expense                                      | 1,927               | 1,753               | 7,552               | 7,619               |
| <b>Net income</b>                                        | <b>\$ 1,267</b>     | <b>\$ 1,392</b>     | <b>\$ 4,974</b>     | <b>\$ 5,344</b>     |
| Return on average allocated capital <sup>1, 2</sup>      | 21.86%              | —%                  | 21.64%              | —%                  |
| Return on average economic capital <sup>1, 2</sup>       | —                   | 28.97               | —                   | 27.69               |
| Average loans and leases                                 | \$ 268,849          | \$ 232,396          | \$ 257,245          | \$ 224,336          |
| Average deposits                                         | 259,762             | 242,817             | 237,457             | 223,940             |

<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 23-25 of this press release.

<sup>2</sup> 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 23-25 of this press release.

## Business Highlights

- Global Banking achieved record revenues and firmwide Investment Banking fees.
- Firmwide investment banking fees of \$1.7 billion, excluding self-led deals, increased \$441 million, or 34 percent, from the prior quarter and \$138 million, or 9 percent, from the year-ago quarter.

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- Bank of America Merrill Lynch (BAML) maintained its No. 2 ranking in global net investment banking fees in the fourth quarter of 2013, with an increase in market share to 8.0 percent from 7.3 percent in the third quarter of 2013, and was No. 1 in investment banking fees in the Americas with 10.7 percent market share in the fourth quarter of 2013<sup>C</sup>. BAML was also ranked among the top three global financial institutions in announced mergers and acquisitions, leveraged loans, investment-grade corporate debt, mortgage-backed securities, asset-backed securities and syndicated loans during the fourth quarter of 2013<sup>C</sup>.
- Average loan and lease balances increased \$36.5 billion, or 16 percent, from the year-ago quarter, to \$268.8 billion with growth primarily in the commercial and industrial loan portfolio and the commercial real estate portfolio.
- Average deposits rose \$16.9 billion, or 7 percent, from the year-ago quarter to \$259.8 billion due to client liquidity and international growth.

## Financial Overview

Global Banking reported net income of \$1.3 billion in the fourth quarter of 2013, down \$125 million from the year-ago quarter, as an increase in revenue was more than offset by higher provision for credit losses as the company built reserves associated with loan growth. Net charge-offs declined to \$7 million in the fourth quarter of 2013 from \$132 million in the fourth quarter of 2012.

Revenue of \$4.3 billion was up 9 percent from the year-ago quarter, reflecting higher net interest income, driven by loan growth and higher Investment Banking fees.

Global Corporate Banking revenue increased to \$1.6 billion in the fourth quarter, up \$125 million from the year-ago quarter, and Global Commercial Banking revenue increased \$117 million to \$1.8 billion. Included in these results are Business Lending revenue of \$1.8 billion, up \$180 million from the year-ago quarter, and Treasury Services revenue of \$1.5 billion, up \$62 million from the year-ago period. Global Banking investment banking fees, excluding self-led deals, increased \$101 million from the year-ago quarter.

Noninterest expense increased \$174 million, or 10 percent, from the year-ago quarter to \$1.9 billion, primarily from higher incentive compensation associated with the strong performance in investment banking.

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## Global Markets

|                                                                                     | Three Months Ended  |                     | Year Ended          |                     |
|-------------------------------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                                                     | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                                                        |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis</b>                            | <b>\$ 3,624</b>     | <b>\$ 3,020</b>     | <b>\$ 16,058</b>    | <b>\$ 14,284</b>    |
| <b>Total revenue, net of interest expense, FTE basis, excluding DVA<sup>1</sup></b> | <b>3,824</b>        | <b>3,296</b>        | <b>16,566</b>       | <b>16,732</b>       |
| Provision for credit losses                                                         | <b>104</b>          | <b>17</b>           | <b>140</b>          | <b>34</b>           |
| Noninterest expense                                                                 | <b>3,284</b>        | <b>2,627</b>        | <b>12,013</b>       | <b>11,295</b>       |
| <b>Net income</b>                                                                   | <b>\$ 215</b>       | <b>\$ 181</b>       | <b>\$ 1,563</b>     | <b>\$ 1,229</b>     |
| <b>Net income, excluding DVA and U.K. tax<sup>1</sup></b>                           | <b>341</b>          | <b>355</b>          | <b>3,009</b>        | <b>3,552</b>        |
| Return on average allocated capital, excluding DVA and U.K. tax <sup>2, 3, 4</sup>  | <b>4.54 %</b>       | <b>—</b>            | <b>10.06 %</b>      | <b>—</b>            |
| Return on average economic capital, excluding DVA and U.K. tax <sup>2, 3, 4</sup>   | <b>—</b>            | <b>9.98 %</b>       | <b>—</b>            | <b>25.76 %</b>      |
| <b>Total average assets</b>                                                         | <b>\$ 603,110</b>   | <b>\$ 645,808</b>   | <b>\$ 632,804</b>   | <b>\$ 606,249</b>   |

<sup>1</sup> Total revenue, net of interest expense, on an FTE basis excluding DVA and net income excluding DVA and the U.K. corporate tax rate adjustments are non-GAAP financial measures. DVA losses were \$200 million and \$276 million for the three months ended December 31, 2013 and 2012, and \$508 million and \$2.4 billion for the years ended December 31, 2013 and 2012. U.K. corporate tax rate adjustments were \$1.1 billion and \$0.8 billion for the years ended December 31, 2013 and 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 23-25 of this press release.

<sup>3</sup> 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 5.24 percent for 2013 and return on average economic capital was 8.95 percent for 2012.

<sup>4</sup> 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 23-25 of this press release.

## Business Highlights

- Sales and trading revenue, excluding DVA<sup>F</sup>, rose 19 percent from the fourth quarter of 2012 to \$3.0 billion.
- Equities sales and trading revenue, excluding DVA<sup>G</sup>, rose 27 percent from the fourth quarter of 2012, due to continued gains in market share and increased market volumes.
- Bank of America Merrill Lynch was named "No. 1 Global Research" firm for the third consecutive year by Institutional Investor.

## Financial Overview

Global Markets reported net income of \$215 million in the fourth quarter of 2013, compared to \$181 million in the year-ago quarter. Excluding DVA<sup>F</sup> losses, net income was \$341 million in the fourth quarter of 2013, compared to \$355 million in the year-ago quarter.

Global Markets revenue increased \$604 million, or 20 percent, from the year-ago quarter to \$3.6 billion. Excluding DVA<sup>F</sup>, revenue increased \$528 million, or 16 percent, to \$3.8 billion

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driven by strong performance in Equities in both primary and secondary markets. DVA losses were \$200 million, compared to losses of \$276 million in the year-ago quarter.

Fixed Income, Currency and Commodities sales and trading revenue, excluding DVA<sup>G</sup>, was \$2.1 billion in the fourth quarter of 2013, an increase of \$292 million, or 16 percent, from the year-ago quarter, as stronger results in credit and mortgage products more than offset weakness in rates and commodities.

Equities sales and trading revenue, excluding DVA<sup>G</sup>, was \$904 million, an increase of \$191 million, or 27 percent, from the year-ago quarter due to gains in market share, higher market volumes, and increased client financing balances.

Noninterest expense increased to \$3.3 billion from \$2.6 billion in the year-ago quarter, primarily driven by expense associated with RMBS litigation.

Total average assets declined 7 percent from the fourth quarter of 2012 to \$603.1 billion from \$645.8 billion.

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

|                                                                      | Three Months Ended  |                     | Year Ended          |                     |
|----------------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                                      | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                                         |                     |                     |                     |                     |
| <b>Total revenue, net of interest expense, FTE basis<sup>2</sup></b> | <b>\$ 83</b>        | <b>\$ (149)</b>     | <b>\$ 1,889</b>     | <b>\$ (782)</b>     |
| Provision for credit losses                                          | (188)               | 450                 | (666)               | 2,621               |
| Noninterest expense                                                  | 996                 | 1,003               | 4,241               | 6,273               |
| <b>Net income (loss)</b>                                             | <b>\$ 274</b>       | <b>\$ 841</b>       | <b>\$ 487</b>       | <b>\$ (3,737)</b>   |
| Total average loans                                                  | 226,049             | 247,128             | 235,454             | 259,241             |

<sup>1</sup> 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, 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.

<sup>2</sup> Revenue includes equity investment income of \$392 million and \$569 million for the three months ended December 31, 2013 and 2012 and \$2.6 billion and \$1.1 billion for the years ended December 31, 2013 and 2012, and gains on sales of debt securities of \$364 million and \$117 million for the three months ended December 31, 2013 and 2012, and \$1.2 billion and \$1.5 billion for the years ended December 31, 2013 and 2012.

All Other reported net income of \$274 million in the fourth quarter of 2013, compared to \$841 million for the same period a year ago. The decline was primarily driven by lower income tax benefits, as the year-ago period included the recognition of certain foreign tax credits, as well as lower equity investment income compared to the year-ago quarter. This was partially offset by a \$638 million decrease in the provision for credit losses from the year-ago quarter, primarily reflecting the continued improvement in portfolio trends, including increased home prices in the residential mortgage portfolio. Negative FVO adjustments were \$417 million in the fourth quarter of 2013, flat from the year-ago quarter.

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## Credit Quality

|                                                                          | Three Months Ended  |                     | Year Ended          |                     |
|--------------------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|
|                                                                          | December 31<br>2013 | December 31<br>2012 | December 31<br>2013 | December 31<br>2012 |
| <i>(Dollars in millions)</i>                                             |                     |                     |                     |                     |
| Provision for credit losses                                              | \$ 336              | \$ 2,204            | \$ 3,556            | \$ 8,169            |
| Net charge-offs <sup>1</sup>                                             | 1,582               | 3,104               | 7,897               | 14,908              |
| Net charge-off ratio <sup>1, 2</sup>                                     | 0.68 %              | 1.40 %              | 0.87 %              | 1.67 %              |
| Net charge-off ratio, excluding the PCI loan portfolio <sup>2</sup>      | 0.70 %              | 1.44 %              | 0.90 %              | 1.73 %              |
| Net charge-off ratio, including PCI write-offs <sup>2</sup>              | 1.00                | 1.90                | 1.13                | 1.99                |
|                                                                          |                     |                     | December 31<br>2013 | December 31<br>2012 |
| Nonperforming loans, leases and foreclosed properties                    |                     |                     | \$ 17,772           | \$ 23,555           |
| Nonperforming loans, leases and foreclosed properties ratio <sup>3</sup> |                     |                     | 1.93 %              | 2.62 %              |
| Allowance for loan and lease losses                                      |                     |                     | \$ 17,428           | \$ 24,179           |
| Allowance for loan and lease losses ratio <sup>4</sup>                   |                     |                     | 1.90 %              | 2.69 %              |

<sup>1</sup> Excludes write-offs of PCI loans of \$741 million and \$1.1 billion for the three months ended December 31, 2013 and 2012, and \$2.3 billion and \$2.8 billion for the years ended December 31, 2013 and 2012.

<sup>2</sup> Net charge-off ratios are calculated as net charge-offs divided by average outstanding loans and leases during the period; quarterly results are annualized.

<sup>3</sup> 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.

<sup>4</sup> 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 the fourth quarter of 2013, with net charge-offs declining across all major portfolios and the provision for credit losses decreasing from the year-ago quarter. The number of 30+ days performing delinquent loans, excluding fully-insured loans, declined across all consumer portfolios from the year-ago quarter, again reaching record low levels in the U.S. credit card portfolio. Additionally, reservable criticized balances and nonperforming loans, leases and foreclosed properties also continued to decline, down 19 percent and 25 percent from the year-ago period.

Net charge-offs were \$1.6 billion in the fourth quarter of 2013, down from \$3.1 billion in the fourth quarter of 2012. The most recent quarter included \$144 million in accelerated charge-offs related to the impact associated with a clarification of regulatory guidance on the accounting for troubled debt restructurings in the home loans portfolios.

The provision for credit losses was \$336 million, down \$1.9 billion from the fourth quarter of 2012. The provision included a \$1.2 billion reduction in the allowance for credit losses in the fourth quarter of 2013, compared to a \$900 million reduction in the allowance in the fourth quarter of 2012. The reduction in provision was driven by improvement in the 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. This was partially offset by higher provision for credit losses in the commercial portfolio associated with loan growth.

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The allowance for loan and lease losses to annualized net charge-off coverage ratio was 2.78 times in the fourth quarter of 2013, compared to 1.96 times in the fourth quarter of 2012. The allowance to annualized net charge-off coverage ratio, excluding PCI, was 2.38 times in the fourth quarter of 2013 and 1.51 times in the fourth quarter of 2012.

Nonperforming loans, leases and foreclosed properties were \$17.8 billion at December 31, 2013, a decrease from \$20.0 billion at September 30, 2013 and \$23.6 billion at December 31, 2012.

### Capital and Liquidity Management

| <i>(Dollars in millions, except per share information)</i>                | At December 31<br>2013 | At September 30 2013 | At December 31<br>2012 |
|---------------------------------------------------------------------------|------------------------|----------------------|------------------------|
| Total shareholders' equity                                                | \$ 232,685             | \$ 232,282           | \$ 236,956             |
| Tier 1 common capital                                                     | 145,235                | 142,825              | 133,403                |
| Tier 1 common capital ratio including Market Risk Final Rule <sup>2</sup> | 11.19%                 | 11.08%               | n/a                    |
| Tangible common equity ratio <sup>1</sup>                                 | 7.20                   | 7.08                 | 6.74                   |
| Common equity ratio                                                       | 10.43                  | 10.30                | 9.87                   |
| Tangible book value per share <sup>1</sup>                                | \$ 13.79               | \$ 13.62             | \$ 13.36               |
| Book value per share                                                      | 20.71                  | 20.50                | 20.24                  |

<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 pages 23-25 of this press release.

<sup>2</sup> 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. The Basel 1 Tier 1 common capital ratio for December 31, 2012 is not presented as the Market Risk Final Rule did not apply during that period.

n/a = not applicable

The Tier 1 common capital ratio, including the Market Risk Final Rule, was 11.19 percent at December 31, 2013, up from 11.08 percent at September 30, 2013.

As of December 31, 2013, the company's Tier 1 common capital ratio on a Basel 3 fully phased-in basis under the Advanced approach is estimated at 9.96 percent, up from 9.94 percent at September 30, 2013 and 9.25 percent at December 31, 2012<sup>D</sup>.

The estimated Basel 3 Tier 1 common capital ratio at year-end 2013 increased modestly from the third quarter of 2013 as earnings were offset by negative other comprehensive income for the quarter and common share repurchases. Estimated Basel 3 risk-weighted assets at year-end 2013 increased modestly compared to the third quarter of 2013.

Based on the proposed increases to the U.S. supplementary leverage ratio minimum requirements, the company expects that as of December 31, 2013, the supplementary leverage ratio for Bank of America Corporation would be above the proposed 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 proposed 6 percent minimum. The U.S. supplementary leverage ratio requirements are expected to take effect in 2018<sup>E</sup>.

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At December 31, 2013, the company's total Global Excess Liquidity Sources totaled \$376 billion, up from \$359 billion at September 30, 2013 and \$372 billion at December 31, 2012. Long-term debt was \$250 billion as of December 31, 2013, down from \$255 billion at September 30, 2013 and \$276 billion at December 31, 2012, reflecting the company's continued focus on liability management. Time-to-required funding was 38 months at December 31, 2013, compared to 35 months at September 30, 2013 and 33 months at December 31, 2012.

During the fourth quarter of 2013, a cash dividend of \$0.01 per common share was paid, and the company recorded \$256 million in preferred dividends.

Period-end common shares issued and outstanding were 10.59 billion and 10.78 billion at December 31, 2013 and 2012. The company previously announced that it was authorized to repurchase up to \$5.0 billion of common stock. As of December 31, 2013, approximately 232 million common shares had been repurchased for approximately \$3.2 billion at an average price of \$13.90 per share.

Tangible book value per share of common stock<sup>1</sup> was \$13.79 at December 31, 2013 compared to \$13.36 at December 31, 2012. Book value per share was \$20.71 at December 31, 2013 compared to \$20.24 at December 31, 2012.

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A Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 23-25 of this press release. Net interest income on a GAAP basis was \$10.8 billion and \$10.3 billion for the three months ended December 31, 2013 and 2012, and \$42.3 billion and \$40.7 billion for the years ended December 31, 2013 and 2012. Total revenue, net of interest expense, on a GAAP basis was \$21.5 billion and \$18.7 billion for the three months ended December 31, 2013 and 2012, and \$88.9 billion and \$83.3 billion for the years ended December 31, 2013 and 2012.

B Total revenue, net of interest expense, on an FTE basis excluding DVA and FVO adjustments is a non-GAAP financial measure. DVA losses were \$201 million and \$277 million for the three months ended December 31, 2013 and 2012, and \$508 million and \$2.5 billion for the years ended December 31, 2013 and 2012. Valuation losses related to FVO were \$417 million and \$442 million for the three months ended December 31, 2013 and 2012, and \$649 million and \$5.1 billion for the years ended December 31, 2013 and 2012.

C Rankings per Dealogic as of January 2, 2014.

D Basel 3 Tier 1 common capital ratio is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to page 19 of this press release. Fully phased-in Basel 3 estimates for December 31, 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 the U.S. Notice of Proposed Rulemaking issued in July 2013 and represents an average of the monthly ratios for the quarter of Tier 1 capital to the sum of on-balance sheet assets and certain 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 losses were \$200 million and \$276 million for the three months ended December 31, 2013 and 2012, and \$508 million and \$2.4 billion for the years ended December 31, 2013 and 2012. The impacts of the U.K. corporate tax rate adjustments were \$1.1 billion and \$0.8 billion for the years ended December 31, 2013 and 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 losses were \$193 million and \$237 million for the three months ended December 31, 2013 and 2012, and \$491 million and \$2.2 billion for the years ended December 31, 2013 and 2012. Equities DVA losses were \$7 million and \$39 million for the three months ended December 31, 2013 and 2012, and \$17 million and \$253 million for the years ended December 31, 2013 and 2012.

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 23-25 of this press release.

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*Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss fourth-quarter 2013 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 Web site at <http://investor.bankofamerica.com>. 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 January 15 through midnight, January 23 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. The company provides unmatched convenience in the United States, serving approximately 50 million consumer and small business relationships with approximately 5,100 retail banking offices and approximately 16,300 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, 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 filings: the Company's ability to resolve representations and warranties repurchase 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 government-sponsored enterprises, monolines or private-label and other investors; the

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possibility that final court approval of negotiated settlements is not obtained; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; the possibility that the Company may not collect mortgage insurance claims; the possible impact of a future FASB standard on accounting for credit losses; uncertainties about the financial stability of several countries in the eurozone, the risk that those countries may default on their sovereign debt and related stresses on financial markets, the euro and the eurozone and the Company's exposures to such risks, including direct, indirect and operational; uncertainties related to the timing and pace of Federal Reserve tapering of quantitative easing, and the impact on global interest rates, currency exchange rates, and economic conditions in a number of countries; the potential impact of any future federal debt ceiling impasse; the possibility of future inquiries or investigations regarding pending or completed foreclosure activities; the potential impact of regulatory capital and liquidity requirements; 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 potential impact on debit card interchange fee revenue in connection with the U.S. District Court for the District of Columbia's ruling on July 31, 2013 regarding the Federal Reserve's rules implementing the Financial Reform Act's Durbin Amendment; 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 possibility that the European Commission will impose remedial measures in relation to its investigation of the Company's competitive practices; the impact of potential regulatory enforcement action relating to optional identity theft protection services and certain optional credit card debt cancellation products; unexpected claims, damages, penalties and fines resulting from pending or future litigation and regulatory proceedings including proceedings instituted by members of the Financial Fraud Enforcement Task Force; 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; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; 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.

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broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the broker-dealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

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## Bank of America Corporation and Subsidiaries

### Selected Financial Data

(Dollars in millions, except per share data)

|                                              | Year Ended<br>December 31 |           | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|----------------------------------------------|---------------------------|-----------|---------------------------|--------------------------|---------------------------|
|                                              | 2013                      | 2012      |                           |                          |                           |
| <b>Summary Income Statement</b>              |                           |           |                           |                          |                           |
| Net interest income                          | \$ 42,265                 | \$ 40,656 | \$ 10,786                 | \$ 10,266                | \$ 10,324                 |
| Noninterest income                           | 46,677                    | 42,678    | 10,702                    | 11,264                   | 8,336                     |
| Total revenue, net of interest expense       | 88,942                    | 83,334    | 21,488                    | 21,530                   | 18,660                    |
| Provision for credit losses                  | 3,556                     | 8,169     | 336                       | 296                      | 2,204                     |
| Noninterest expense                          | 69,214                    | 72,093    | 17,307                    | 16,389                   | 18,360                    |
| Income (loss) before income taxes            | 16,172                    | 3,072     | 3,845                     | 4,845                    | (1,904)                   |
| Income tax expense (benefit)                 | 4,741                     | (1,116)   | 406                       | 2,348                    | (2,636)                   |
| Net income                                   | \$ 11,431                 | \$ 4,188  | \$ 3,439                  | \$ 2,497                 | \$ 732                    |
| Preferred stock dividends                    | 1,349                     | 1,428     | 256                       | 279                      | 365                       |
| Net income applicable to common shareholders | \$ 10,082                 | \$ 2,760  | \$ 3,183                  | \$ 2,218                 | \$ 367                    |
| Earnings per common share                    | \$ 0.94                   | \$ 0.26   | \$ 0.30                   | \$ 0.21                  | \$ 0.03                   |
| Diluted earnings per common share            | 0.90                      | 0.25      | 0.29                      | 0.20                     | 0.03                      |

|                                      | Year Ended<br>December 31 |            | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|--------------------------------------|---------------------------|------------|---------------------------|--------------------------|---------------------------|
|                                      | 2013                      | 2012       |                           |                          |                           |
| <b>Summary Average Balance Sheet</b> |                           |            |                           |                          |                           |
| Total loans and leases               | \$ 918,641                | \$ 898,768 | \$ 929,777                | \$ 923,978               | \$ 893,166                |
| Debt securities                      | 337,953                   | 353,577    | 325,119                   | 327,493                  | 360,213                   |
| Total earning assets                 | 1,746,974                 | 1,769,969  | 1,708,501                 | 1,710,685                | 1,788,936                 |
| Total assets                         | 2,163,513                 | 2,191,356  | 2,134,875                 | 2,123,430                | 2,210,365                 |
| Total deposits                       | 1,089,735                 | 1,047,782  | 1,112,674                 | 1,090,611                | 1,078,076                 |
| Common shareholders' equity          | 218,468                   | 216,996    | 220,088                   | 216,766                  | 219,744                   |
| Total shareholders' equity           | 233,947                   | 235,677    | 233,415                   | 230,392                  | 238,512                   |

|                                                                | Year Ended<br>December 31 |        | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|----------------------------------------------------------------|---------------------------|--------|---------------------------|--------------------------|---------------------------|
|                                                                | 2013                      | 2012   |                           |                          |                           |
| <b>Performance Ratios</b>                                      |                           |        |                           |                          |                           |
| Return on average assets                                       | 0.53 %                    | 0.19 % | 0.64 %                    | 0.47 %                   | 0.13 %                    |
| Return on average tangible shareholders' equity <sup>(1)</sup> | 7.13                      | 2.60   | 8.53                      | 6.32                     | 1.77                      |

|                                                                               | Year Ended<br>December 31 |           | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|-------------------------------------------------------------------------------|---------------------------|-----------|---------------------------|--------------------------|---------------------------|
|                                                                               | 2013                      | 2012      |                           |                          |                           |
| <b>Credit Quality</b>                                                         |                           |           |                           |                          |                           |
| Total net charge-offs                                                         | \$ 7,897                  | \$ 14,908 | \$ 1,582                  | \$ 1,687                 | \$ 3,104                  |
| Net charge-offs as a % of average loans and leases outstanding <sup>(2)</sup> | 0.87 %                    | 1.67 %    | 0.68 %                    | 0.73 %                   | 1.40 %                    |
| Provision for credit losses                                                   | \$ 3,556                  | \$ 8,169  | \$ 336                    | \$ 296                   | \$ 2,204                  |

|                                                                                                                              | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|---------------------|
| Total nonperforming loans, leases and foreclosed properties <sup>(3)</sup>                                                   | \$ 17,772           | \$ 20,028            | \$ 23,555           |
| Nonperforming loans, leases and foreclosed properties as a % of total loans, leases and foreclosed properties <sup>(4)</sup> | 1.93 %              | 2.17 %               | 2.62 %              |
| Allowance for loan and lease losses                                                                                          | \$ 17,428           | \$ 19,432            | \$ 24,179           |
| Allowance for loan and lease losses as a % of total loans and leases outstanding <sup>(5)</sup>                              | 1.90 %              | 2.10 %               | 2.69 %              |

For footnotes see page 19.

[More](#)

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

## Bank of America Corporation and Subsidiaries

### Selected Financial Data (continued)

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

Capital Management

|                                                 | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|-------------------------------------------------|---------------------|----------------------|---------------------|
| <b>Risk-based capital<sup>(4, 5)</sup>:</b>     |                     |                      |                     |
| Tier 1 common capital                           | \$ 145,235          | \$ 142,825           | \$ 133,403          |
| Tier 1 common capital ratio <sup>(6)</sup>      | 11.19%              | 11.08%               | 11.06%              |
| Tier 1 leverage ratio                           | 7.87                | 7.79                 | 7.37                |
| Tangible equity ratio <sup>(7)</sup>            | 7.86                | 7.73                 | 7.62                |
| Tangible common equity ratio <sup>(7)</sup>     | 7.20                | 7.08                 | 6.74                |
| Period-end common shares issued and outstanding | 10,591,808          | 10,683,282           | 10,778,264          |

Basel 1 to Basel 3 (fully phased-in) Reconciliation<sup>(5, 8)</sup>

|                                                                                                                           | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|---------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|---------------------|
| <b>Regulatory capital – Basel 1 to Basel 3 (fully phased-in)</b>                                                          |                     |                      |                     |
| <b>Basel 1 Tier 1 capital</b>                                                                                             | \$ 161,456          | \$ 159,008           | \$ 155,461          |
| Deduction of qualifying preferred stock and trust preferred securities                                                    | (16,221)            | (16,183)             | (22,058)            |
| <b>Basel 1 Tier 1 common capital</b>                                                                                      | 145,235             | 142,825              | 133,403             |
| Deduction of defined benefit pension assets                                                                               | (829)               | (935)                | (737)               |
| Deferred tax assets and threshold deductions (deferred tax asset temporary differences, MSRs and significant investments) | (4,803)             | (4,758)              | (3,020)             |
| Other deductions, net                                                                                                     | (7,288)             | (5,319)              | (1,020)             |
| <b>Basel 3 Advanced approach (fully phased-in) Tier 1 common capital</b>                                                  | <u>\$ 132,315</u>   | <u>\$ 131,813</u>    | <u>\$ 128,626</u>   |

**Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)**

|                                                                         |                     |                     |                     |
|-------------------------------------------------------------------------|---------------------|---------------------|---------------------|
| <b>Basel 1 risk-weighted assets</b>                                     | \$ 1,297,529        | \$ 1,289,444        | \$ 1,205,976        |
| Credit and other risk-weighted assets                                   | 31,515              | 37,140              | 103,085             |
| Increase due to Market Risk Final Rule                                  | —                   | —                   | 81,811              |
| <b>Basel 3 Advanced approach (fully phased-in) risk-weighted assets</b> | <u>\$ 1,329,044</u> | <u>\$ 1,326,584</u> | <u>\$ 1,390,872</u> |

**Tier 1 common capital ratios**

|                                             |        |        |        |
|---------------------------------------------|--------|--------|--------|
| Basel 1                                     | 11.19% | 11.08% | 11.06% |
| Basel 3 Advanced approach (fully phased-in) | 9.96   | 9.94   | 9.25   |

|                                                      | Year Ended<br>December 31 |            | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|------------------------------------------------------|---------------------------|------------|---------------------------|--------------------------|---------------------------|
|                                                      | 2013                      | 2012       |                           |                          |                           |
| Common shares issued                                 | 45,288                    | 242,326    | 624                       | 184                      | 997                       |
| Average common shares issued and outstanding         | 10,731,165                | 10,746,028 | 10,633,030                | 10,718,918               | 10,777,204                |
| Average diluted common shares issued and outstanding | 11,491,418                | 10,840,854 | 11,404,438                | 11,482,226               | 10,884,921                |
| Dividends paid per common share                      | \$ 0.04                   | \$ 0.04    | \$ 0.01                   | \$ 0.01                  | \$ 0.01                   |

Summary Period-End Balance Sheet

|                                                              | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|--------------------------------------------------------------|---------------------|----------------------|---------------------|
| Total loans and leases                                       | \$ 928,233          | \$ 934,392           | \$ 907,819          |
| Total debt securities                                        | 323,945             | 320,998              | 360,331             |
| Total earning assets                                         | 1,668,680           | 1,712,648            | 1,788,305           |
| Total assets                                                 | 2,102,273           | 2,126,653            | 2,209,974           |
| Total deposits                                               | 1,119,271           | 1,110,118            | 1,105,261           |
| Total shareholders' equity                                   | 232,685             | 232,282              | 236,956             |
| Common shareholders' equity                                  | 219,333             | 218,967              | 218,188             |
| Book value per share of common stock                         | \$ 20.71            | \$ 20.50             | \$ 20.24            |
| Tangible book value per share of common stock <sup>(1)</sup> | 13.79               | 13.62                | 13.36               |

<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 Measures on pages 23-25.

<sup>(2)</sup> Ratios do not include loans accounted for under the fair value option during the period. Charge-off ratios are annualized for the quarterly presentation.

<sup>(3)</sup> 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.

<sup>(4)</sup> Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C.

<sup>(5)</sup> Basel 1 includes the Market Risk Final Rule at December 31, 2013 and September 30, 2013. Basel 1 did not include the Market Risk Final Rule at December 31, 2012.

<sup>(6)</sup> 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.

<sup>(7)</sup> 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 Measures on pages 23-25.

<sup>(8)</sup> Basel 3 (fully phased-in) estimates are based on the Advanced approach under the final Basel 3 rules issued on July 2, 2013, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the Comprehensive Risk Measure after one year.

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.

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## Bank of America Corporation and Subsidiaries

### Quarterly Results by Business Segment

(Dollars in millions)

|                                                                   | Fourth Quarter 2013         |                               |                |                |          |           |
|-------------------------------------------------------------------|-----------------------------|-------------------------------|----------------|----------------|----------|-----------|
|                                                                   | Consumer & Business Banking | Consumer Real Estate Services | Global Banking | Global Markets | GWIM     | All Other |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$ 7,497                    | \$ 1,712                      | \$ 4,305       | \$ 3,624       | \$ 4,480 | \$ 83     |
| Provision for credit losses                                       | 427                         | (474)                         | 441            | 104            | 26       | (188)     |
| Noninterest expense                                               | 4,042                       | 3,794                         | 1,927          | 3,284          | 3,264    | 996       |
| Net income (loss)                                                 | 1,967                       | (1,061)                       | 1,267          | 215            | 777      | 274       |
| Return on average allocated capital <sup>(2, 3)</sup>             | 26.03%                      | n/m                           | 21.86%         | 2.87%          | 30.97%   | n/m       |

**Balance Sheet**

|                                     |            |           |            |           |            |            |
|-------------------------------------|------------|-----------|------------|-----------|------------|------------|
| <b>Average</b>                      |            |           |            |           |            |            |
| Total loans and leases              | \$ 163,152 | \$ 89,687 | \$ 268,849 | n/m       | \$ 115,546 | \$ 226,049 |
| Total deposits                      | 528,808    | n/m       | 259,762    | n/m       | 240,395    | 34,030     |
| Allocated capital <sup>(2, 3)</sup> | 30,000     | 24,000    | 23,000     | \$ 30,000 | 10,000     | n/m        |
| <b>Period end</b>                   |            |           |            |           |            |            |
| Total loans and leases              | \$ 165,090 | \$ 89,753 | \$ 269,469 | n/m       | \$ 115,846 | \$ 220,694 |
| Total deposits                      | 531,707    | n/m       | 265,718    | n/m       | 244,901    | 27,702     |

|                                                                   | Third Quarter 2013          |                               |                |                |          |           |
|-------------------------------------------------------------------|-----------------------------|-------------------------------|----------------|----------------|----------|-----------|
|                                                                   | Consumer & Business Banking | Consumer Real Estate Services | Global Banking | Global Markets | GWIM     | All Other |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$ 7,524                    | \$ 1,577                      | \$ 4,008       | \$ 3,376       | \$ 4,390 | \$ 868    |
| Provision for credit losses                                       | 761                         | (308)                         | 322            | 47             | 23       | (549)     |
| Noninterest expense                                               | 3,980                       | 3,419                         | 1,927          | 2,884          | 3,249    | 930       |
| Net income (loss)                                                 | 1,779                       | (1,000)                       | 1,134          | (778)          | 719      | 643       |
| Return on average allocated capital <sup>(2, 3)</sup>             | 23.55%                      | n/m                           | 19.57%         | n/m            | 28.68%   | n/m       |

**Balance Sheet**

|                                     |            |           |            |           |            |            |
|-------------------------------------|------------|-----------|------------|-----------|------------|------------|
| <b>Average</b>                      |            |           |            |           |            |            |
| Total loans and leases              | \$ 165,707 | \$ 88,406 | \$ 260,085 | n/m       | \$ 112,752 | \$ 232,538 |
| Total deposits                      | 522,023    | n/m       | 239,839    | n/m       | 239,663    | 35,126     |
| Allocated capital <sup>(2, 3)</sup> | 30,000     | 24,000    | 23,000     | \$ 30,000 | 10,000     | n/m        |
| <b>Period end</b>                   |            |           |            |           |            |            |
| Total loans and leases              | \$ 167,254 | \$ 87,586 | \$ 267,165 | n/m       | \$ 114,175 | \$ 229,550 |
| Total deposits                      | 526,876    | n/m       | 263,121    | n/m       | 241,553    | 30,705     |

|                                                                   | Fourth Quarter 2012         |                               |                |                |          |           |
|-------------------------------------------------------------------|-----------------------------|-------------------------------|----------------|----------------|----------|-----------|
|                                                                   | Consumer & Business Banking | Consumer Real Estate Services | Global Banking | Global Markets | GWIM     | All Other |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$ 7,401                    | \$ 475                        | \$ 3,951       | \$ 3,020       | \$ 4,193 | \$ (149)  |
| Provision for credit losses                                       | 1,078                       | 485                           | 62             | 17             | 112      | 450       |
| Noninterest expense                                               | 4,174                       | 5,607                         | 1,753          | 2,627          | 3,196    | 1,003     |
| Net income (loss)                                                 | 1,446                       | (3,704)                       | 1,392          | 181            | 576      | 841       |
| Return on average economic capital <sup>(2, 3)</sup>              | 23.46%                      | n/m                           | 28.97%         | 5.12%          | 28.36%   | n/m       |

**Balance Sheet**

|                                    |            |           |            |           |            |            |
|------------------------------------|------------|-----------|------------|-----------|------------|------------|
| <b>Average</b>                     |            |           |            |           |            |            |
| Total loans and leases             | \$ 167,219 | \$ 96,605 | \$ 232,396 | n/m       | \$ 103,785 | \$ 247,128 |
| Total deposits                     | 484,086    | n/m       | 242,817    | n/m       | 249,658    | 36,939     |
| Economic capital <sup>(2, 3)</sup> | 24,561     | 12,474    | 19,123     | \$ 14,184 | 8,149      | n/m        |
| <b>Period end</b>                  |            |           |            |           |            |            |
| Total loans and leases             | \$ 169,266 | \$ 94,660 | \$ 242,340 | n/m       | \$ 105,928 | \$ 241,981 |
| Total deposits                     | 496,159    | n/m       | 243,306    | n/m       | 266,188    | 36,061     |

<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 purposes.

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 23-25.

<sup>(3)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 23-25.)

n/m = not meaningful

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

**More**

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

## Bank of America Corporation and Subsidiaries

### Annual Results by Business Segment

(Dollars in millions)

|                                                                   | Year Ended December 31, 2013 |                               |                |                |           |           |
|-------------------------------------------------------------------|------------------------------|-------------------------------|----------------|----------------|-----------|-----------|
|                                                                   | Consumer & Business Banking  | Consumer Real Estate Services | Global Banking | Global Markets | GWIM      | All Other |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$ 29,867                    | \$ 7,716                      | \$ 16,481      | \$ 16,058      | \$ 17,790 | \$ 1,889  |
| Provision for credit losses                                       | 3,107                        | (156)                         | 1,075          | 140            | 56        | (666)     |
| Noninterest expense                                               | 16,357                       | 16,013                        | 7,552          | 12,013         | 13,038    | 4,241     |
| Net income (loss)                                                 | 6,588                        | (5,155)                       | 4,974          | 1,563          | 2,974     | 487       |
| Return on average allocated capital <sup>(2, 3)</sup>             | 21.98%                       | n/m                           | 21.64%         | 5.24%          | 29.90%    | n/m       |

**Balance Sheet**

| Average                             |            |           |            |           |            |            |
|-------------------------------------|------------|-----------|------------|-----------|------------|------------|
| Total loans and leases              | \$ 164,570 | \$ 90,278 | \$ 257,245 | n/m       | \$ 111,023 | \$ 235,454 |
| Total deposits                      | 518,980    | n/m       | 237,457    | n/m       | 242,161    | 34,617     |
| Allocated capital <sup>(2, 3)</sup> | 30,000     | 24,000    | 23,000     | \$ 30,000 | 10,000     | n/m        |
| Period end                          |            |           |            |           |            |            |
| Total loans and leases              | \$ 165,090 | \$ 89,753 | \$ 269,469 | n/m       | \$ 115,846 | \$ 220,694 |
| Total deposits                      | 531,707    | n/m       | 265,718    | n/m       | 244,901    | 27,702     |

|                                                                   | Year Ended December 31, 2012 |                               |                |                |           |           |
|-------------------------------------------------------------------|------------------------------|-------------------------------|----------------|----------------|-----------|-----------|
|                                                                   | Consumer & Business Banking  | Consumer Real Estate Services | Global Banking | Global Markets | GWIM      | All Other |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | \$ 29,790                    | \$ 8,751                      | \$ 15,674      | \$ 14,284      | \$ 16,518 | \$ (782)  |
| Provision for credit losses                                       | 4,148                        | 1,442                         | (342)          | 34             | 266       | 2,621     |
| Noninterest expense                                               | 16,995                       | 17,190                        | 7,619          | 11,295         | 12,721    | 6,273     |
| Net income (loss)                                                 | 5,546                        | (6,439)                       | 5,344          | 1,229          | 2,245     | (3,737)   |
| Return on average economic capital <sup>(2, 3)</sup>              | 23.12%                       | n/m                           | 27.69%         | 8.95%          | 30.80%    | n/m       |

**Balance Sheet**

| Average                            |            |            |            |           |            |            |
|------------------------------------|------------|------------|------------|-----------|------------|------------|
| Total loans and leases             | \$ 173,036 | \$ 103,524 | \$ 224,336 | n/m       | \$ 100,456 | \$ 259,241 |
| Total deposits                     | 475,180    | n/m        | 223,940    | n/m       | 242,384    | 43,087     |
| Economic capital <sup>(2, 3)</sup> | 24,051     | 13,676     | 19,312     | \$ 13,824 | 7,359      | n/m        |
| Period end                         |            |            |            |           |            |            |
| Total loans and leases             | \$ 169,266 | \$ 94,660  | \$ 242,340 | n/m       | \$ 105,928 | \$ 241,981 |
| Total deposits                     | 496,159    | n/m        | 243,306    | n/m       | 266,188    | 36,061     |

<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 purposes.

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 23-25.

<sup>(3)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 23-25.)

n/m = not meaningful

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

[More](#)

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

Bank of America Corporation and Subsidiaries  
Supplemental Financial Data

| (Dollars in millions)                                    |                           |           |                           |                          |                           |
|----------------------------------------------------------|---------------------------|-----------|---------------------------|--------------------------|---------------------------|
| Fully taxable-equivalent (FTE) basis data <sup>(1)</sup> | Year Ended<br>December 31 |           | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|                                                          | 2013                      | 2012      |                           |                          |                           |
| Net interest income                                      | \$ 43,124                 | \$ 41,557 | \$ 10,999                 | \$ 10,479                | \$ 10,555                 |
| Total revenue, net of interest expense                   | 89,801                    | 84,235    | 21,701                    | 21,743                   | 18,891                    |
| Net interest yield <sup>(2)</sup>                        | 2.47 %                    | 2.35 %    | 2.56 %                    | 2.44 %                   | 2.35 %                    |
| Efficiency ratio                                         | 77.07                     | 85.59     | 79.75                     | 75.38                    | 97.19                     |
| Other Data                                               |                           |           | December 31<br>2013       | September 30<br>2013     | December 31<br>2012       |
| Number of banking centers - U.S.                         |                           |           | 5,151                     | 5,243                    | 5,478                     |
| Number of branded ATMs - U.S.                            |                           |           | 16,259                    | 16,201                   | 16,347                    |
| Ending full-time equivalent employees                    |                           |           | 242,117                   | 247,943                  | 267,190                   |

(1) 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 Measures on pages 23-25.

(2) Calculation includes 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. \$482 million and \$189 million for the years ended December 31, 2013 and 2012; \$59 million and \$50 million for the fourth and third quarters of 2013, respectively and \$42 million for the fourth quarter of 2012.

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

## 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 common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total 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 adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. 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 use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, 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. The Corporation plans to further refine, in the first quarter of 2014, the capital being allocated to the Corporation's business segments with the result being additional capital allocated to the business segments. Allocated capital is subject to change over time.

See the tables below and on pages 24-25 for reconciliations of these non-GAAP financial measures with financial measures defined by GAAP for the years ended December 31, 2013 and 2012, and the three months ended December 31, 2013, September 30, 2013 and December 31, 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.

|                                                                                                         | Year Ended<br>December 31 |                  | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|---------------------------------------------------------------------------------------------------------|---------------------------|------------------|---------------------------|--------------------------|---------------------------|
|                                                                                                         | 2013                      | 2012             |                           |                          |                           |
| <b>Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis</b> |                           |                  |                           |                          |                           |
| Net interest income                                                                                     | \$ 42,265                 | \$ 40,656        | \$ 10,786                 | \$ 10,266                | \$ 10,324                 |
| Fully taxable-equivalent adjustment                                                                     | 859                       | 901              | 213                       | 213                      | 231                       |
| <b>Net interest income on a fully taxable-equivalent basis</b>                                          | <b>\$ 43,124</b>          | <b>\$ 41,557</b> | <b>\$ 10,999</b>          | <b>\$ 10,479</b>         | <b>\$ 10,555</b>          |

#### 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                                            | \$ 88,942        | \$ 83,334        | \$ 21,488        | \$ 21,530        | \$ 18,660        |
| Fully taxable-equivalent adjustment                                               | 859              | 901              | 213              | 213              | 231              |
| <b>Total revenue, net of interest expense on a fully taxable-equivalent basis</b> | <b>\$ 89,801</b> | <b>\$ 84,235</b> | <b>\$ 21,701</b> | <b>\$ 21,743</b> | <b>\$ 18,891</b> |

#### Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis

|                                                                         |                 |                 |               |                 |                   |
|-------------------------------------------------------------------------|-----------------|-----------------|---------------|-----------------|-------------------|
| Income tax expense (benefit)                                            | \$ 4,741        | \$ (1,116)      | \$ 406        | \$ 2,348        | \$ (2,636)        |
| Fully taxable-equivalent adjustment                                     | 859             | 901             | 213           | 213             | 231               |
| <b>Income tax expense (benefit) on a fully taxable-equivalent basis</b> | <b>\$ 5,600</b> | <b>\$ (215)</b> | <b>\$ 619</b> | <b>\$ 2,561</b> | <b>\$ (2,405)</b> |

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

|                                                         |                   |                   |                   |                   |                   |
|---------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Common shareholders' equity                             | \$ 218,468        | \$ 216,996        | \$ 220,088        | \$ 216,766        | \$ 219,744        |
| Goodwill                                                | (69,910)          | (69,974)          | (69,864)          | (69,903)          | (69,976)          |
| Intangible assets (excluding mortgage servicing rights) | (6,132)           | (7,366)           | (5,725)           | (5,993)           | (6,874)           |
| Related deferred tax liabilities                        | 2,328             | 2,593             | 2,231             | 2,296             | 2,490             |
| <b>Tangible common shareholders' equity</b>             | <b>\$ 144,754</b> | <b>\$ 142,249</b> | <b>\$ 146,730</b> | <b>\$ 143,166</b> | <b>\$ 145,384</b> |

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

|                                                         |                   |                   |                   |                   |                   |
|---------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Shareholders' equity                                    | \$ 233,947        | \$ 235,677        | \$ 233,415        | \$ 230,392        | \$ 238,512        |
| Goodwill                                                | (69,910)          | (69,974)          | (69,864)          | (69,903)          | (69,976)          |
| Intangible assets (excluding mortgage servicing rights) | (6,132)           | (7,366)           | (5,725)           | (5,993)           | (6,874)           |
| Related deferred tax liabilities                        | 2,328             | 2,593             | 2,231             | 2,296             | 2,490             |
| <b>Tangible shareholders' equity</b>                    | <b>\$ 160,233</b> | <b>\$ 160,930</b> | <b>\$ 160,057</b> | <b>\$ 156,792</b> | <b>\$ 164,152</b> |

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.

**Bank of America Corporation and Subsidiaries**  
**Reconciliations to GAAP Financial Measures (continued)**

(Dollars in millions)

|                                                                                                                    | Year Ended<br>December 31 |                   | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|--------------------------------------------------------------------------------------------------------------------|---------------------------|-------------------|---------------------------|--------------------------|---------------------------|
|                                                                                                                    | 2013                      | 2012              |                           |                          |                           |
| <b>Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity</b> |                           |                   |                           |                          |                           |
| Common shareholders' equity                                                                                        | \$ 219,333                | \$ 218,188        | \$ 219,333                | \$ 218,967               | \$ 218,188                |
| Goodwill                                                                                                           | (69,844)                  | (69,976)          | (69,844)                  | (69,891)                 | (69,976)                  |
| Intangible assets (excluding mortgage servicing rights)                                                            | (5,574)                   | (6,684)           | (5,574)                   | (5,843)                  | (6,684)                   |
| Related deferred tax liabilities                                                                                   | 2,166                     | 2,428             | 2,166                     | 2,231                    | 2,428                     |
| <b>Tangible common shareholders' equity</b>                                                                        | <b>\$ 146,081</b>         | <b>\$ 143,956</b> | <b>\$ 146,081</b>         | <b>\$ 145,464</b>        | <b>\$ 143,956</b>         |

**Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity**

|                                                         |                   |                   |                   |                   |                   |
|---------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Shareholders' equity                                    | \$ 232,685        | \$ 236,956        | \$ 232,685        | \$ 232,282        | \$ 236,956        |
| Goodwill                                                | (69,844)          | (69,976)          | (69,844)          | (69,891)          | (69,976)          |
| Intangible assets (excluding mortgage servicing rights) | (5,574)           | (6,684)           | (5,574)           | (5,843)           | (6,684)           |
| Related deferred tax liabilities                        | 2,166             | 2,428             | 2,166             | 2,231             | 2,428             |
| <b>Tangible shareholders' equity</b>                    | <b>\$ 159,433</b> | <b>\$ 162,724</b> | <b>\$ 159,433</b> | <b>\$ 158,779</b> | <b>\$ 162,724</b> |

**Reconciliation of period-end assets to period-end tangible assets**

|                                                         |                     |                     |                     |                     |                     |
|---------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Assets                                                  | \$ 2,102,273        | \$ 2,209,974        | \$ 2,102,273        | \$ 2,126,653        | \$ 2,209,974        |
| Goodwill                                                | (69,844)            | (69,976)            | (69,844)            | (69,891)            | (69,976)            |
| Intangible assets (excluding mortgage servicing rights) | (5,574)             | (6,684)             | (5,574)             | (5,843)             | (6,684)             |
| Related deferred tax liabilities                        | 2,166               | 2,428               | 2,166               | 2,231               | 2,428               |
| <b>Tangible assets</b>                                  | <b>\$ 2,029,021</b> | <b>\$ 2,135,742</b> | <b>\$ 2,029,021</b> | <b>\$ 2,053,150</b> | <b>\$ 2,135,742</b> |

**Book value per share of common stock**

|                                             |                 |                 |                 |                 |                 |
|---------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Common shareholders' equity                 | \$ 219,333      | \$ 218,188      | \$ 219,333      | \$ 218,967      | \$ 218,188      |
| Ending common shares issued and outstanding | 10,591,808      | 10,778,264      | 10,591,808      | 10,683,282      | 10,778,264      |
| <b>Book value per share of common stock</b> | <b>\$ 20.71</b> | <b>\$ 20.24</b> | <b>\$ 20.71</b> | <b>\$ 20.50</b> | <b>\$ 20.24</b> |

**Tangible book value per share of common stock**

|                                                      |                 |                 |                 |                 |                 |
|------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Tangible common shareholders' equity                 | \$ 146,081      | \$ 143,956      | \$ 146,081      | \$ 145,464      | \$ 143,956      |
| Ending common shares issued and outstanding          | 10,591,808      | 10,778,264      | 10,591,808      | 10,683,282      | 10,778,264      |
| <b>Tangible book value per share of common stock</b> | <b>\$ 13.79</b> | <b>\$ 13.36</b> | <b>\$ 13.79</b> | <b>\$ 13.62</b> | <b>\$ 13.36</b> |

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.

**Bank of America Corporation and Subsidiaries**  
**Reconciliations to GAAP Financial Measures (continued)**

(Dollars in millions)

Dollars in millions)

|                                                                                             | Year Ended<br>December 31 |           | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|---------------------------------------------------------------------------------------------|---------------------------|-----------|---------------------------|--------------------------|---------------------------|
|                                                                                             | 2013                      | 2012      |                           |                          |                           |
| <b>Reconciliation of return on average allocated capital/economic capital<sup>(1)</sup></b> |                           |           |                           |                          |                           |
| <b>Consumer &amp; Business Banking</b>                                                      |                           |           |                           |                          |                           |
| Reported net income                                                                         | \$ 6,588                  | \$ 5,546  | \$ 1,967                  | \$ 1,779                 | \$ 1,446                  |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 7                         | 13        | 1                         | 2                        | 3                         |
| Adjusted net income                                                                         | \$ 6,595                  | \$ 5,559  | \$ 1,968                  | \$ 1,781                 | \$ 1,449                  |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 62,045                 | \$ 56,214 | \$ 62,007                 | \$ 62,032                | \$ 56,673                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (32,045)                  | (32,163)  | (32,007)                  | (32,032)                 | (32,112)                  |
| Average allocated capital/economic capital                                                  | \$ 30,000                 | \$ 24,051 | \$ 30,000                 | \$ 30,000                | \$ 24,561                 |
| <b>Global Banking</b>                                                                       |                           |           |                           |                          |                           |
| Reported net income                                                                         | \$ 4,974                  | \$ 5,344  | \$ 1,267                  | \$ 1,134                 | \$ 1,392                  |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 2                         | 4         | —                         | 1                        | 1                         |
| Adjusted net income                                                                         | \$ 4,976                  | \$ 5,348  | \$ 1,267                  | \$ 1,135                 | \$ 1,393                  |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 45,412                 | \$ 41,742 | \$ 45,410                 | \$ 45,413                | \$ 41,546                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (22,412)                  | (22,430)  | (22,410)                  | (22,413)                 | (22,423)                  |
| Average allocated capital/economic capital                                                  | \$ 23,000                 | \$ 19,312 | \$ 23,000                 | \$ 23,000                | \$ 19,123                 |
| <b>Global Markets</b>                                                                       |                           |           |                           |                          |                           |
| Reported net income (loss)                                                                  | \$ 1,563                  | \$ 1,229  | \$ 215                    | \$ (778)                 | \$ 181                    |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 8                         | 9         | 2                         | 2                        | 2                         |
| Adjusted net income (loss)                                                                  | \$ 1,571                  | \$ 1,238  | \$ 217                    | \$ (776)                 | \$ 183                    |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 35,373                 | \$ 19,193 | \$ 35,381                 | \$ 35,369                | \$ 19,562                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (5,373)                   | (5,369)   | (5,381)                   | (5,369)                  | (5,378)                   |
| Average allocated capital/economic capital                                                  | \$ 30,000                 | \$ 13,824 | \$ 30,000                 | \$ 30,000                | \$ 14,184                 |
| <b>Global Wealth &amp; Investment Management</b>                                            |                           |           |                           |                          |                           |
| Reported net income                                                                         | \$ 2,974                  | \$ 2,245  | \$ 777                    | \$ 719                   | \$ 576                    |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 16                        | 22        | 4                         | 4                        | 5                         |
| Adjusted net income                                                                         | \$ 2,990                  | \$ 2,267  | \$ 781                    | \$ 723                   | \$ 581                    |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 20,292                 | \$ 17,729 | \$ 20,265                 | \$ 20,283                | \$ 18,489                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (10,292)                  | (10,370)  | (10,265)                  | (10,283)                 | (10,340)                  |
| Average allocated capital/economic capital                                                  | \$ 10,000                 | \$ 7,359  | \$ 10,000                 | \$ 10,000                | \$ 8,149                  |

<sup>(1)</sup> There are no adjustments to reported net income (loss) or average allocated equity for *Consumer Real Estate Services*.

<sup>(2)</sup> Represents cost of funds, earnings credits and certain expenses related to intangibles.

<sup>(3)</sup> 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.

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.

# Bank of America 4Q13 Financial Results

January 15, 2014

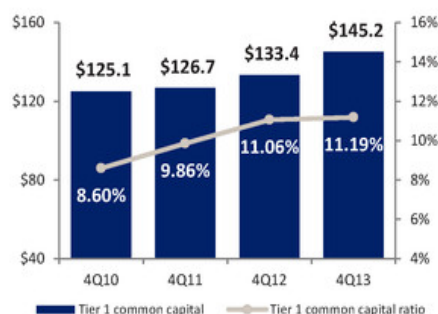
**Bank of America** 

Bank of America Merrill Lynch U.S. Bank of America  
America ynch Trust Merrill Lynch

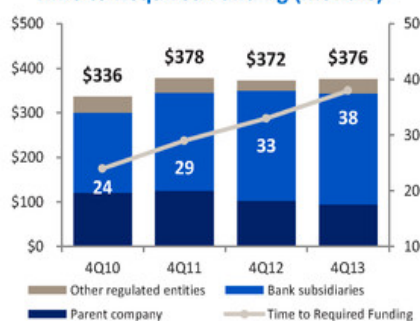


# Track Record of Improving Results

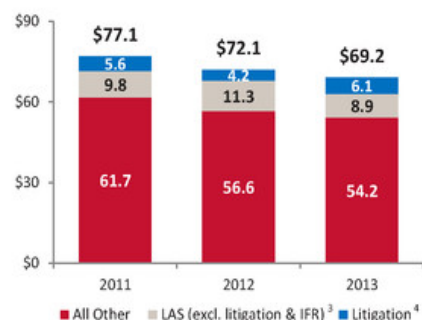
Basel 1 Tier 1 Common Capital (\$B) <sup>1</sup>



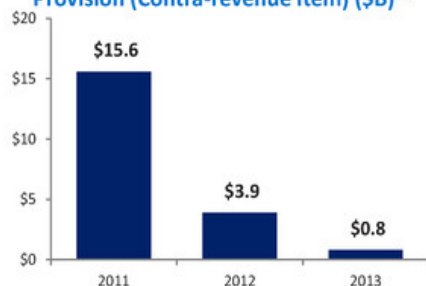
Global Excess Liquidity Sources (\$B) & Time to Required Funding (months) <sup>1</sup>



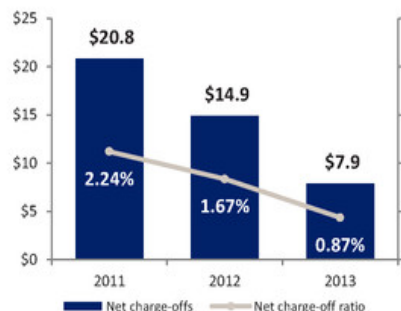
Noninterest Expense (\$B) <sup>2</sup>



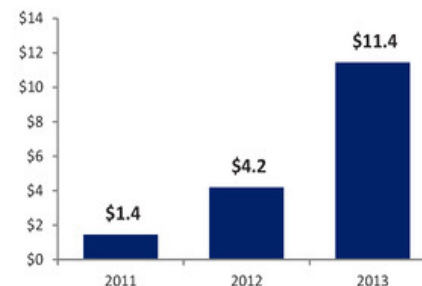
Representations and Warranties Provision (Contra-revenue Item) (\$B) <sup>5</sup>



Net Charge-offs (\$B) <sup>6</sup>



Net Income (\$B)



<sup>1</sup> For more information on Basel 1 Tier 1 common capital, see footnote 1 on slide 6 and for more information on Global Excess Liquidity Sources and Time to Required Funding, see footnotes 1, 2 and 4 on slide 7.

<sup>2</sup> Represents a non-GAAP financial measure. Excludes goodwill impairment charges of \$3.28 in 2011.

<sup>3</sup> Represents a non-GAAP financial measure. LAS noninterest expense, excluding goodwill impairment charges, was \$14.5B, \$14.0B and \$12.7B in 2011, 2012 and 2013, respectively. LAS mortgage-related litigation expense was \$4.7B, \$1.6B and \$3.8B in 2011, 2012 and 2013, respectively. Also excluded \$1.1B provision for Independent Foreclosure Review (IFR) acceleration agreement in 2012 and \$2.6B of goodwill impairment charges in 2011.

<sup>4</sup> Includes the \$1.1B provision for IFR acceleration agreement in 4Q12.

<sup>5</sup> For more information on representations and warranties exposures including new claim trends, outstanding claims by counterparty and established reserves, see slide 20.

<sup>6</sup> Net charge-offs exclude write-offs of PCI loans of \$2.8B and \$2.3B for 2012 and 2013. There were no write-offs in 2011. Including the write-offs of PCI loans, total net charge-offs and PCI write-offs as a percentage of total average loans and leases outstanding were 1.99 and 1.13 for 2012 and 2013.

## Businesses Executing on Core Strategy to Deliver Results

### Consumer and Business Banking (CBB)

- Deposits at record levels, while reducing the average rate paid by half since 4Q12 to 8bps
- Optimizing the delivery network: reduced branches by 6% to 5,151 and grew mobile users by 20% to 14.4MM versus a year ago
- Investing in the business: 6,716 sales specialists, up 7% in 2013, concentrated in top branches
- Deepening customer relationships: full year new consumer card issuance of 3.9MM, highest since 2008; Merrill Edge brokerage assets up 26% from 4Q12 to \$96B

### Consumer Real Estate Services (CRES)

- Focusing on direct-to-retail mortgage originations: 54% of mortgage loan officers now located in branches
- Legacy Assets & Servicing expense (excl. litigation and IFR) <sup>1</sup> of \$1.8B in 4Q13, significantly reduced from \$3.1B in 4Q12; 60+ days delinquent first mortgages serviced declined 448K to 325K loans

### Global Wealth & Investment Management (GWIM)

- Industry-leading Wealth Management business generated record revenue, pre-tax margin and net income in 2013; pre-tax margin was 26.4% for 2013
- Highest level of total client balances at \$2.4T; long-term AUM flows were \$48B in 2013, nearly double full year 2012

### Global Banking

- Maintained strong #2 position in Global Investment Banking Fees with increased market share vs. 2012 <sup>2</sup>
- Advisor on 10 of top 20 announced M&A deals in 2013
- Strong commercial loan growth

### Global Markets

- Top-tier sales & trading platform
- Gained market share in Equities during 2013
- Ranked #1 Global Research firm by Institutional Investor ('11, '12, '13)

<sup>1</sup> Represents a non-GAAP financial measure. For more information, see footnote 2 on Slide 9.

<sup>2</sup> Rankings per Dealogic as of January 2, 2014.

## 4Q13 Results

### Summary Income Statement (\$B except EPS) <sup>1</sup>

|                                                       | 4Q13   |
|-------------------------------------------------------|--------|
| Net interest income <sup>2,3</sup>                    | \$11.0 |
| Noninterest income                                    | 10.7   |
| Total revenue, net of interest expense <sup>2,3</sup> | 21.7   |
| Noninterest expense                                   | 17.3   |
| Pre-tax, pre-provision earnings <sup>2</sup>          | 4.4    |
| Provision for credit losses                           | 0.3    |
| Income before income taxes                            | 4.1    |
| Income tax expense <sup>2,3</sup>                     | 0.6    |
| Net income                                            | \$3.4  |
| Diluted earnings per share                            | \$0.29 |
| Average diluted common shares (in billions)           | 11.4   |

- Pre-tax results include charges against revenue of \$0.6B in aggregate for fair value option (FVO) adjustments and debit valuation adjustments (DVA) related to improvements in our credit spreads
- Income tax expense reflects a 10.6% effective tax rate, driven by approximately \$0.5B of discrete tax benefits related to non-U.S. operations and the resolution of certain global tax matters, as well as benefits from the level of recurring tax preference items in relation to pre-tax income

<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 \$10.8B, \$21.5B and \$0.4B for 4Q13, 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    | 4Q13      | 3Q13      | 4Q12      |
|---------------------------------------------------------------------|-----------|-----------|-----------|
| <b>Balance Sheet</b>                                                |           |           |           |
| Total assets                                                        | \$2,102.3 | \$2,126.7 | \$2,210.0 |
| Total loans and leases                                              | 928.2     | 934.4     | 907.8     |
| Total deposits                                                      | 1,119.3   | 1,110.1   | 1,105.3   |
| Long-term debt                                                      | 249.7     | 255.3     | 275.6     |
| Preferred stock                                                     | 13.4      | 13.3      | 18.8      |
| <b>Per Share Data</b>                                               |           |           |           |
| Tangible book value per common share <sup>1</sup>                   | \$13.79   | \$13.62   | \$13.36   |
| Book value per common share                                         | 20.71     | 20.50     | 20.24     |
| Common shares outstanding (in billions)                             | 10.59     | 10.68     | 10.78     |
| <b>Capital</b>                                                      |           |           |           |
| Tangible common shareholders' equity <sup>1</sup>                   | \$146.1   | \$145.5   | \$144.0   |
| Tangible common equity ratio <sup>1</sup>                           | 7.20 %    | 7.08 %    | 6.74 %    |
| Common shareholders' equity                                         | \$219.3   | \$219.0   | \$218.2   |
| Common equity ratio                                                 | 10.43 %   | 10.30 %   | 9.87 %    |
| <b>Returns</b>                                                      |           |           |           |
| Return on average assets                                            | 0.64 %    | 0.47 %    | 0.13 %    |
| Excluding U.K. tax charge <sup>2</sup>                              | 0.64      | 0.68      | 0.13      |
| Return on average common shareholders' equity                       | 5.74      | 4.06      | 0.67      |
| Excluding U.K. tax charge <sup>2</sup>                              | 5.74      | 6.13      | 0.67      |
| Return on average tangible common shareholders' equity <sup>1</sup> | 8.61      | 6.15      | 1.01      |
| Excluding U.K. tax charge <sup>2</sup>                              | 8.61      | 9.28      | 1.01      |

- Record deposit levels of \$1.1T, up \$9.2B from 3Q13
- Total loans and leases declined \$6.2B from 3Q13 due to lower discretionary mortgage balances
- Long-term debt reduced by \$5.7B from 3Q13
- Tangible book value per share increased to \$13.79 <sup>1</sup>, while tangible common equity ratio increased to 7.20% <sup>1</sup>
  - Earnings were partially offset by a \$1.6B decrease in accumulated other comprehensive income (AOCI) and common share repurchases
- Returned approximately \$1.4B of capital through 92MM common share repurchases during 4Q13

<sup>1</sup> 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.

<sup>2</sup> Represents a non-GAAP financial measure. The impact of the U.K. corporate income tax rate reduction was \$1.1B for 3Q13.

# Regulatory Capital

| \$ in billions              | 4Q13    | 3Q13    | 2Q13    |
|-----------------------------|---------|---------|---------|
| <b>Basel 1 <sup>1</sup></b> |         |         |         |
| Tier 1 common capital       | \$145.2 | \$142.8 | \$139.5 |
| Risk-weighted assets        | 1,297.5 | 1,289.4 | 1,288.2 |
| Tier 1 common capital ratio | 11.19 % | 11.08 % | 10.83 % |

|                                                                       |         |         |         |
|-----------------------------------------------------------------------|---------|---------|---------|
| <b>Basel 3 (fully phased-in under Advanced approach) <sup>2</sup></b> |         |         |         |
| Tier 1 common capital                                                 | \$132.3 | \$131.8 | \$125.8 |
| Risk-weighted assets                                                  | 1,329.0 | 1,326.6 | 1,310.4 |
| Tier 1 common ratio                                                   | 9.96 %  | 9.94 %  | 9.60 %  |

| Final or Proposed Capital Requirements                         | BAC 4Q13 | Proposed Minimum | Date Required | Exceeds Minimum |
|----------------------------------------------------------------|----------|------------------|---------------|-----------------|
| Basel 3 Tier 1 Common Ratio <sup>2,3</sup>                     | >9.0 %   | 8.5 %            | 2019          | ✓               |
| Bank Holding Company Supplementary Leverage Ratio <sup>4</sup> | >5.0 %   | 5.0 %            | 2018          | ✓               |
| Bank Supplementary Leverage Ratio <sup>4</sup>                 | >6.0 %   | 6.0 %            | 2018          | ✓               |

## Basel 1 <sup>1</sup>

- Tier 1 common capital ratio grew to 11.19%, up 11bps from 3Q13

## Basel 3 <sup>2</sup>

- Under the Advanced approach fully phased-in, estimated Tier 1 common capital increased \$0.5B from 3Q13 and the Tier 1 common ratio improved to 9.96%, up 2bps from 3Q13
- Under the Standardized approach fully phased-in, the estimated Tier 1 common ratio improved from 3Q13 and remains slightly above 9.0%

## Proposed Supplementary Leverage Ratio <sup>4</sup>

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

<sup>1</sup> 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.

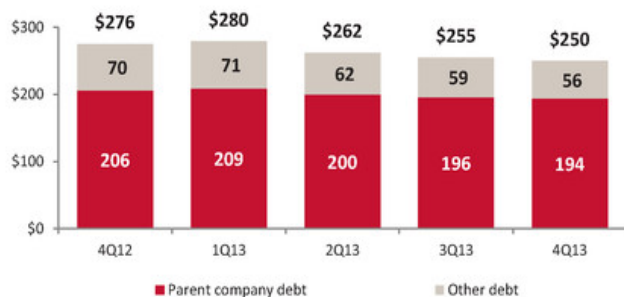
<sup>2</sup> Based on the final Basel 3 rules issued on July 2, 2013. Represents a non-GAAP financial measure. For important presentation information, see slide 24 and reconciliations on slide 22.

<sup>3</sup> The 8.5% proposed 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 11, 2013).

<sup>4</sup> The supplementary leverage ratio is measured using Tier 1 capital calculated under the Basel 3 Advanced approach on a fully phased-in basis and represents the average of the monthly ratios for the quarter of Tier 1 capital to the sum of on-balance sheet assets and certain off-balance sheet exposures, including, among other items, derivative and securities financing transactions. The 5.0% and 6.0% proposed minimums are based on the U.S. NPR issued in July 2013.

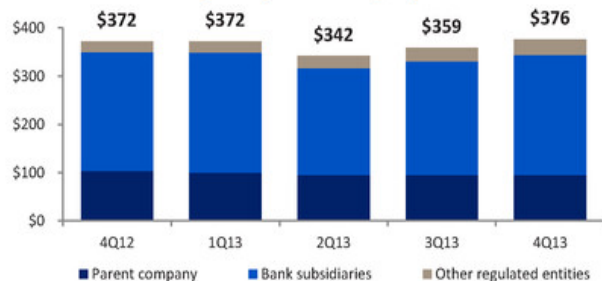
# Funding and Liquidity

## Long-term Debt (\$B)

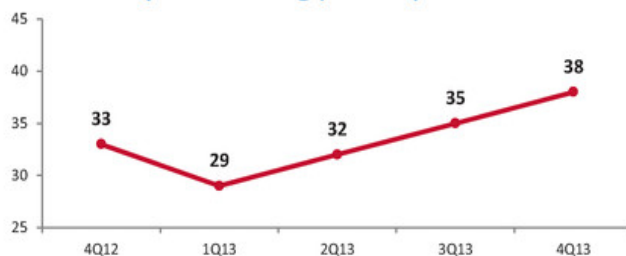


- Long-term debt declined \$5.7B from 3Q13 as maturities outpaced issuances, resulting in reduced interest expense
  - Scheduled parent company debt maturities of \$31B through the end of 2014 <sup>3</sup>
  - Long-term debt expected to continue to decline in 2014, albeit at a slower pace than 2013
- Global Excess Liquidity Sources increased \$17B to \$376B from 3Q13, driven primarily by increased deposits
  - Parent company liquidity remained strong at \$95B
  - Time to Required Funding <sup>2, 4</sup> increased to 38 months; expected to remain above two years coverage

## Global Excess Liquidity Sources (\$B) <sup>1, 2</sup>



## Time to Required Funding (months) <sup>2, 4</sup>



<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 other regulated entities are subject to certain regulatory restrictions.

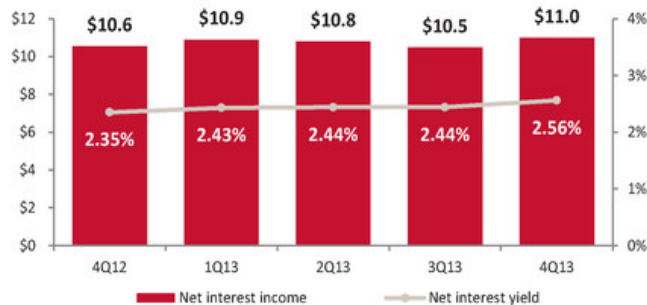
<sup>2</sup> Beginning in 4Q13, Global Excess Liquidity Sources include amounts held at select other non-bank regulated entities, in addition to broker-dealers. Beginning in 3Q13, certain amounts required to collateralize affiliate transactions with our U.S. banks were excluded from parent company liquidity 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>3</sup> Parent company debt maturities are defined as maturities of senior or subordinated debt issued by Bank of America Corporation.

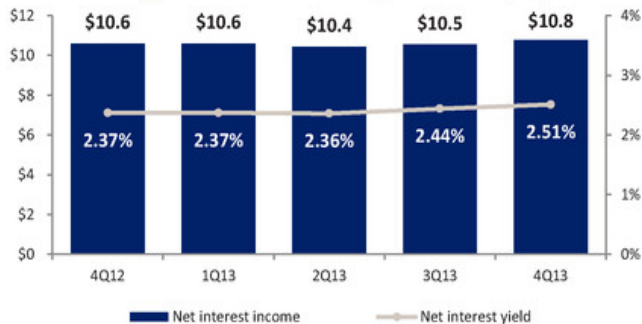
<sup>4</sup> Time to Required Funding is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of Bank of America Corporation can be met using only its Global Excess Liquidity Sources without issuing debt or sourcing additional liquidity. For 4Q12 through 4Q13, we have included in the amount of unsecured contractual obligations the \$8.6B 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) <sup>1</sup>



## NII Excluding Market-related Adjustments (\$B) <sup>1, 2</sup>



<sup>1</sup> FTE basis. Represents a non-GAAP financial measure. On a GAAP basis, reported NII was \$10.8B, \$10.3B, \$10.5B, \$10.7B and \$10.3B for 4Q13, 3Q13, 2Q13, 1Q13 and 4Q12, respectively. For reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

<sup>2</sup> NII on a FTE basis excluding market-related adjustments represents a non-GAAP financial measure. Market-related adjustments of premium amortization expense and hedge ineffectiveness were \$0.2B, \$0.0B, \$0.4B, \$0.3B and \$0.0B for 4Q13, 3Q13, 2Q13, 1Q13 and 4Q12, respectively.

- Reported NII of \$11.0B, up \$0.5B from 3Q13
  - Higher long-end rates drove a \$0.3B increase in market-related adjustments
- NII excluding market-related adjustments improved \$0.3B from 3Q13 to \$10.8B
 

Benefits from:

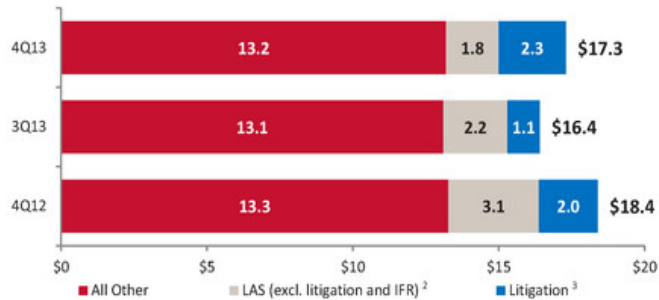
  - Shift in composition of trading-related assets
  - Reduction in long-term debt balances and yields
  - Lower rates paid on deposits

Partially offset by:

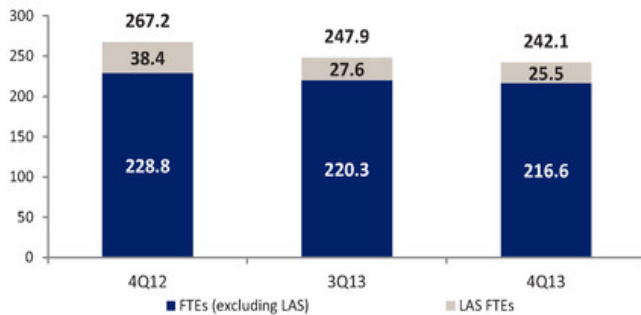
  - Lower consumer loan balances and yields
- The net interest yield excluding market-related adjustments increased 7bps to 2.51%
- We continue to be asset sensitive and positioned for NII to benefit as rates move higher, particularly on the short-end of the curve

# Expense Highlights

## Noninterest Expense (\$B)



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



- Total expenses of \$17.3B increased \$0.9B from 3Q13 as litigation expense increased \$1.2B
- Litigation expense of \$2.3B in 4Q13 was driven by continued evaluation of legacy exposures leading to additional reserves, largely related to RMBS securities litigation
- Excluding litigation and IFR<sup>1</sup>, expenses were \$15.0B in the quarter, down \$0.3B from 3Q13 and \$1.4B from 4Q12, driven by:
  - LAS expense, excluding litigation and IFR<sup>2</sup>, declined \$0.4B from 3Q13 and \$1.3B from 4Q12
  - Realization of New BAC cost savings compared to 4Q12, partially offset by \$0.3B higher revenue-related costs in GWIM, Global Banking and Global Markets
- New BAC and LAS cost savings initiatives remain on track
- FTE employees of 242K down 5.8K, or 2.3%, from 3Q13, led by reductions in Consumer Real Estate Services, including both Home Loans sales & fulfillment, as well as LAS staffing
- Consistent with prior years, first quarter is expected to include annual costs associated with retirement-eligible compensation, which are estimated to be \$0.9B

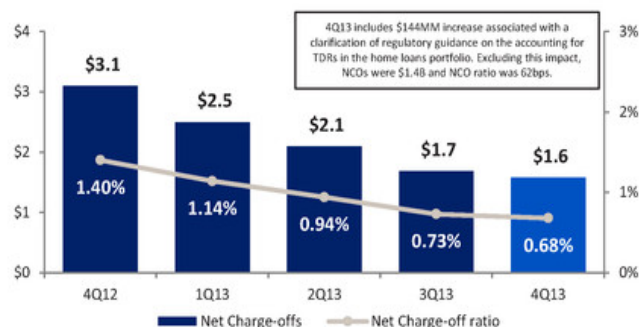
<sup>1</sup> Represents a non-GAAP financial measure.

<sup>2</sup> Represents a non-GAAP financial measure. LAS noninterest expense was \$3.0B, \$2.5B and \$4.9B in 4Q13, 3Q13 and 4Q12, respectively. LAS mortgage-related litigation expense was \$1.2B, \$336MM and \$672MM in 4Q13, 3Q13 and 4Q12, respectively. Also excluded \$1.1B provision for IFR acceleration agreement in 4Q12.

<sup>3</sup> Includes the \$1.1B provision for IFR acceleration agreement in 4Q12.

# Asset Quality Trends Continued to Improve

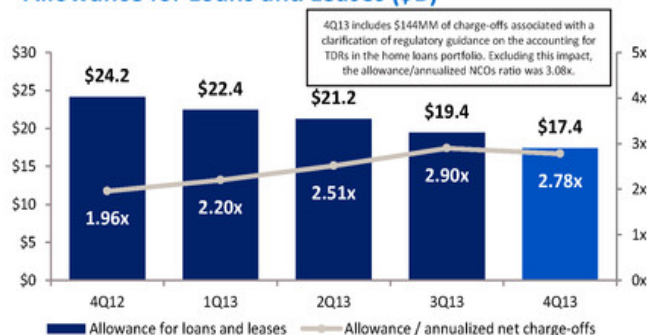
**Net Charge-offs (\$B) <sup>1</sup>**



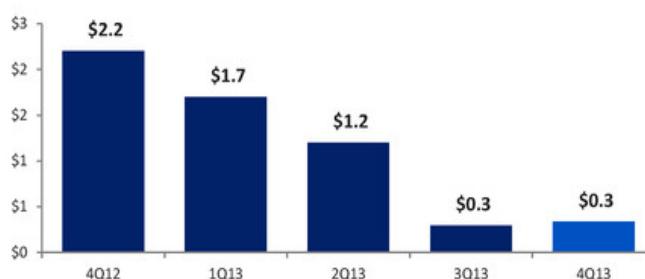
**Consumer 30+ Days Performing Past Due (\$B) <sup>2</sup>**



**Allowance for Loans and Leases (\$B) <sup>3</sup>**



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



<sup>1</sup> Net charge-offs exclude write-offs of PCI loans of \$741MM, \$443MM, \$313MM, \$839MM and \$1.1B for 4Q13, 3Q13, 2Q13, 1Q13 and 4Q12, respectively. Including the write-offs of PCI loans, total annualized net charge-offs and PCI write-offs as a percentage of total average loans and leases outstanding were 1.00, 0.92, 1.07, 1.52 and 1.90 for 4Q13, 3Q13, 2Q13, 1Q13 and 4Q12, respectively.

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

<sup>3</sup> The allowance/annualized net charge-offs and PCI write-offs was 1.89x, 2.30x, 2.18x, 1.65x and 1.44x, and the allowance (excluding PCI loans)/annualized net charge-offs was 2.38x, 2.42x, 2.04x, 1.76x and 1.51x, which excludes valuation allowance on PCI loans of \$2.5B, \$3.2B, \$3.9B, \$4.5B and \$5.5B for 4Q13, 3Q13, 2Q13, 1Q13 and 4Q12, respectively.

## Consumer & Business Banking (CBB)

| \$ in millions                                      | 4Q13    | Inc/(Dec) |       |
|-----------------------------------------------------|---------|-----------|-------|
|                                                     |         | 3Q13      | 4Q12  |
| Net interest income <sup>1</sup>                    | \$4,948 | (\$108)   | \$79  |
| Noninterest income                                  | 2,549   | 81        | 17    |
| Total revenue, net of interest expense <sup>1</sup> | 7,497   | (27)      | 96    |
| Provision for credit losses                         | 427     | (334)     | (651) |
| Noninterest expense                                 | 4,042   | 62        | (132) |
| Income tax expense <sup>1</sup>                     | 1,061   | 57        | 358   |
| Net income                                          | \$1,967 | \$188     | \$521 |

| Key Indicators (\$ in billions)                  | 4Q13    | 3Q13    | 4Q12    |
|--------------------------------------------------|---------|---------|---------|
| Average deposits                                 | \$528.8 | \$522.0 | \$484.1 |
| Rate paid on deposits                            | 0.08 %  | 0.10 %  | 0.16 %  |
| Average loans and leases                         | \$163.2 | \$165.7 | \$167.2 |
| Client brokerage assets                          | 96.0    | 89.5    | 75.9    |
| Debit card purchase volumes                      | 68.0    | 66.7    | 66.2    |
| Mobile banking customers (MM)                    | 14.4    | 14.0    | 12.0    |
| Number of banking centers                        | 5,151   | 5,243   | 5,478   |
| Return on average allocated capital <sup>2</sup> | 26.0 %  | 23.6 %  | -       |

| Total Corporation U.S. consumer credit card <sup>3</sup><br>(\$ in billions) | 4Q13   | 3Q13   | 4Q12   |
|------------------------------------------------------------------------------|--------|--------|--------|
| Average outstandings                                                         | \$90.1 | \$90.0 | \$92.8 |
| Credit card purchase volumes                                                 | 54.5   | 52.8   | 51.6   |
| New card accounts (MM)                                                       | 1.00   | 1.05   | 0.84   |
| Net charge-off ratio                                                         | 3.19 % | 3.47 % | 4.19 % |
| Risk-adjusted margin                                                         | 9.11   | 8.68   | 8.48   |

<sup>1</sup> FTE basis.

<sup>2</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 24, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

<sup>3</sup> Total Corporation U.S. consumer credit card includes portfolios in CBB and GWIM. In 4Q13, \$3.3B of the U.S. consumer credit card portfolio was included in GWIM with the remaining in CBB.

- Net income of \$2.0B, improved 11% from 3Q13 and 36% versus 4Q12, driven primarily by lower provision expense
- Revenue increased versus 4Q12, reflecting higher net interest income; service charges grew versus prior quarter and prior year periods
- Noninterest expense benefitted from delivery network optimization cost savings in both comparative periods
  - Compared to 3Q13, expense increase driven by \$92MM higher litigation-related costs
- Provision expense declined as credit quality continued to improve
- Customer activity highlighted by:
  - Excluding transfers from GWIM, average deposits grew \$4.2B versus 3Q13 and \$24.8B versus 4Q12
  - Client brokerage assets increased \$6.5B from 3Q13 and \$20.1B over 4Q12, driven by improved market valuation and account flows
  - Average total U.S. card balances remained stable <sup>3</sup>
    - Risk-adjusted margin rose above 9%
  - Extended small business loans and commitments of approximately \$3.0B in 4Q13, a 20% increase over 4Q12

## Consumer Real Estate Services (CRES) <sup>1</sup>

| \$ in millions                                      | 4Q13      | Inc/(Dec) |         |
|-----------------------------------------------------|-----------|-----------|---------|
|                                                     |           | 3Q13      | 4Q12    |
| Net interest income <sup>2</sup>                    | \$715     | (\$18)    | (\$14)  |
| Noninterest income                                  | 997       | 153       | 1,251   |
| Total revenue, net of interest expense <sup>2</sup> | 1,712     | 135       | 1,237   |
| Provision for credit losses                         | (474)     | (166)     | (959)   |
| Noninterest expense                                 | 3,794     | 375       | (1,813) |
| Income tax benefit <sup>2</sup>                     | (547)     | (13)      | 1,366   |
| Net loss                                            | (\$1,061) | (\$61)    | \$2,643 |

| Key Indicators (\$ in billions)                         | 4Q13   | 3Q13   | 4Q12   |
|---------------------------------------------------------|--------|--------|--------|
| Average loans and leases                                | \$89.7 | \$88.4 | \$96.6 |
| Total Corporation home loan originations:               |        |        |        |
| First mortgage                                          | 11.6   | 22.6   | 21.5   |
| Home equity                                             | 1.9    | 1.8    | 1.0    |
| Core production revenue <sup>3</sup>                    | 0.4    | 0.5    | 1.0    |
| Servicing income                                        | 0.6    | 0.6    | 1.7    |
| Total servicing portfolio (# loans in MM)               | 4.4    | 4.7    | 7.3    |
| MSR, end of period (EOP)                                | 5.0    | 5.1    | 5.7    |
| Capitalized MSR (bps)                                   | 92     | 82     | 55     |
| Serviced for investors (EOP, in trillions)              | 0.5    | 0.6    | 1.0    |
| LAS expense (excluding litigation and IFR) <sup>4</sup> | 1.8    | 2.2    | 3.1    |
| 60+ days delinquent first lien loans (MM)               | 0.3    | 0.4    | 0.8    |
| LAS employees (000's) <sup>5</sup>                      | 28.8   | 32.2   | 49.4   |

- Net loss increased slightly from 3Q13, as LAS cost savings, lower representations and warranties costs and lower credit provisions were more than offset by increased litigation expense
- Total Corporation first-lien retail mortgage originations were \$11.6B, down 49% from 3Q13
  - Rate lock volumes declined 37% from 3Q13
- Core production revenue <sup>3</sup> declined \$62MM from 3Q13
- Representations and warranties negatively impacted revenue by \$70MM, down from \$323MM in 3Q13
- Servicing income declined \$54MM from 3Q13, as the size of the mortgage servicing portfolio declined 9%
- Provision benefit driven primarily by continued portfolio improvement and higher home prices
- LAS expense, excluding litigation and IFR <sup>4</sup>, declined to \$1.8B in 4Q13 from \$3.1B in 4Q12
  - 60+ days delinquent loans serviced declined by 73K units to 325K in 4Q13
  - LAS employees declined for the fifth straight quarter
- Total staffing declined 14% from 3Q13, due primarily to continued reductions in LAS, as well as actions taken in sales & fulfillment as refinance demand slowed

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

<sup>2</sup> FTE basis.

<sup>3</sup> Core production revenue excludes representations and warranties provision.

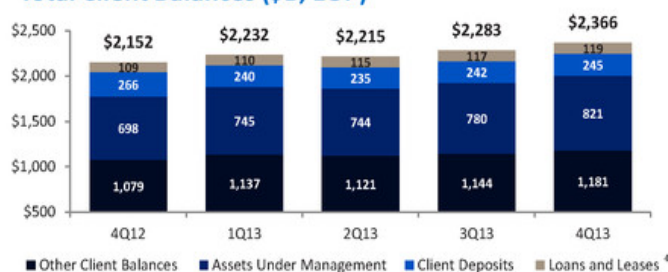
<sup>4</sup> Represents a non-GAAP financial measure. For more information, see footnote 2 on Slide 9.

<sup>5</sup> Includes other FTEs supporting LAS (contractors and offshore).

## Global Wealth & Investment Management (GWIM)

| \$ in millions                                      | 4Q13    | Inc/(Dec) |        |
|-----------------------------------------------------|---------|-----------|--------|
|                                                     |         | 3Q13      | 4Q12   |
| Net interest income <sup>1</sup>                    | \$1,485 | \$7       | (\$4)  |
| Noninterest income                                  | 2,995   | 83        | 291    |
| Total revenue, net of interest expense <sup>1</sup> | 4,480   | 90        | 287    |
| Provision for credit losses                         | 26      | 3         | (86)   |
| Noninterest expense                                 | 3,264   | 15        | 68     |
| Income tax expense <sup>1</sup>                     | 413     | 14        | 104    |
| Net income                                          | \$777   | \$58      | \$201  |
| <b>Key Indicators (\$ in billions)</b>              |         |           |        |
| Liquidity AUM flows                                 | \$6.5   | \$2.9     | \$2.5  |
| Long-term AUM flows                                 | 9.4     | 10.3      | 9.1    |
| Financial Advisors (in thousands) <sup>2</sup>      | 15.3    | 15.6      | 16.4   |
| Wealth Advisors (in thousands) <sup>2</sup>         | 16.5    | 16.8      | 17.6   |
| Pre-tax margin                                      | 26.6 %  | 25.5 %    | 21.1 % |
| Return on average allocated capital <sup>3</sup>    | 31.0    | 28.7      | -      |

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



<sup>1</sup> FTE basis.

<sup>2</sup> Includes Financial Advisors in CBB of 1,545, 1,585 and 1,496 at 4Q13, 3Q13 and 4Q12, respectively.

<sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 24, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

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

- Strong 4Q13 results included revenue of \$4.5B, net income of \$0.8B and pre-tax margin of 26.6%
- Noninterest income grew 11% from 4Q12 driven by record asset management fees of \$1.8B
- Record client balances of \$2.4T
  - Long-term AUM flows reached \$48B for full year 2013 versus \$26B for full year 2012, an 81% increase; 4Q13 flows of \$9.4B
  - Ending deposit balances increased \$3.3B, or 1.4%, from 3Q13
  - Record level of period-end loans, up 1.3% from 3Q13 and 8.7% from 4Q12
- Merrill Lynch reached record productivity, averaging over \$1MM of revenue per Financial Advisor for 2013

# Global Banking

| \$ in millions                                      | 4Q13    | Inc/(Dec) |         |
|-----------------------------------------------------|---------|-----------|---------|
|                                                     |         | 3Q13      | 4Q12    |
| Net interest income <sup>1</sup>                    | \$2,301 | \$100     | \$202   |
| Noninterest income                                  | 2,004   | 197       | 152     |
| Total revenue, net of interest expense <sup>1</sup> | 4,305   | 297       | 354     |
| Provision for credit losses                         | 441     | 119       | 379     |
| Noninterest expense                                 | 1,927   | -         | 174     |
| Income tax expense <sup>1</sup>                     | 670     | 45        | (74)    |
| Net income                                          | \$1,267 | \$133     | (\$125) |

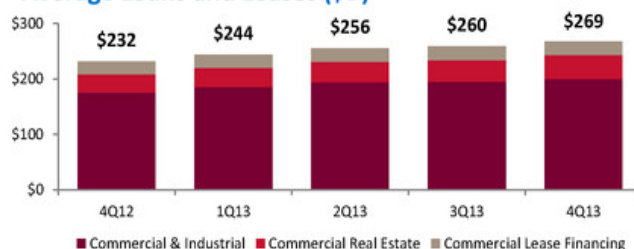
| Key Indicators (\$ in billions)                  | 4Q13    | 3Q13    | 4Q12    |
|--------------------------------------------------|---------|---------|---------|
| Average loans and leases                         | \$268.8 | \$260.1 | \$232.4 |
| Average deposits                                 | 259.8   | 239.8   | 242.8   |
| Business Lending revenue                         | 1.8     | 1.8     | 1.6     |
| Treasury Services revenue                        | 1.5     | 1.5     | 1.4     |
| Return on average allocated capital <sup>2</sup> | 21.9 %  | 19.6 %  | -       |
| Net charge-off ratio                             | 0.01    | 0.05    | 0.23 %  |
| Reservable criticized                            | \$9.4   | \$10.1  | \$11.0  |
| Nonperforming assets                             | 0.6     | 0.9     | 2.1     |

| Corporation-wide IB Fees (\$ in millions) | 4Q13    | 3Q13    | 4Q12    |
|-------------------------------------------|---------|---------|---------|
| Advisory                                  | \$356   | \$256   | \$301   |
| Debt                                      | 986     | 810     | 1,078   |
| Equity                                    | 461     | 329     | 250     |
| Gross IB fees (incl. self-led)            | 1,803   | 1,395   | 1,629   |
| Self-led                                  | (65)    | (98)    | (29)    |
| Net IB fees (excl. self-led)              | \$1,738 | \$1,297 | \$1,600 |

- Net income of \$1.3B increased \$133MM, or 12%, from 3Q13
- Revenue increased \$297MM, or 7%, from 3Q13 to a record \$4.3B, driven by higher IB fees and net interest income
- Record corporation-wide IB fees of \$1.7B (excluding self-led), up 34% from 3Q13 and 9% from 4Q12
  - Maintained strong #2 ranking globally with 8.0% market share and #1 ranking in Americas with 10.7% mkt share <sup>3</sup>
- Provision expense increased due to reserve build associated with continued loan growth
  - Net charge-offs were \$7MM in 4Q13 vs. \$35MM in 3Q13
- Average loans and leases increased \$8.8B from 3Q13, led by Commercial & Industrial as well as Commercial Real Estate
  - Ending loans increased \$2.3B from 3Q13 to \$269.5B
- Average deposits increased \$19.9B from 3Q13, benefitting from increased customer liquidity

## Average Loans and Leases (\$B)



<sup>1</sup> FTE basis.

<sup>2</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 24, and for reconciliations to GAAP financial measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

<sup>3</sup> Rankings per Dealogic as of January 2, 2014.

## Global Markets

| \$ in millions                                          | 4Q13    | Inc/(Dec) |        |
|---------------------------------------------------------|---------|-----------|--------|
|                                                         |         | 3Q13      | 4Q12   |
| Net interest income <sup>1</sup>                        | \$1,142 | \$167     | \$28   |
| Noninterest income (excl. DVA) <sup>2</sup>             | 2,682   | (10)      | 500    |
| Total revenue (excl. DVA) <sup>2,3</sup>                | 3,824   | 157       | 528    |
| DVA                                                     | (200)   | 91        | 76     |
| Total revenue, net of interest expense <sup>1</sup>     | 3,624   | 248       | 604    |
| Provision for credit losses                             | 104     | 57        | 87     |
| Noninterest expense                                     | 3,284   | 400       | 657    |
| Income tax expense <sup>1</sup>                         | 21      | (1,202)   | (174)  |
| Net income                                              | \$215   | \$993     | \$34   |
| Net income (excl. DVA and U.K. tax charge) <sup>2</sup> | \$341   | (\$190)   | (\$14) |

| Key Indicators (\$ in billions)                    | 4Q13    | 3Q13    | 4Q12    |
|----------------------------------------------------|---------|---------|---------|
| Average trading-related assets                     | \$438.9 | \$442.6 | \$493.2 |
| IB fees                                            | 0.8     | 0.6     | 0.7     |
| Sales and trading revenue                          | 2.8     | 2.7     | 2.2     |
| Sales and trading revenue (excl. DVA) <sup>4</sup> | 3.0     | 3.0     | 2.5     |
| FICC (excl. DVA) <sup>4</sup>                      | 2.1     | 2.0     | 1.8     |
| Equities (excl. DVA) <sup>4</sup>                  | 0.9     | 1.0     | 0.7     |
| Average VaR (\$ in MM) <sup>5</sup>                | 74      | 54      | 100     |
| Return on average allocated capital <sup>6</sup>   | 2.9 %   | n/m     | -       |
| Excluding DVA and U.K. tax charge <sup>2</sup>     | 4.5     | 7.1 %   | -       |

<sup>1</sup> FTE basis.

<sup>2</sup> Represents a non-GAAP financial measure. Net DVA results were losses of \$200MM, \$291MM and \$276MM in 4Q13, 3Q13 and 4Q12, respectively. U.K. tax charge was \$1.1B in 3Q13.

<sup>3</sup> In addition to sales and trading revenue, Global Markets shares with Global Banking in certain deal economics from investment banking and loan origination activities.

<sup>4</sup> 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 \$193MM, \$266MM and \$237MM for 4Q13, 3Q13 and 4Q12, respectively. Net DVA included in equities revenue were losses of \$7MM, \$25MM and \$39MM for 4Q13, 3Q13 and 4Q12, 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 \$31MM, \$27MM and \$48MM for 4Q13, 3Q13 and 4Q12, respectively.

<sup>6</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 24, 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

- Net income of \$0.2B
  - Excluding DVA and U.K. tax charge <sup>2</sup>, net income of \$0.3B declined from both comparative periods as revenue improvement was offset by litigation expense
- Excluding DVA <sup>4</sup>, sales and trading revenue of \$3.0B increased \$483MM, or 19%, from 4Q12 and was consistent with 3Q13
  - FICC revenue increased \$292MM, or 16%, from 4Q12 and \$47MM, or 2%, from 3Q13 as stronger results in credit and mortgage products offset weakness in rates and commodities
  - Equities revenue increased \$191MM, or 27%, from 4Q12 due to market share gains, higher market volumes and increased client financing balances, but declined 7% from strong 3Q13 results
- Noninterest expense included litigation expense of \$655MM in 4Q13, \$282MM in 3Q13 and \$110MM in 4Q12
  - Excluding litigation, expenses were relatively flat vs. 3Q13 and increased modestly vs. 4Q12 on higher revenue-related expense
- Average VaR of \$74MM decreased from prior year due to lower levels of risk across most asset classes <sup>5</sup>

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

| \$ in millions                                      | 4Q13  | Inc/(Dec) |         |
|-----------------------------------------------------|-------|-----------|---------|
|                                                     |       | 3Q13      | 4Q12    |
| Total revenue, net of interest expense <sup>2</sup> | \$83  | (\$785)   | \$232   |
| Provision for credit losses                         | (188) | 361       | (638)   |
| Noninterest expense                                 | 996   | 66        | (7)     |
| Income tax benefit <sup>2</sup>                     | (999) | (843)     | 1,444   |
| Net income                                          | \$274 | (\$369)   | (\$567) |

| Key Indicators (\$ in billions)            | 4Q13    | 3Q13    | 4Q12    |
|--------------------------------------------|---------|---------|---------|
| Average loans and leases                   | \$226.0 | \$232.5 | \$247.1 |
| Average deposits                           | 34.0    | 35.1    | 36.9    |
| Book value of Global Principal Investments | 1.6     | 1.9     | 3.5     |
| Total BAC equity investment exposure       | 12.4    | 12.7    | 15.6    |

- Net income decreased from 3Q13, driven by lower equity investment income, increased credit provisions and higher negative FVO adjustments on structured liabilities
- Income tax benefit increased from 3Q13 driven by discrete tax benefits related to non-U.S. operations and resolution of certain global tax matters
- Revenue was impacted by the following selected items:

| \$ in millions                                           | 4Q13    | 3Q13    | 4Q12    |
|----------------------------------------------------------|---------|---------|---------|
| FVO on structured liabilities                            | (\$417) | (\$152) | (\$442) |
| Equity investment income                                 | 392     | 1,122   | 569     |
| Gains on sales of debt securities                        | 364     | 347     | 117     |
| U.K. payment protection insurance provision <sup>3</sup> | (163)   | (66)    | (225)   |

- Lower loan loss releases resulted in a lower credit provision benefit compared to 3Q13

<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 and certain other investments. All Other includes certain residential mortgage loans that are managed by LAS.

<sup>2</sup> FTE basis.

<sup>3</sup> In the U.K., we previously sold payment protection insurance through our international card services business to credit card and consumer loan customers.

## Positioned Well for 2014

- Record capital and liquidity levels
- Business performance showing solid client activity
- Expense initiatives on track to achieve cost saving targets
- Net charge-offs approaching record lows
- Continued progress on legacy issues



## Appendix

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## Results by Business Segment

| \$ in millions                                               | 4Q13              |                |                  |                |                |                |              |
|--------------------------------------------------------------|-------------------|----------------|------------------|----------------|----------------|----------------|--------------|
|                                                              | Total Corporation | CBB            | CRES             | GWIM           | Global Banking | Global Markets | All Other    |
| <b>Net interest income</b> <sup>1,2</sup>                    | <b>\$10,999</b>   | <b>\$4,948</b> | <b>\$715</b>     | <b>\$1,485</b> | <b>\$2,301</b> | <b>\$1,142</b> | <b>\$408</b> |
| Card income                                                  | 1,503             | 1,236          | -                | 52             | 109            | 23             | 83           |
| Service charges                                              | 1,870             | 1,097          | 2                | 19             | 684            | 70             | (2)          |
| Investment and brokerage services                            | 3,117             | 57             | -                | 2,524          | 25             | 489            | 22           |
| Investment banking income (loss)                             | 1,738             | 2              | -                | 87             | 960            | 753            | (64)         |
| Equity investment income                                     | 474               | 43             | -                | -              | 2              | 37             | 392          |
| Trading account profits                                      | 863               | -              | 3                | 39             | 21             | 795            | 5            |
| Mortgage banking income (loss)                               | 848               | -              | 912              | -              | -              | 5              | (69)         |
| Gains on sales of debt securities                            | 390               | -              | 21               | -              | -              | 5              | 364          |
| All other income (loss)                                      | (101)             | 114            | 59               | 274            | 203            | 305            | (1,056)      |
| <b>Total noninterest income (loss)</b>                       | <b>10,702</b>     | <b>2,549</b>   | <b>997</b>       | <b>2,995</b>   | <b>2,004</b>   | <b>2,482</b>   | <b>(325)</b> |
| <b>Total revenue, net of interest expense</b> <sup>1,2</sup> | <b>21,701</b>     | <b>7,497</b>   | <b>1,712</b>     | <b>4,480</b>   | <b>4,305</b>   | <b>3,624</b>   | <b>83</b>    |
| Total noninterest expense                                    | 17,307            | 4,042          | 3,794            | 3,264          | 1,927          | 3,284          | 996          |
| Pre-tax, pre-provision earnings (loss) <sup>1</sup>          | 4,394             | 3,455          | (2,082)          | 1,216          | 2,378          | 340            | (913)        |
| Provision for credit losses                                  | 336               | 427            | (474)            | 26             | 441            | 104            | (188)        |
| <b>Income (loss) before income taxes</b>                     | <b>4,058</b>      | <b>3,028</b>   | <b>(1,608)</b>   | <b>1,190</b>   | <b>1,937</b>   | <b>236</b>     | <b>(725)</b> |
| Income tax expense (benefit) <sup>1,2</sup>                  | 619               | 1,061          | (547)            | 413            | 670            | 21             | (999)        |
| <b>Net income (loss)</b>                                     | <b>\$3,439</b>    | <b>\$1,967</b> | <b>(\$1,061)</b> | <b>\$777</b>   | <b>\$1,267</b> | <b>\$215</b>   | <b>\$274</b> |

<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         | 4Q12    | 1Q13    | 2Q13    | 3Q13    | 4Q13    | Mix <sup>2</sup> |
| Pre 2005               | \$73    | \$26    | \$30    | \$48    | \$42    | 2 %              |
| 2005                   | 299     | 217     | 37      | 207     | 278     | 9                |
| 2006                   | 1,558   | 720     | 430     | 826     | 1,614   | 42               |
| 2007                   | 1,819   | 703     | 561     | 303     | 1,826   | 40               |
| 2008                   | 487     | 43      | 39      | 112     | 30      | 3                |
| Post 2008              | 187     | 127     | 74      | 60      | 38      | 4                |
| New Claims             | \$4,423 | \$1,836 | \$1,171 | \$1,556 | \$3,828 |                  |
| % GSEs                 | 57 %    | 23 %    | 40 %    | 32 %    | 10 %    |                  |
| Rescinded claims       | \$1,097 | \$392   | \$1,354 | \$412   | \$442   |                  |
| Approved repurchases   | 421     | 303     | 351     | 269     | 299     |                  |

| Outstanding Claims by Counterparty (UPB) |          |          |          |          |          |
|------------------------------------------|----------|----------|----------|----------|----------|
| \$ in millions                           | 4Q12     | 1Q13     | 2Q13     | 3Q13     | 4Q13     |
| GSEs                                     | \$13,437 | \$1,100  | \$1,035  | \$998    | \$170    |
| Private                                  | 12,222   | 13,387   | 13,826   | 14,649   | 17,953   |
| Monolines                                | 2,442    | 2,481    | 1,535    | 1,533    | 1,532    |
| Total                                    | \$28,101 | \$16,968 | \$16,396 | \$17,180 | \$19,655 |

4Q13 new claims include \$2.7B of claims submitted without individual loan file reviews

4Q13 outstanding claims include \$4.1B of claims submitted without individual loan file reviews

| Reserves Established (Balances Shown for 2004-2008 Originations) (\$B) |                  |                     |           |                                      |                                                     |
|------------------------------------------------------------------------|------------------|---------------------|-----------|--------------------------------------|-----------------------------------------------------|
| Counterparty                                                           | Original Balance | Outstanding Balance | Have Paid | Reserves Established <sup>3, 4</sup> | Commentary <sup>3, 5</sup>                          |
| GSE - Whole loans                                                      | \$1,118          | \$241               |           |                                      | FHLMC and FNMA Agreements                           |
| Second-lien monoline                                                   | 81               | 10                  |           |                                      | Completed agreements with Assured, Syncora and MBIA |
| Whole loans sold                                                       | 55               | 11                  |           |                                      | Reserves established                                |
| Private label (CFC issued)                                             | 409              | 108                 |           |                                      | BNY Mellon settlement pending court approval        |
| Private label (non CFC bank issued)                                    | 244              | 46                  |           |                                      | Reserves established; Included in RPL               |
| Private label (3rd party issued)                                       | 176              | 45                  |           |                                      | Reserves established; Included in RPL               |
|                                                                        | \$2,083          | \$461               | \$22.8    | \$13.3                               |                                                     |

<sup>1</sup> 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.

<sup>2</sup> Mix for new claim trends is calculated based on last four quarters.

<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>4</sup> Does not include litigation reserves established. In addition, the company currently estimates the RPL could be up to \$4B over accruals at December 31, 2013, unchanged from September 30, 2013. Following the FHLMC and FNMA settlements, the remaining RPL covers principally non-GSE exposures.

<sup>5</sup> 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

| \$ in millions                        | Residential Mortgage <sup>1</sup> |                                                             |             |                                                             | Home Equity <sup>1</sup> |                                     |             |                                     |
|---------------------------------------|-----------------------------------|-------------------------------------------------------------|-------------|-------------------------------------------------------------|--------------------------|-------------------------------------|-------------|-------------------------------------|
|                                       | 4Q13                              |                                                             | 3Q13        |                                                             | 4Q13                     |                                     | 3Q13        |                                     |
|                                       | As Reported                       | Excluding Purchased Credit-impaired and Fully-insured Loans | As Reported | Excluding Purchased Credit-impaired and Fully-insured Loans | As Reported              | Excluding Purchased Credit-impaired | As Reported | Excluding Purchased Credit-impaired |
| Loans end of period                   | \$248,066                         | \$142,147                                                   | \$253,496   | \$144,558                                                   | \$93,672                 | \$87,079                            | \$96,653    | \$89,549                            |
| Loans average                         | 251,841                           | 144,859                                                     | 254,651     | 145,858                                                     | 95,244                   | 88,403                              | 98,172      | 90,947                              |
| Net charge-offs <sup>2,3</sup>        | \$209                             | \$209                                                       | \$221       | \$221                                                       | \$331                    | \$331                               | \$302       | \$302                               |
| % of average loans <sup>3</sup>       | 0.33 %                            | 0.57 %                                                      | 0.35 %      | 0.60 %                                                      | 1.38 %                   | 1.49 %                              | 1.22 %      | 1.31 %                              |
| Allowance for loan losses             | \$4,084                           | \$2,638                                                     | \$4,895     | \$3,012                                                     | \$4,434                  | \$3,387                             | \$5,618     | \$4,267                             |
| % of loans                            | 1.65 %                            | 1.86 %                                                      | 1.93 %      | 2.08 %                                                      | 4.73 %                   | 3.89 %                              | 5.81 %      | 4.76 %                              |
| Average refreshed (C)LTV <sup>4</sup> |                                   | 68                                                          |             | 71                                                          |                          | 72                                  |             | 75                                  |
| 90%+ refreshed (C)LTV <sup>4</sup>    |                                   | 17 %                                                        |             | 21 %                                                        |                          | 28 %                                |             | 32 %                                |
| Average refreshed FICO                |                                   | 727                                                         |             | 724                                                         |                          | 746                                 |             | 744                                 |
| % below 620 FICO                      |                                   | 11 %                                                        |             | 12 %                                                        |                          | 8 %                                 |             | 8 %                                 |

<sup>1</sup> Excludes FVO loans.

<sup>2</sup> Excludes write-offs of PCI loans of \$437MM and \$351MM related to residential mortgage and \$304MM and \$92MM related to home equity for 4Q13 and 3Q13. Net charge-off ratios including the PCI write-offs for residential mortgage were 1.02% and 0.89%, and for home equity were 2.64% and 1.59% for 4Q13 and 3Q13.

<sup>3</sup> Includes the impact of a clarification of regulatory guidance on accounting for TDRs of \$56 million for residential mortgage loans and \$88 million for home equity loans. Excluding this impact, 4Q13 net charge-off ratios for residential mortgage were 0.24% and 0.42% including and excluding the PCI and fully-insured portfolios, respectively. 4Q13 home equity net charge-off ratios were 1.01% and 1.09% including and excluding the PCI portfolio, respectively.

<sup>4</sup> 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) <sup>1, 2, 3</sup>

| \$ in millions                                                                                   | December 31<br>2013 | September 30<br>2013 | June 30<br>2013    |
|--------------------------------------------------------------------------------------------------|---------------------|----------------------|--------------------|
| <b>Regulatory Capital – Basel 1 to Basel 3 (fully phased-in)</b>                                 |                     |                      |                    |
| <b>Basel 1 Tier 1 capital</b>                                                                    | \$161,456           | \$159,008            | \$156,689          |
| Deduction of qualifying preferred stock and trust preferred securities                           | (16,221)            | (16,183)             | (17,170)           |
| <b>Basel 1 Tier 1 common capital</b>                                                             | 145,235             | 142,825              | 139,519            |
| Deduction of defined benefit pension assets                                                      | (829)               | (935)                | (787)              |
| DTA and other threshold deductions (DTA temporary differences, MSRs and significant investments) | (4,803)             | (4,758)              | (6,761)            |
| Other deductions, net                                                                            | (7,288)             | (5,319)              | (6,125)            |
| <b>Basel 3 Advanced approach (fully phased-in) Tier 1 common capital</b>                         | <u>\$132,315</u>    | <u>\$131,813</u>     | <u>\$125,846</u>   |
| <b>Risk-weighted Assets – Basel 1 to Basel 3 (fully phased-in)</b>                               |                     |                      |                    |
| <b>Basel 1 risk-weighted assets</b>                                                              | \$1,297,529         | \$1,289,444          | \$1,288,159        |
| Credit and other risk-weighted assets                                                            | 31,515              | 37,140               | 22,276             |
| <b>Basel 3 Advanced approach (fully phased-in) risk-weighted assets</b>                          | <u>\$1,329,044</u>  | <u>\$1,326,584</u>   | <u>\$1,310,435</u> |
| <b>Tier 1 Common Capital Ratios</b>                                                              |                     |                      |                    |
| <b>Basel 1</b>                                                                                   | 11.19 %             | 11.08 %              | 10.83 %            |
| <b>Basel 3 Advanced approach (fully phased-in)</b>                                               | 9.96                | 9.94                 | 9.60               |

<sup>1</sup> Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C. For important presentation information, see slide 24.

<sup>2</sup> Basel 1 includes the Market Risk Final Rule at December 31, 2013, September 30, 2013 and June 30, 2013.

<sup>3</sup> Basel 3 (fully phased-in) estimates are based on the Advanced approach under the final Basel rules issued on July 2, 2013.

## 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,” “targets,” “expects,” “hopes,” “estimates,” “intends,” “plans,” “goals,” “believes,” “continue” and other similar expressions or future or conditional verbs such as “will,” “should,” “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; expectations regarding annual retirement-eligible compensation in the first quarter of 2014; 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 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 the Company's level of debt issuances; estimates of liability and range of possible loss for various representations and warranties claims; expectations regarding credit quality improvement; expectations regarding future card balance levels; expectations regarding the Company's future pipeline of mergers and acquisitions activity; expectations regarding the Company's ability to execute its strategy and deliver on its earnings power; and other similar matters.

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 filings: the Company's ability to resolve representations and warranties repurchase 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 government-sponsored enterprises, monolines or private-label and other investors; the possibility that final court approval of negotiated settlements is not obtained; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; the possibility that the Company may not collect mortgage insurance claims; the possible impact of a future FASB standard on accounting for credit losses; uncertainties about the financial stability of several countries in the Eurozone, the risk that those countries may default on their sovereign debt and related stresses on financial markets, the Euro and the Eurozone and the Company's exposures to such risks, including direct, indirect and operational; uncertainties related to the timing and pace of Federal Reserve tapering of quantitative easing, and the impact on global interest rates, currency exchange rates, and economic conditions in a number of countries; the potential impact of any future federal debt ceiling impasse; the possibility of future inquiries or investigations regarding pending or completed foreclosure activities; the potential impact of regulatory capital and liquidity requirements; 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 potential impact on debit card interchange fee revenue in connection with the U.S. District Court for the District of Columbia's ruling on July 31, 2013 regarding the Federal Reserve's rules implementing the Financial Reform Act's Durbin Amendment; 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 possibility that the European Commission will impose remedial measures in relation to its investigation of the Company's competitive practices; the impact of potential regulatory enforcement action relating to optional identity theft protection services and certain optional credit card debt cancellation products; unexpected claims, damages, penalties and fines resulting from pending or future litigation and regulatory proceedings including proceedings instituted by members of the Financial Fraud Enforcement Task Force; 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; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; 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.

## 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 Standardized and Advanced approaches 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 December 31, 2013 and other earnings-related information available through the Bank of America Investor Relations web site at: <http://investor.bankofamerica.com>.
- 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. The Company plans to further refine, in the first quarter of 2014, the capital being allocated to the Company's business segments with the result being additional capital allocated to the business segments. Allocated capital is subject to change over time.

**Bank of America**



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## **Supplemental Information Fourth 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](http://www.sec.gov)) or at Bank of America's website ([www.bankofamerica.com](http://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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| <a href="#"><u>Top 20 Non-U.S. Countries Exposure</u></a>                                                | <a href="#"><u>40</u></a>     |
| <a href="#"><u>Select European Countries</u></a>                                                         | <a href="#"><u>41</u></a>     |
| <a href="#"><u>Nonperforming Loans, Leases and Foreclosed Properties</u></a>                             | <a href="#"><u>42</u></a>     |
| <a href="#"><u>Nonperforming Loans, Leases and Foreclosed Properties Activity</u></a>                    | <a href="#"><u>43</u></a>     |
| <a href="#"><u>Quarterly Net Charge-offs and Net Charge-off Ratios</u></a>                               | <a href="#"><u>44</u></a>     |
| <a href="#"><u>Annual Net Charge-offs and Net Charge-off Ratios</u></a>                                  | <a href="#"><u>45</u></a>     |
| <a href="#"><u>Allocation of the Allowance for Credit Losses by Product Type</u></a>                     | <a href="#"><u>46</u></a>     |
| <br><a href="#"><u>Exhibit A: Non-GAAP Reconciliations</u></a>                                           | <br><a href="#"><u>47</u></a> |

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Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

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

|                                                                       | Year Ended<br>December 31 |            | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|-----------------------------------------------------------------------|---------------------------|------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                       | 2013                      | 2012       |                           |                          |                           |                          |                           |
| <b>Income statement</b>                                               |                           |            |                           |                          |                           |                          |                           |
| Net interest income                                                   | \$ 42,265                 | \$ 40,656  | \$ 10,786                 | \$ 10,266                | \$ 10,549                 | \$ 10,664                | \$ 10,324                 |
| Noninterest income                                                    | 46,677                    | 42,678     | 10,702                    | 11,264                   | 12,178                    | 12,533                   | 8,336                     |
| Total revenue, net of interest expense                                | 88,942                    | 83,334     | 21,488                    | 21,530                   | 22,727                    | 23,197                   | 18,660                    |
| Provision for credit losses                                           | 3,556                     | 8,169      | 336                       | 296                      | 1,211                     | 1,713                    | 2,204                     |
| Noninterest expense                                                   | 69,214                    | 72,093     | 17,307                    | 16,389                   | 16,018                    | 19,500                   | 18,360                    |
| Income tax expense (benefit)                                          | 4,741                     | (1,116)    | 406                       | 2,348                    | 1,486                     | 501                      | (2,636)                   |
| Net income                                                            | 11,431                    | 4,188      | 3,439                     | 2,497                    | 4,012                     | 1,483                    | 732                       |
| Preferred stock dividends                                             | 1,349                     | 1,428      | 256                       | 279                      | 441                       | 373                      | 365                       |
| Net income applicable to common shareholders                          | 10,082                    | 2,760      | 3,183                     | 2,218                    | 3,571                     | 1,110                    | 367                       |
| Diluted earnings per common share                                     | 0.90                      | 0.25       | 0.29                      | 0.20                     | 0.32                      | 0.10                     | 0.03                      |
| Average diluted common shares issued and outstanding                  | 11,491,418                | 10,840,854 | 11,404,438                | 11,482,226               | 11,524,510                | 11,154,778               | 10,884,921                |
| Dividends paid per common share                                       | \$ 0.04                   | \$ 0.04    | \$ 0.01                   | \$ 0.01                  | \$ 0.01                   | \$ 0.01                  | \$ 0.01                   |
| <b>Performance ratios</b>                                             |                           |            |                           |                          |                           |                          |                           |
| Return on average assets                                              | 0.53 %                    | 0.19 %     | 0.64 %                    | 0.47 %                   | 0.74 %                    | 0.27 %                   | 0.13 %                    |
| Return on average common shareholders' equity                         | 4.62                      | 1.27       | 5.74                      | 4.06                     | 6.55                      | 2.06                     | 0.67                      |
| Return on average tangible common shareholders' equity <sup>(1)</sup> | 6.97                      | 1.94       | 8.61                      | 6.15                     | 9.88                      | 3.12                     | 1.01                      |
| Return on average tangible shareholders' equity <sup>(1)</sup>        | 7.13                      | 2.60       | 8.53                      | 6.32                     | 9.98                      | 3.69                     | 1.77                      |
| <b>At period end</b>                                                  |                           |            |                           |                          |                           |                          |                           |
| Book value per share of common stock                                  | \$ 20.71                  | \$ 20.24   | \$ 20.71                  | \$ 20.50                 | \$ 20.18                  | \$ 20.19                 | \$ 20.24                  |
| Tangible book value per share of common stock <sup>(1)</sup>          | 13.79                     | 13.36      | 13.79                     | 13.62                    | 13.32                     | 13.36                    | 13.36                     |
| Market price per share of common stock:                               |                           |            |                           |                          |                           |                          |                           |
| Closing price                                                         | \$ 15.57                  | \$ 11.61   | \$ 15.57                  | \$ 13.80                 | \$ 12.86                  | \$ 12.18                 | \$ 11.61                  |
| High closing price for the period                                     | 15.88                     | 11.61      | 15.88                     | 14.95                    | 13.83                     | 12.78                    | 11.61                     |
| Low closing price for the period                                      | 11.03                     | 5.80       | 13.69                     | 12.83                    | 11.44                     | 11.03                    | 8.93                      |
| Market capitalization                                                 | 164,914                   | 125,136    | 164,914                   | 147,429                  | 138,156                   | 131,817                  | 125,136                   |
|                                                                       |                           |            |                           |                          |                           |                          |                           |
| Number of banking centers - U.S.                                      | 5,151                     | 5,478      | 5,151                     | 5,243                    | 5,328                     | 5,389                    | 5,478                     |
| Number of branded ATMs - U.S.                                         | 16,259                    | 16,347     | 16,259                    | 16,201                   | 16,354                    | 16,311                   | 16,347                    |
| Full-time equivalent employees                                        | 242,117                   | 267,190    | 242,117                   | 247,943                  | 257,158                   | 262,812                  | 267,190                   |

<sup>(1)</sup> 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 on pages 47-50.)

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.

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Bank of America Corporation and Subsidiaries

Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data<sup>(1)</sup>

|                                        | Year Ended<br>December 31 |           | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|----------------------------------------|---------------------------|-----------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                        | 2013                      | 2012      |                           |                          |                           |                          |                           |
| Net interest income                    | \$ 43,124                 | \$ 41,557 | \$ 10,999                 | \$ 10,479                | \$ 10,771                 | \$ 10,875                | \$ 10,555                 |
| Total revenue, net of interest expense | 89,801                    | 84,235    | 21,701                    | 21,743                   | 22,949                    | 23,408                   | 18,891                    |
| Net interest yield <sup>(2)</sup>      | 2.47%                     | 2.35%     | 2.56%                     | 2.44%                    | 2.44%                     | 2.43%                    | 2.35%                     |
| Efficiency ratio                       | 77.07                     | 85.59     | 79.75                     | 75.38                    | 69.80                     | 83.31                    | 97.19                     |

<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 Measures on pages 47-50.)

<sup>(2)</sup> Calculation includes 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. For the years ended December 31, 2013 and 2012, \$59 million, \$50 million, \$40 million and \$33 million for the fourth, third, second and first quarters of 2013, respectively, and \$42 million for the fourth quarter of 2012. For more information, see Quarterly and Annual Average Balances and Interest Rates - Fully Taxable-equivalent Basis on pages 10-11 and 12-13.

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

# Bank of America Corporation and Subsidiaries

## Consolidated Statement of Income

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

|                                                                                                  | Year Ended<br>December 31 |                   | Fourth<br>Quarter 2013 | Third Quarter<br>2013 | Second<br>Quarter 2013 | First Quarter<br>2013 | Fourth Quarter<br>2012 |
|--------------------------------------------------------------------------------------------------|---------------------------|-------------------|------------------------|-----------------------|------------------------|-----------------------|------------------------|
|                                                                                                  | 2013                      | 2012              |                        |                       |                        |                       |                        |
| <b>Interest income</b>                                                                           |                           |                   |                        |                       |                        |                       |                        |
| Loans and leases                                                                                 | \$ 36,470                 | \$ 38,880         | \$ 9,086               | \$ 9,146              | \$ 9,060               | \$ 9,178              | \$ 9,366               |
| Debt securities                                                                                  | 9,749                     | 8,908             | 2,447                  | 2,205                 | 2,548                  | 2,549                 | 2,196                  |
| Federal funds sold and securities borrowed or purchased under agreements to resell               | 1,229                     | 1,502             | 304                    | 291                   | 319                    | 315                   | 329                    |
| Trading account assets                                                                           | 4,706                     | 5,094             | 1,139                  | 1,049                 | 1,181                  | 1,337                 | 1,307                  |
| Other interest income                                                                            | 2,866                     | 3,016             | 736                    | 691                   | 717                    | 722                   | 773                    |
| <b>Total interest income</b>                                                                     | <b>55,020</b>             | <b>57,400</b>     | <b>13,712</b>          | <b>13,382</b>         | <b>13,825</b>          | <b>14,101</b>         | <b>13,971</b>          |
| <b>Interest expense</b>                                                                          |                           |                   |                        |                       |                        |                       |                        |
| Deposits                                                                                         | 1,396                     | 1,990             | 314                    | 334                   | 366                    | 382                   | 438                    |
| Short-term borrowings                                                                            | 2,923                     | 3,572             | 682                    | 683                   | 809                    | 749                   | 855                    |
| Trading account liabilities                                                                      | 1,638                     | 1,763             | 364                    | 375                   | 427                    | 472                   | 420                    |
| Long-term debt                                                                                   | 6,798                     | 9,419             | 1,566                  | 1,724                 | 1,674                  | 1,834                 | 1,934                  |
| <b>Total interest expense</b>                                                                    | <b>12,755</b>             | <b>16,744</b>     | <b>2,926</b>           | <b>3,116</b>          | <b>3,276</b>           | <b>3,437</b>          | <b>3,647</b>           |
| <b>Net interest income</b>                                                                       | <b>42,265</b>             | <b>40,656</b>     | <b>10,786</b>          | <b>10,266</b>         | <b>10,549</b>          | <b>10,664</b>         | <b>10,324</b>          |
| <b>Noninterest income</b>                                                                        |                           |                   |                        |                       |                        |                       |                        |
| Card income                                                                                      | 5,826                     | 6,121             | 1,503                  | 1,444                 | 1,469                  | 1,410                 | 1,548                  |
| Service charges                                                                                  | 7,390                     | 7,600             | 1,870                  | 1,884                 | 1,837                  | 1,799                 | 1,820                  |
| Investment and brokerage services                                                                | 12,282                    | 11,393            | 3,117                  | 2,995                 | 3,143                  | 3,027                 | 2,889                  |
| Investment banking income                                                                        | 6,126                     | 5,299             | 1,738                  | 1,297                 | 1,556                  | 1,535                 | 1,600                  |
| Equity investment income                                                                         | 2,901                     | 2,070             | 474                    | 1,184                 | 680                    | 563                   | 699                    |
| Trading account profits                                                                          | 7,056                     | 5,870             | 863                    | 1,266                 | 1,938                  | 2,989                 | 792                    |
| Mortgage banking income (loss)                                                                   | 3,874                     | 4,750             | 848                    | 585                   | 1,178                  | 1,263                 | (540)                  |
| Gains on sales of debt securities                                                                | 1,271                     | 1,662             | 390                    | 356                   | 457                    | 68                    | 171                    |
| Other income (loss)                                                                              | (29)                      | (2,034)           | (101)                  | 260                   | (76)                   | (112)                 | (642)                  |
| Other-than-temporary impairment losses on available-for-sale debt securities:                    |                           |                   |                        |                       |                        |                       |                        |
| Total other-than-temporary impairment losses                                                     | (21)                      | (57)              | —                      | (8)                   | (5)                    | (14)                  | (1)                    |
| Less: Portion of other-than-temporary impairment losses recognized in other comprehensive income | 1                         | 4                 | —                      | 1                     | 1                      | 5                     | —                      |
| Net impairment losses recognized in earnings on available-for-sale debt securities               | (20)                      | (53)              | —                      | (7)                   | (4)                    | (9)                   | (1)                    |
| <b>Total noninterest income</b>                                                                  | <b>46,677</b>             | <b>42,678</b>     | <b>10,702</b>          | <b>11,264</b>         | <b>12,178</b>          | <b>12,533</b>         | <b>8,336</b>           |
| <b>Total revenue, net of interest expense</b>                                                    | <b>88,942</b>             | <b>83,334</b>     | <b>21,488</b>          | <b>21,530</b>         | <b>22,727</b>          | <b>23,197</b>         | <b>18,660</b>          |
| <b>Provision for credit losses</b>                                                               |                           |                   |                        |                       |                        |                       |                        |
|                                                                                                  | 3,556                     | 8,169             | 336                    | 296                   | 1,211                  | 1,713                 | 2,204                  |
| <b>Noninterest expense</b>                                                                       |                           |                   |                        |                       |                        |                       |                        |
| Personnel                                                                                        | 34,719                    | 35,648            | 7,987                  | 8,310                 | 8,531                  | 9,891                 | 8,300                  |
| Occupancy                                                                                        | 4,475                     | 4,570             | 1,116                  | 1,096                 | 1,109                  | 1,154                 | 1,151                  |
| Equipment                                                                                        | 2,146                     | 2,269             | 526                    | 538                   | 532                    | 550                   | 551                    |
| Marketing                                                                                        | 1,834                     | 1,873             | 457                    | 511                   | 437                    | 429                   | 480                    |
| Professional fees                                                                                | 2,884                     | 3,574             | 839                    | 702                   | 694                    | 649                   | 996                    |
| Amortization of intangibles                                                                      | 1,086                     | 1,264             | 266                    | 270                   | 274                    | 276                   | 309                    |
| Data processing                                                                                  | 3,170                     | 2,961             | 800                    | 779                   | 779                    | 812                   | 773                    |
| Telecommunications                                                                               | 1,593                     | 1,660             | 376                    | 397                   | 411                    | 409                   | 433                    |
| Other general operating                                                                          | 17,307                    | 18,274            | 4,940                  | 3,786                 | 3,251                  | 5,330                 | 5,367                  |
| <b>Total noninterest expense</b>                                                                 | <b>69,214</b>             | <b>72,093</b>     | <b>17,307</b>          | <b>16,389</b>         | <b>16,018</b>          | <b>19,500</b>         | <b>18,360</b>          |
| <b>Income (loss) before income taxes</b>                                                         | <b>16,172</b>             | <b>3,072</b>      | <b>3,845</b>           | <b>4,845</b>          | <b>5,498</b>           | <b>1,984</b>          | <b>(1,904)</b>         |
| <b>Income tax expense (benefit)</b>                                                              | <b>4,741</b>              | <b>(1,116)</b>    | <b>406</b>             | <b>2,348</b>          | <b>1,486</b>           | <b>501</b>            | <b>(2,636)</b>         |
| <b>Net income</b>                                                                                | <b>\$ 11,431</b>          | <b>\$ 4,188</b>   | <b>\$ 3,439</b>        | <b>\$ 2,497</b>       | <b>\$ 4,012</b>        | <b>\$ 1,483</b>       | <b>\$ 732</b>          |
| <b>Preferred stock dividends</b>                                                                 | <b>1,349</b>              | <b>1,428</b>      | <b>256</b>             | <b>279</b>            | <b>441</b>             | <b>373</b>            | <b>365</b>             |
| <b>Net income applicable to common shareholders</b>                                              | <b>\$ 10,082</b>          | <b>\$ 2,760</b>   | <b>\$ 3,183</b>        | <b>\$ 2,218</b>       | <b>\$ 3,571</b>        | <b>\$ 1,110</b>       | <b>\$ 367</b>          |
| <b>Per common share information</b>                                                              |                           |                   |                        |                       |                        |                       |                        |
| Earnings                                                                                         | \$ 0.94                   | \$ 0.26           | \$ 0.30                | \$ 0.21               | \$ 0.33                | \$ 0.10               | \$ 0.03                |
| Diluted earnings                                                                                 | 0.90                      | 0.25              | 0.29                   | 0.20                  | 0.32                   | 0.10                  | 0.03                   |
| Dividends paid                                                                                   | 0.04                      | 0.04              | 0.01                   | 0.01                  | 0.01                   | 0.01                  | 0.01                   |
| <b>Average common shares issued and outstanding</b>                                              | <b>10,731,165</b>         | <b>10,746,028</b> | <b>10,633,030</b>      | <b>10,718,918</b>     | <b>10,775,867</b>      | <b>10,798,975</b>     | <b>10,777,204</b>      |
| <b>Average diluted common shares issued and outstanding</b>                                      | <b>11,491,418</b>         | <b>10,840,854</b> | <b>11,404,438</b>      | <b>11,482,226</b>     | <b>11,524,510</b>      | <b>11,154,778</b>     | <b>10,884,921</b>      |

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.

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**Bank of America Corporation and Subsidiaries**  
**Consolidated Statement of Comprehensive Income**

(Dollars in millions)

|                                                                        | Year Ended<br>December 31 |                 | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|------------------------------------------------------------------------|---------------------------|-----------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                                        | 2013                      | 2012            |                        |                       |                        |                    |                        |
| <b>Net income</b>                                                      | <b>\$ 11,431</b>          | <b>\$ 4,188</b> | <b>\$ 3,439</b>        | <b>\$ 2,497</b>       | <b>\$ 4,012</b>        | <b>\$ 1,483</b>    | <b>\$ 732</b>          |
| <b>Other comprehensive income (loss), net-of-tax:</b>                  |                           |                 |                        |                       |                        |                    |                        |
| Net change in available-for-sale debt and marketable equity securities | (8,166)                   | 1,802           | (2,396)                | (631)                 | (4,233)                | (906)              | (1,169)                |
| Net change in derivatives                                              | 592                       | 916             | 227                    | 180                   | 13                     | 172                | 381                    |
| Employee benefit plan adjustments                                      | 2,049                     | (65)            | 536                    | 1,380                 | 48                     | 85                 | (1,171)                |
| Net change in foreign currency translation adjustments                 | (135)                     | (13)            | (1)                    | (43)                  | (49)                   | (42)               | (27)                   |
| <b>Other comprehensive income (loss)</b>                               | <b>(5,660)</b>            | <b>2,640</b>    | <b>(1,634)</b>         | <b>886</b>            | <b>(4,221)</b>         | <b>(691)</b>       | <b>(1,986)</b>         |
| <b>Comprehensive income (loss)</b>                                     | <b>\$ 5,771</b>           | <b>\$ 6,828</b> | <b>\$ 1,805</b>        | <b>\$ 3,383</b>       | <b>\$ (209)</b>        | <b>\$ 792</b>      | <b>\$ (1,254)</b>      |

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.

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**Bank of America Corporation and Subsidiaries**  
**Consolidated Balance Sheet**

(Dollars in millions)

|                                                                                                                                                                | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|---------------------|
| <b>Assets</b>                                                                                                                                                  |                     |                      |                     |
| Cash and cash equivalents                                                                                                                                      | \$ 131,322          | \$ 121,233           | \$ 110,752          |
| Time deposits placed and other short-term investments                                                                                                          | 11,540              | 14,449               | 18,694              |
| Federal funds sold and securities borrowed or purchased under agreements to resell                                                                             | 190,328             | 212,007              | 219,924             |
| Trading account assets                                                                                                                                         | 200,993             | 201,206              | 227,775             |
| Derivative assets                                                                                                                                              | 47,495              | 53,161               | 53,497              |
| Debt securities:                                                                                                                                               |                     |                      |                     |
| Carried at fair value                                                                                                                                          | 268,795             | 266,349              | 310,850             |
| Held-to-maturity, at cost                                                                                                                                      | 55,150              | 54,649               | 49,481              |
| Total debt securities                                                                                                                                          | 323,945             | 320,998              | 360,331             |
| Loans and leases                                                                                                                                               | 928,233             | 934,392              | 907,819             |
| Allowance for loan and lease losses                                                                                                                            | (17,428)            | (19,432)             | (24,179)            |
| Loans and leases, net of allowance                                                                                                                             | 910,805             | 914,960              | 883,640             |
| Premises and equipment, net                                                                                                                                    | 10,475              | 10,703               | 11,858              |
| Mortgage servicing rights (includes \$5,042, \$5,058 and \$5,716 measured at fair value)                                                                       | 5,052               | 5,068                | 5,851               |
| Goodwill                                                                                                                                                       | 69,844              | 69,891               | 69,976              |
| Intangible assets                                                                                                                                              | 5,574               | 5,843                | 6,684               |
| Loans held-for-sale                                                                                                                                            | 11,362              | 15,001               | 19,413              |
| Customer and other receivables                                                                                                                                 | 59,448              | 60,065               | 71,467              |
| Other assets                                                                                                                                                   | 124,090             | 122,068              | 150,112             |
| <b>Total assets</b>                                                                                                                                            | <b>\$ 2,102,273</b> | <b>\$ 2,126,653</b>  | <b>\$ 2,209,974</b> |
| <b>Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)</b> |                     |                      |                     |
| Trading account assets                                                                                                                                         | \$ 8,412            | \$ 8,743             | \$ 7,906            |
| Derivative assets                                                                                                                                              | 185                 | 199                  | 333                 |
| Loans and leases                                                                                                                                               | 109,118             | 109,996              | 123,227             |
| Allowance for loan and lease losses                                                                                                                            | (2,674)             | (2,962)              | (3,658)             |
| Loans and leases, net of allowance                                                                                                                             | 106,444             | 107,034              | 119,569             |
| Loans held-for-sale                                                                                                                                            | 1,384               | 1,875                | 1,969               |
| All other assets                                                                                                                                               | 4,577               | 4,314                | 4,654               |
| <b>Total assets of consolidated variable interest entities</b>                                                                                                 | <b>\$ 121,002</b>   | <b>\$ 122,165</b>    | <b>\$ 134,431</b>   |

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

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

**Bank of America Corporation and Subsidiaries**  
**Consolidated Balance Sheet (continued)**

(Dollars in millions)

|                                                                                                                                                                                     | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|---------------------|
| <b>Liabilities</b>                                                                                                                                                                  |                     |                      |                     |
| Deposits in U.S. offices:                                                                                                                                                           |                     |                      |                     |
| Noninterest-bearing                                                                                                                                                                 | \$ 373,092          | \$ 374,284           | \$ 372,546          |
| Interest-bearing                                                                                                                                                                    | 667,714             | 657,477              | 654,332             |
| Deposits in non-U.S. offices:                                                                                                                                                       |                     |                      |                     |
| Noninterest-bearing                                                                                                                                                                 | 8,233               | 7,394                | 7,573               |
| Interest-bearing                                                                                                                                                                    | 70,232              | 70,963               | 70,810              |
| Total deposits                                                                                                                                                                      | 1,119,271           | 1,110,118            | 1,105,261           |
| Federal funds purchased and securities loaned or sold under agreements to repurchase                                                                                                | 198,106             | 226,274              | 293,259             |
| Trading account liabilities                                                                                                                                                         | 83,469              | 82,713               | 73,587              |
| Derivative liabilities                                                                                                                                                              | 37,407              | 44,568               | 46,016              |
| Short-term borrowings                                                                                                                                                               | 45,999              | 40,769               | 30,731              |
| Accrued expenses and other liabilities (includes \$484, \$480 and \$513 of reserve for unfunded lending commitments)                                                                | 135,662             | 134,598              | 148,579             |
| Long-term debt                                                                                                                                                                      | 249,674             | 255,331              | 275,585             |
| <b>Total liabilities</b>                                                                                                                                                            | <b>1,869,588</b>    | <b>1,894,371</b>     | <b>1,973,018</b>    |
| <b>Shareholders' equity</b>                                                                                                                                                         |                     |                      |                     |
| Preferred stock, \$0.01 par value; authorized –100,000,000 shares; issued and outstanding –3,407,790, 3,407,790 and 3,685,410 shares                                                | 13,352              | 13,315               | 18,768              |
| Common stock and additional paid-in capital, \$0.01 par value; authorized –12,800,000,000 shares; issued and outstanding – 10,591,808,296, 10,683,282,112 and 10,778,263,628 shares | 155,293             | 156,371              | 158,142             |
| Retained earnings                                                                                                                                                                   | 72,497              | 69,419               | 62,843              |
| Accumulated other comprehensive income (loss)                                                                                                                                       | (8,457)             | (6,823)              | (2,797)             |
| <b>Total shareholders' equity</b>                                                                                                                                                   | <b>232,685</b>      | <b>232,282</b>       | <b>236,956</b>      |
| <b>Total liabilities and shareholders' equity</b>                                                                                                                                   | <b>\$ 2,102,273</b> | <b>\$ 2,126,653</b>  | <b>\$ 2,209,974</b> |
| <b>Liabilities of consolidated variable interest entities included in total liabilities above</b>                                                                                   |                     |                      |                     |
| Short-term borrowings                                                                                                                                                               | \$ 1,150            | \$ 2,180             | \$ 3,731            |
| Long-term debt                                                                                                                                                                      | 19,448              | 24,481               | 34,256              |
| All other liabilities                                                                                                                                                               | 253                 | 382                  | 360                 |
| <b>Total liabilities of consolidated variable interest entities</b>                                                                                                                 | <b>\$ 20,851</b>    | <b>\$ 27,043</b>     | <b>\$ 38,347</b>    |

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

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

# Bank of America Corporation and Subsidiaries

## Capital Management

(Dollars in millions)

|                                               | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|-----------------------------------------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
| <b>Risk-based capital<sup>(1, 2)</sup>:</b>   |                           |                          |                           |                          |                           |
| Tier 1 common capital                         | \$ 145,235                | \$ 142,825               | \$ 139,519                | \$ 136,119               | \$ 133,403                |
| Tier 1 capital                                | 161,456                   | 159,008                  | 156,689                   | 158,677                  | 155,461                   |
| Total capital                                 | 200,281                   | 198,001                  | 196,752                   | 201,211                  | 196,680                   |
| Risk-weighted assets <sup>(3)</sup>           | 1,297,529                 | 1,289,444                | 1,288,159                 | 1,298,187                | 1,205,976                 |
| Tier 1 common capital ratio <sup>(3, 4)</sup> | 11.19%                    | 11.08%                   | 10.83%                    | 10.49%                   | 11.06%                    |
| Tier 1 capital ratio                          | 12.44                     | 12.33                    | 12.16                     | 12.22                    | 12.89                     |
| Total capital ratio                           | 15.44                     | 15.36                    | 15.27                     | 15.50                    | 16.31                     |
| Tier 1 leverage ratio                         | 7.87                      | 7.79                     | 7.49                      | 7.49                     | 7.37                      |
| Tangible equity ratio <sup>(5)</sup>          | 7.86                      | 7.73                     | 7.67                      | 7.78                     | 7.62                      |
| Tangible common equity ratio <sup>(5)</sup>   | 7.20                      | 7.08                     | 6.98                      | 6.88                     | 6.74                      |

<sup>(1)</sup> Regulatory capital ratios are preliminary until filed with the Federal Reserve on Form Y-9C.

<sup>(2)</sup> Basel 1 includes the Market Risk Final Rule for the fourth, third, second and first quarters of 2013 (Basel 1– 2013 Rules). Basel 1 did not include the Market Risk Final Rule for the fourth quarter of 2012.

<sup>(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.

<sup>(4)</sup> 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.

<sup>(5)</sup> 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.)

## Basel 1 to Basel 3 (fully phased-in) Reconciliation<sup>(1, 2)</sup>

(Dollars in millions)

|                                                                                                                                               | December 31<br>2013 | September 30<br>2013 | June 30<br>2013   | March 31<br>2013  | December 31<br>2012 |
|-----------------------------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|-------------------|-------------------|---------------------|
| <b>Regulatory capital – Basel 1 to Basel 3 (fully phased-in)</b>                                                                              |                     |                      |                   |                   |                     |
| <b>Basel 1 Tier 1 capital</b>                                                                                                                 | \$ 161,456          | \$ 159,008           | \$ 156,689        | \$ 158,677        | \$ 155,461          |
| Deduction of qualifying preferred stock and trust preferred securities                                                                        | (16,221)            | (16,183)             | (17,170)          | (22,558)          | (22,058)            |
| <b>Basel 1 Tier 1 common capital</b>                                                                                                          | 145,235             | 142,825              | 139,519           | 136,119           | 133,403             |
| Deduction of defined benefit pension assets                                                                                                   | (829)               | (935)                | (787)             | (776)             | (737)               |
| Deferred tax asset and threshold deductions (deferred tax asset temporary differences, mortgage servicing rights and significant investments) | (4,803)             | (4,758)              | (6,761)           | (4,501)           | (3,020)             |
| Other deductions, net                                                                                                                         | (7,288)             | (5,319)              | (6,125)           | (2,032)           | (1,020)             |
| <b>Basel 3 Advanced approach (fully phased-in) Tier 1 common capital</b>                                                                      | <u>\$ 132,315</u>   | <u>\$ 131,813</u>    | <u>\$ 125,846</u> | <u>\$ 128,810</u> | <u>\$ 128,626</u>   |

## Risk-weighted assets – Basel 1 to Basel 3 (fully phased-in)

|                                                                         |                     |                     |                     |                     |                     |
|-------------------------------------------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Basel 1 risk-weighted assets</b>                                     | \$ 1,297,529        | \$ 1,289,444        | \$ 1,288,159        | \$ 1,298,187        | \$ 1,205,976        |
| Credit and other risk-weighted assets                                   | 31,515              | 37,140              | 22,276              | 55,454              | 103,085             |
| Increase due to Market Risk Final Rule                                  | —                   | —                   | —                   | —                   | 81,811              |
| <b>Basel 3 Advanced approach (fully phased-in) risk-weighted assets</b> | <u>\$ 1,329,044</u> | <u>\$ 1,326,584</u> | <u>\$ 1,310,435</u> | <u>\$ 1,353,641</u> | <u>\$ 1,390,872</u> |

## Tier 1 common capital ratios

|                                             |        |        |        |        |        |
|---------------------------------------------|--------|--------|--------|--------|--------|
| Basel 1                                     | 11.19% | 11.08% | 10.83% | 10.49% | 11.06% |
| Basel 3 Advanced approach (fully phased-in) | 9.96   | 9.94   | 9.60   | 9.52   | 9.25   |

<sup>(1)</sup> Basel 3 (fully phased-in) estimates are based on the Advanced approach under the final Basel rules issued on July 2, 2013, assuming all regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from the Comprehensive Risk Measure after one year.

<sup>(2)</sup> Basel 1 includes the Market Risk Final Rule at December 31, 2013, September 30, 2013, June 30, 2013 and March 31, 2013. Basel 1 did not include the Market Risk Final Rule at December 31, 2012.

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

Bank of America Corporation and Subsidiaries

Net Interest Income Excluding Trading-related Net Interest Income

(Dollars in millions)

(Dollars in millions)

|                                                                                          | Year Ended<br>December 31 |              | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|------------------------------------------------------------------------------------------|---------------------------|--------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                                          | 2013                      | 2012         |                           |                          |                           |                          |                           |
| <b>Net interest income (FTE basis)</b>                                                   |                           |              |                           |                          |                           |                          |                           |
| As reported <sup>(1)</sup>                                                               | \$ 43,124                 | \$ 41,557    | \$ 10,999                 | \$ 10,479                | \$ 10,771                 | \$ 10,875                | \$ 10,555                 |
| Impact of trading-related net interest income                                            | (3,868)                   | (3,308)      | (1,051)                   | (888)                    | (919)                     | (1,010)                  | (1,012)                   |
| Net interest income excluding trading-related net interest income <sup>(2)</sup>         | \$ 39,256                 | \$ 38,249    | \$ 9,948                  | \$ 9,591                 | \$ 9,852                  | \$ 9,865                 | \$ 9,543                  |
| <b>Average earning assets</b>                                                            |                           |              |                           |                          |                           |                          |                           |
| As reported                                                                              | \$ 1,746,974              | \$ 1,769,969 | \$ 1,708,501              | \$ 1,710,685             | \$ 1,769,336              | \$ 1,800,786             | \$ 1,788,936              |
| Impact of trading-related earning assets                                                 | (469,048)                 | (449,660)    | (445,725)                 | (446,212)                | (487,345)                 | (497,730)                | (482,366)                 |
| Average earning assets excluding trading-related earning assets <sup>(2)</sup>           | \$ 1,277,926              | \$ 1,320,309 | \$ 1,262,776              | \$ 1,264,473             | \$ 1,281,991              | \$ 1,303,056             | \$ 1,306,570              |
| <b>Net interest yield contribution (FTE basis) <sup>(3)</sup></b>                        |                           |              |                           |                          |                           |                          |                           |
| As reported <sup>(1)</sup>                                                               | 2.47 %                    | 2.35 %       | 2.56 %                    | 2.44 %                   | 2.44 %                    | 2.43 %                   | 2.35 %                    |
| Impact of trading-related activities                                                     | 0.60                      | 0.55         | 0.57                      | 0.58                     | 0.64                      | 0.62                     | 0.56                      |
| Net interest yield on earning assets excluding trading-related activities <sup>(2)</sup> | 3.07 %                    | 2.90 %       | 3.13 %                    | 3.02 %                   | 3.08 %                    | 3.05 %                   | 2.91 %                    |

<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, deposits, primarily overnight, placed with certain non-U.S. central banks and \$189 million for the years ended December 31, 2013 and 2012; \$59 million, \$50 million, \$40 million and \$33 million for the fourth, third, second and first quarters of 2013, respectively, and \$42 million for the fourth quarter of 2012.

<sup>(2)</sup> Represents a non-GAAP financial measure.

<sup>(3)</sup> Quarterly results are calculated on an annualized basis.

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.

9

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|                                                                                    | Fourth Quarter 2013 |                         |             | Third Quarter 2013  |                         |             | Fourth Quarter 2012 |                         |             |
|------------------------------------------------------------------------------------|---------------------|-------------------------|-------------|---------------------|-------------------------|-------------|---------------------|-------------------------|-------------|
|                                                                                    | Average Balance     | Interest Income/Expense | Yield/Rate  | Average Balance     | Interest Income/Expense | Yield/Rate  | Average Balance     | Interest Income/Expense | Yield/Rate  |
| <b>Earning assets</b>                                                              |                     |                         |             |                     |                         |             |                     |                         |             |
| Time deposits placed and other short-term investments <sup>(1)</sup>               | \$ 15,782           | \$ 48                   | 1.21 %      | \$ 17,256           | \$ 47                   | 1.07 %      | \$ 16,967           | \$ 50                   | 1.14 %      |
| Federal funds sold and securities borrowed or purchased under agreements to resell | 203,415             | 304                     | 0.59        | 223,434             | 291                     | 0.52        | 241,950             | 329                     | 0.54        |
| Trading account assets                                                             | 156,194             | 1,182                   | 3.01        | 144,502             | 1,093                   | 3.01        | 186,252             | 1,362                   | 2.91        |
| Debt securities <sup>(2)</sup>                                                     | 325,119             | 2,455                   | 3.02        | 327,493             | 2,211                   | 2.70        | 360,213             | 2,201                   | 2.44        |
| <b>Loans and leases<sup>(3)</sup>:</b>                                             |                     |                         |             |                     |                         |             |                     |                         |             |
| Residential mortgage                                                               | 253,974             | 2,374                   | 3.74        | 256,297             | 2,359                   | 3.68        | 256,564             | 2,292                   | 3.57        |
| Home equity                                                                        | 95,388              | 953                     | 3.97        | 98,172              | 930                     | 3.77        | 110,270             | 1,068                   | 3.86        |
| U.S. credit card                                                                   | 90,057              | 2,125                   | 9.36        | 90,005              | 2,226                   | 9.81        | 92,849              | 2,336                   | 10.01       |
| Non-U.S. credit card                                                               | 11,171              | 310                     | 11.01       | 10,633              | 317                     | 11.81       | 13,081              | 383                     | 11.66       |
| Direct/Indirect consumer                                                           | 82,990              | 565                     | 2.70        | 83,773              | 587                     | 2.78        | 82,583              | 662                     | 3.19        |
| Other consumer                                                                     | 1,929               | 17                      | 3.73        | 1,867               | 19                      | 3.89        | 1,602               | 19                      | 4.57        |
| Total consumer                                                                     | 535,509             | 6,344                   | 4.72        | 540,747             | 6,438                   | 4.74        | 556,949             | 6,760                   | 4.84        |
| U.S. commercial                                                                    | 225,596             | 1,700                   | 2.99        | 221,542             | 1,704                   | 3.05        | 209,496             | 1,729                   | 3.28        |
| Commercial real estate                                                             | 46,341              | 374                     | 3.20        | 43,164              | 352                     | 3.24        | 38,192              | 341                     | 3.55        |
| Commercial lease financing                                                         | 24,468              | 206                     | 3.37        | 23,869              | 204                     | 3.41        | 22,839              | 184                     | 3.23        |
| Non-U.S. commercial                                                                | 97,863              | 544                     | 2.20        | 94,656              | 528                     | 2.22        | 65,690              | 433                     | 2.62        |
| Total commercial                                                                   | 394,268             | 2,824                   | 2.84        | 383,231             | 2,788                   | 2.89        | 336,217             | 2,687                   | 3.18        |
| Total loans and leases                                                             | 929,777             | 9,168                   | 3.92        | 923,978             | 9,226                   | 3.97        | 893,166             | 9,447                   | 4.21        |
| Other earning assets                                                               | 78,214              | 709                     | 3.61        | 74,022              | 677                     | 3.62        | 90,388              | 771                     | 3.40        |
| <b>Total earning assets<sup>(4)</sup></b>                                          | <b>1,708,501</b>    | <b>13,866</b>           | <b>3.23</b> | <b>1,710,685</b>    | <b>13,545</b>           | <b>3.15</b> | <b>1,788,936</b>    | <b>14,160</b>           | <b>3.16</b> |
| Cash and cash equivalents <sup>(1)</sup>                                           | 125,259             | 59                      |             | 113,064             | 50                      |             | 111,671             | 42                      |             |
| Other assets, less allowance for loan and lease losses                             | 301,115             |                         |             | 299,681             |                         |             | 309,758             |                         |             |
| <b>Total assets</b>                                                                | <b>\$ 2,134,875</b> |                         |             | <b>\$ 2,123,430</b> |                         |             | <b>\$ 2,210,365</b> |                         |             |

<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.

<sup>(2)</sup> 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.

<sup>(3)</sup> Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

<sup>(4)</sup> 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:

|                                                                                    | Fourth Quarter 2013 | Third Quarter 2013 | Fourth Quarter 2012 |
|------------------------------------------------------------------------------------|---------------------|--------------------|---------------------|
| Time deposits placed and other short-term investments                              | \$ —                | \$ —               | \$ (1)              |
| Federal funds sold and securities borrowed or purchased under agreements to resell | 15                  | 15                 | 11                  |
| Debt securities                                                                    | (1)                 | (2)                | (134)               |
| U.S. commercial                                                                    | (14)                | (14)               | (21)                |
| Non-U.S. commercial                                                                | —                   | —                  | (1)                 |
| <b>Net hedge expenses on assets</b>                                                | <b>\$ —</b>         | <b>\$ (1)</b>      | <b>\$ (146)</b>     |

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

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

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|                                                                                                             | Fourth Quarter 2013 |                                |                | Third Quarter 2013  |                                |                | Fourth Quarter 2012 |                                |                |
|-------------------------------------------------------------------------------------------------------------|---------------------|--------------------------------|----------------|---------------------|--------------------------------|----------------|---------------------|--------------------------------|----------------|
|                                                                                                             | Average<br>Balance  | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance  | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance  | Interest<br>Income/<br>Expense | Yield/<br>Rate |
| <b>Interest-bearing liabilities</b>                                                                         |                     |                                |                |                     |                                |                |                     |                                |                |
| U.S. interest-bearing deposits:                                                                             |                     |                                |                |                     |                                |                |                     |                                |                |
| Savings                                                                                                     | \$ 43,665           | \$ 5                           | 0.05 %         | \$ 43,968           | \$ 5                           | 0.05 %         | \$ 41,294           | \$ 6                           | 0.06 %         |
| NOW and money market deposit accounts                                                                       | 514,220             | 89                             | 0.07           | 508,136             | 100                            | 0.08           | 479,130             | 146                            | 0.12           |
| Consumer CDs and IRAs                                                                                       | 77,424              | 97                             | 0.50           | 81,190              | 116                            | 0.56           | 91,256              | 156                            | 0.68           |
| Negotiable CDs, public funds and other deposits                                                             | 26,271              | 28                             | 0.40           | 24,079              | 25                             | 0.42           | 19,904              | 27                             | 0.54           |
| Total U.S. interest-bearing deposits                                                                        | 661,580             | 219                            | 0.13           | 657,373             | 246                            | 0.15           | 631,584             | 335                            | 0.21           |
| Non-U.S. interest-bearing deposits:                                                                         |                     |                                |                |                     |                                |                |                     |                                |                |
| Banks located in non-U.S. countries                                                                         | 13,878              | 18                             | 0.52           | 12,789              | 16                             | 0.47           | 11,970              | 22                             | 0.71           |
| Governments and official institutions                                                                       | 1,258               | —                              | 0.22           | 1,041               | 1                              | 0.25           | 876                 | 1                              | 0.29           |
| Time, savings and other                                                                                     | 59,029              | 77                             | 0.51           | 55,446              | 71                             | 0.52           | 53,649              | 80                             | 0.60           |
| Total non-U.S. interest-bearing deposits                                                                    | 74,165              | 95                             | 0.51           | 69,276              | 88                             | 0.50           | 66,495              | 103                            | 0.62           |
| Total interest-bearing deposits                                                                             | 735,745             | 314                            | 0.17           | 726,649             | 334                            | 0.18           | 698,079             | 438                            | 0.25           |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 271,538             | 682                            | 1.00           | 279,425             | 683                            | 0.97           | 336,341             | 855                            | 1.01           |
| Trading account liabilities                                                                                 | 82,393              | 364                            | 1.75           | 84,648              | 375                            | 1.76           | 80,084              | 420                            | 2.09           |
| Long-term debt                                                                                              | 251,055             | 1,566                          | 2.48           | 258,717             | 1,724                          | 2.65           | 277,894             | 1,934                          | 2.77           |
| <b>Total interest-bearing liabilities<sup>(1)</sup></b>                                                     | <b>1,340,731</b>    | <b>2,926</b>                   | <b>0.87</b>    | <b>1,349,439</b>    | <b>3,116</b>                   | <b>0.92</b>    | <b>1,392,398</b>    | <b>3,647</b>                   | <b>1.04</b>    |
| Noninterest-bearing sources:                                                                                |                     |                                |                |                     |                                |                |                     |                                |                |
| Noninterest-bearing deposits                                                                                | 376,929             |                                |                | 363,962             |                                |                | 379,997             |                                |                |
| Other liabilities                                                                                           | 183,800             |                                |                | 179,637             |                                |                | 199,458             |                                |                |
| Shareholders' equity                                                                                        | 233,415             |                                |                | 230,392             |                                |                | 238,512             |                                |                |
| <b>Total liabilities and shareholders' equity</b>                                                           | <b>\$ 2,134,875</b> |                                |                | <b>\$ 2,123,430</b> |                                |                | <b>\$ 2,210,365</b> |                                |                |
| Net interest spread                                                                                         |                     | 2.36 %                         |                |                     | 2.23 %                         |                |                     | 2.12 %                         |                |
| Impact of noninterest-bearing sources                                                                       |                     | 0.19                           |                |                     | 0.20                           |                |                     | 0.22                           |                |
| <b>Net interest income/yield on earning assets<sup>(2)</sup></b>                                            | <b>\$ 10,940</b>    | <b>2.55 %</b>                  |                | <b>\$ 10,429</b>    | <b>2.43 %</b>                  |                | <b>\$ 10,513</b>    | <b>2.34 %</b>                  |                |

<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:

|                                                                                                             | Fourth Quarter 2013 |              | Third Quarter 2013 |              | Fourth Quarter 2012 |              |
|-------------------------------------------------------------------------------------------------------------|---------------------|--------------|--------------------|--------------|---------------------|--------------|
| NOW and money market deposit accounts                                                                       | \$                  | —            | \$                 | —            | \$                  | —            |
| Consumer CDs and IRAs                                                                                       |                     | 20           |                    | 23           |                     | 15           |
| Negotiable CDs, public funds and other deposits                                                             |                     | 3            |                    | 3            |                     | 3            |
| Banks located in non-U.S. countries                                                                         |                     | 4            |                    | 2            |                     | 3            |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |                     | 260          |                    | 260          |                     | 311          |
| Long-term debt                                                                                              |                     | (875)        |                    | (844)        |                     | (930)        |
| <b>Net hedge income on liabilities</b>                                                                      | <b>\$</b>           | <b>(588)</b> | <b>\$</b>          | <b>(556)</b> | <b>\$</b>           | <b>(598)</b> |

<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.

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

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

Bank of America Corporation and Subsidiaries

Annual Average Balances and Interest Rates – Fully Taxable-equivalent Basis

(Dollars in millions)

|                                                                                    | 2013                |                         |             | 2012                |                         |             |
|------------------------------------------------------------------------------------|---------------------|-------------------------|-------------|---------------------|-------------------------|-------------|
|                                                                                    | Average Balance     | Interest Income/Expense | Yield/Rate  | Average Balance     | Interest Income/Expense | Yield/Rate  |
| <b>Earning assets</b>                                                              |                     |                         |             |                     |                         |             |
| Time deposits placed and other short-term investments <sup>(1)</sup>               | \$ 16,066           | \$ 187                  | 1.16 %      | \$ 22,888           | \$ 237                  | 1.03 %      |
| Federal funds sold and securities borrowed or purchased under agreements to resell | 224,331             | 1,229                   | 0.55        | 236,042             | 1,502                   | 0.64        |
| Trading account assets                                                             | 168,998             | 4,879                   | 2.89        | 170,647             | 5,306                   | 3.11        |
| Debt securities <sup>(2)</sup>                                                     | 337,953             | 9,779                   | 2.89        | 353,577             | 8,931                   | 2.53        |
| Loans and leases <sup>(3)</sup> :                                                  |                     |                         |             |                     |                         |             |
| Residential mortgage                                                               | 256,531             | 9,319                   | 3.63        | 264,164             | 9,845                   | 3.73        |
| Home equity                                                                        | 100,267             | 3,831                   | 3.82        | 117,339             | 4,426                   | 3.77        |
| U.S. credit card                                                                   | 90,369              | 8,792                   | 9.73        | 94,863              | 9,504                   | 10.02       |
| Non-U.S. credit card                                                               | 10,861              | 1,271                   | 11.70       | 13,549              | 1,572                   | 11.60       |
| Direct/Indirect consumer                                                           | 82,907              | 2,370                   | 2.86        | 84,424              | 2,900                   | 3.44        |
| Other consumer                                                                     | 1,805               | 72                      | 4.02        | 2,359               | 140                     | 5.95        |
| Total consumer                                                                     | 542,740             | 25,655                  | 4.73        | 576,698             | 28,387                  | 4.92        |
| U.S. commercial                                                                    | 218,875             | 6,811                   | 3.11        | 201,352             | 6,979                   | 3.47        |
| Commercial real estate                                                             | 42,346              | 1,392                   | 3.29        | 37,982              | 1,332                   | 3.51        |
| Commercial lease financing                                                         | 23,865              | 851                     | 3.56        | 21,879              | 874                     | 4.00        |
| Non-U.S. commercial                                                                | 90,815              | 2,082                   | 2.29        | 60,857              | 1,594                   | 2.62        |
| Total commercial                                                                   | 375,901             | 11,136                  | 2.96        | 322,070             | 10,779                  | 3.35        |
| Total loans and leases                                                             | 918,641             | 36,791                  | 4.00        | 898,768             | 39,166                  | 4.36        |
| Other earning assets                                                               | 80,985              | 2,832                   | 3.50        | 88,047              | 2,970                   | 3.36        |
| <b>Total earning assets<sup>(4)</sup></b>                                          | <b>1,746,974</b>    | <b>55,697</b>           | <b>3.19</b> | <b>1,769,969</b>    | <b>58,112</b>           | <b>3.28</b> |
| Cash and cash equivalents <sup>(1)</sup>                                           | 109,014             | 182                     |             | 115,739             | 189                     |             |
| Other assets, less allowance for loan and lease losses                             | 307,525             |                         |             | 305,648             |                         |             |
| <b>Total assets</b>                                                                | <b>\$ 2,163,513</b> |                         |             | <b>\$ 2,191,356</b> |                         |             |

(1) 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 generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest 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            |
|------------------------------------------------------------------------------------|-----------------|-----------------|
| Time deposits placed and other short-term investments                              | \$ —            | \$ (1)          |
| Federal funds sold and securities borrowed or purchased under agreements to resell | 54              | 121             |
| Debt securities                                                                    | (173)           | (799)           |
| U.S. commercial                                                                    | (84)            | (72)            |
| Non-U.S. commercial                                                                | (2)             | (3)             |
| <b>Net hedge expenses on assets</b>                                                | <b>\$ (205)</b> | <b>\$ (754)</b> |

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

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

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|                                                                                                             | 2013                |                         |             | 2012                |                         |             |
|-------------------------------------------------------------------------------------------------------------|---------------------|-------------------------|-------------|---------------------|-------------------------|-------------|
|                                                                                                             | Average Balance     | Interest Income/Expense | Yield/Rate  | Average Balance     | Interest Income/Expense | Yield/Rate  |
| <b>Interest-bearing liabilities</b>                                                                         |                     |                         |             |                     |                         |             |
| U.S. interest-bearing deposits:                                                                             |                     |                         |             |                     |                         |             |
| Savings                                                                                                     | \$ 43,868           | \$ 22                   | 0.05 %      | \$ 41,453           | \$ 45                   | 0.11 %      |
| NOW and money market deposit accounts                                                                       | 506,082             | 413                     | 0.08        | 466,096             | 693                     | 0.15        |
| Consumer CDs and IRAs                                                                                       | 82,963              | 481                     | 0.58        | 95,559              | 693                     | 0.73        |
| Negotiable CDs, public funds and other deposits                                                             | 23,504              | 106                     | 0.45        | 20,928              | 128                     | 0.61        |
| Total U.S. interest-bearing deposits                                                                        | 656,417             | 1,022                   | 0.16        | 624,036             | 1,559                   | 0.25        |
| Non-U.S. interest-bearing deposits:                                                                         |                     |                         |             |                     |                         |             |
| Banks located in non-U.S. countries                                                                         | 12,419              | 70                      | 0.56        | 14,737              | 94                      | 0.64        |
| Governments and official institutions                                                                       | 1,032               | 2                       | 0.24        | 1,019               | 4                       | 0.35        |
| Time, savings and other                                                                                     | 56,193              | 302                     | 0.54        | 53,318              | 333                     | 0.63        |
| Total non-U.S. interest-bearing deposits                                                                    | 69,644              | 374                     | 0.54        | 69,074              | 431                     | 0.62        |
| Total interest-bearing deposits                                                                             | 726,061             | 1,396                   | 0.19        | 693,110             | 1,990                   | 0.29        |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 301,417             | 2,923                   | 0.97        | 318,400             | 3,572                   | 1.12        |
| Trading account liabilities                                                                                 | 88,323              | 1,638                   | 1.85        | 78,554              | 1,763                   | 2.24        |
| Long-term debt                                                                                              | 263,416             | 6,798                   | 2.58        | 316,393             | 9,419                   | 2.98        |
| <b>Total interest-bearing liabilities<sup>(1)</sup></b>                                                     | <b>1,379,217</b>    | <b>12,755</b>           | <b>0.92</b> | <b>1,406,457</b>    | <b>16,744</b>           | <b>1.19</b> |
| Noninterest-bearing sources:                                                                                |                     |                         |             |                     |                         |             |
| Noninterest-bearing deposits                                                                                | 363,674             |                         |             | 354,672             |                         |             |
| Other liabilities                                                                                           | 186,675             |                         |             | 194,550             |                         |             |
| Shareholders' equity                                                                                        | 233,947             |                         |             | 235,677             |                         |             |
| <b>Total liabilities and shareholders' equity</b>                                                           | <b>\$ 2,163,513</b> |                         |             | <b>\$ 2,191,356</b> |                         |             |
| Net interest spread                                                                                         |                     |                         | 2.27 %      |                     |                         | 2.09 %      |
| Impact of noninterest-bearing sources                                                                       |                     |                         | 0.19        |                     |                         | 0.25        |
| <b>Net interest income/yield on earning assets<sup>(2)</sup></b>                                            | <b>\$ 42,942</b>    | <b>2.46 %</b>           |             | <b>\$ 41,368</b>    | <b>2.34 %</b>           |             |

<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:

|                                                                                                             | 2013              | 2012              |
|-------------------------------------------------------------------------------------------------------------|-------------------|-------------------|
| NOW and money market deposit accounts                                                                       | \$ (1)            | \$ (1)            |
| Consumer CDs and IRAs                                                                                       | 77                | 87                |
| Negotiable CDs, public funds and other deposits                                                             | 13                | 13                |
| Banks located in non-U.S. countries                                                                         | 12                | 13                |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 1,039             | 1,266             |
| Long-term debt                                                                                              | (3,562)           | (3,679)           |
| <b>Net hedge income on liabilities</b>                                                                      | <b>\$ (2,422)</b> | <b>\$ (2,301)</b> |

<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.

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.

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Bank of America Corporation and Subsidiaries

Debt Securities and Available-for-Sale Marketable Equity Securities

(Dollars in millions)

|                                                                                                   | December 31, 2013 |                        |                         |                   |
|---------------------------------------------------------------------------------------------------|-------------------|------------------------|-------------------------|-------------------|
|                                                                                                   | Amortized Cost    | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value        |
| <b>Available-for-sale debt securities</b>                                                         |                   |                        |                         |                   |
| U.S. Treasury and agency securities                                                               | \$ 8,910          | \$ 106                 | \$ (62)                 | \$ 8,954          |
| Mortgage-backed securities:                                                                       |                   |                        |                         |                   |
| Agency                                                                                            | 170,112           | 777                    | (5,954)                 | 164,935           |
| Agency-collateralized mortgage obligations                                                        | 22,731            | 76                     | (315)                   | 22,492            |
| Non-agency residential                                                                            | 6,124             | 238                    | (123)                   | 6,239             |
| Commercial                                                                                        | 2,429             | 63                     | (12)                    | 2,480             |
| Non-U.S. securities                                                                               | 7,207             | 37                     | (24)                    | 7,220             |
| Corporate/Agency bonds                                                                            | 860               | 20                     | (7)                     | 873               |
| Other taxable securities, substantially all asset-backed securities                               | 16,805            | 30                     | (5)                     | 16,830            |
| Total taxable securities                                                                          | 235,178           | 1,347                  | (6,502)                 | 230,023           |
| Tax-exempt securities                                                                             | 5,967             | 10                     | (49)                    | 5,928             |
| <b>Total available-for-sale debt securities</b>                                                   | <b>241,145</b>    | <b>1,357</b>           | <b>(6,551)</b>          | <b>235,951</b>    |
| <b>Other debt securities carried at fair value</b>                                                | <b>34,145</b>     | <b>34</b>              | <b>(1,335)</b>          | <b>32,844</b>     |
| <b>Total debt securities carried at fair value</b>                                                | <b>275,290</b>    | <b>1,391</b>           | <b>(7,886)</b>          | <b>268,795</b>    |
| <b>Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities</b> | <b>55,150</b>     | <b>20</b>              | <b>(2,740)</b>          | <b>52,430</b>     |
| <b>Total debt securities</b>                                                                      | <b>\$ 330,440</b> | <b>\$ 1,411</b>        | <b>\$ (10,626)</b>      | <b>\$ 321,225</b> |
| <b>Available-for-sale marketable equity securities<sup>(1)</sup></b>                              | <b>\$ 230</b>     | <b>\$ —</b>            | <b>\$ (7)</b>           | <b>\$ 223</b>     |

|                                                                                                   | September 30, 2013 |                        |                         |                   |
|---------------------------------------------------------------------------------------------------|--------------------|------------------------|-------------------------|-------------------|
|                                                                                                   | Amortized Cost     | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value        |
| <b>Available-for-sale debt securities</b>                                                         |                    |                        |                         |                   |
| U.S. Treasury and agency securities                                                               | \$ 2,872           | \$ 127                 | \$ (28)                 | \$ 2,971          |
| Mortgage-backed securities:                                                                       |                    |                        |                         |                   |
| Agency                                                                                            | 170,911            | 1,311                  | (3,197)                 | 169,025           |
| Agency-collateralized mortgage obligations                                                        | 27,187             | 340                    | (192)                   | 27,335            |
| Non-agency residential                                                                            | 6,788              | 239                    | (98)                    | 6,929             |
| Commercial                                                                                        | 2,751              | 84                     | (8)                     | 2,827             |
| Non-U.S. securities                                                                               | 6,217              | 35                     | (12)                    | 6,240             |
| Corporate/Agency bonds                                                                            | 1,152              | 28                     | (10)                    | 1,170             |
| Other taxable securities, substantially all asset-backed securities                               | 13,142             | 29                     | (6)                     | 13,165            |
| Total taxable securities                                                                          | 231,020            | 2,193                  | (3,551)                 | 229,662           |
| Tax-exempt securities                                                                             | 5,264              | 6                      | (36)                    | 5,234             |
| <b>Total available-for-sale debt securities</b>                                                   | <b>236,284</b>     | <b>2,199</b>           | <b>(3,587)</b>          | <b>234,896</b>    |
| <b>Other debt securities carried at fair value</b>                                                | <b>32,365</b>      | <b>98</b>              | <b>(1,010)</b>          | <b>31,453</b>     |
| <b>Total debt securities carried at fair value</b>                                                | <b>268,649</b>     | <b>2,297</b>           | <b>(4,597)</b>          | <b>266,349</b>    |
| <b>Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities</b> | <b>54,649</b>      | <b>67</b>              | <b>(1,865)</b>          | <b>52,851</b>     |
| <b>Total debt securities</b>                                                                      | <b>\$ 323,298</b>  | <b>\$ 2,364</b>        | <b>\$ (6,462)</b>       | <b>\$ 319,200</b> |
| <b>Available-for-sale marketable equity securities<sup>(1)</sup></b>                              | <b>\$ 119</b>      | <b>\$ —</b>            | <b>\$ (5)</b>           | <b>\$ 114</b>     |

<sup>(1)</sup> Classified in other assets on the Consolidated Balance Sheet.

Other Debt Securities Carried at Fair Value

|                                            | December 31 2013 | September 30 2013 |
|--------------------------------------------|------------------|-------------------|
| (Dollars in millions)                      |                  |                   |
| U.S. Treasury and agency securities        | \$ 4,062         | \$ —              |
| Mortgage-backed securities:                |                  |                   |
| Agency                                     | 16,500           | 18,626            |
| Agency-collateralized mortgage obligations | 218              | 563               |
| Commercial                                 | 749              | 758               |
| Non-U.S. securities <sup>(1)</sup>         | 11,315           | 11,506            |
| <b>Total</b>                               | <b>\$ 32,844</b> | <b>\$ 31,453</b>  |

<sup>(1)</sup> These securities are used to satisfy certain international regulatory liquidity requirements.

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

# Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment

(Dollars in millions)

| Fourth Quarter 2013                                |                   |                             |                               |                |                |          |           |
|----------------------------------------------------|-------------------|-----------------------------|-------------------------------|----------------|----------------|----------|-----------|
|                                                    | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking | Global Markets | GWIM     | All Other |
| Net interest income (FTE basis)                    | \$ 10,999         | \$ 4,948                    | \$ 715                        | \$ 2,301       | \$ 1,142       | \$ 1,485 | \$ 408    |
| Noninterest income (loss)                          | 10,702            | 2,549                       | 997                           | 2,004          | 2,482          | 2,995    | (325)     |
| Total revenue, net of interest expense (FTE basis) | 21,701            | 7,497                       | 1,712                         | 4,305          | 3,624          | 4,480    | 83        |
| Provision for credit losses                        | 336               | 427                         | (474)                         | 441            | 104            | 26       | (188)     |
| Noninterest expense                                | 17,307            | 4,042                       | 3,794                         | 1,927          | 3,284          | 3,264    | 996       |
| Income (loss) before income taxes                  | 4,058             | 3,028                       | (1,608)                       | 1,937          | 236            | 1,190    | (725)     |
| Income tax expense (benefit) (FTE basis)           | 619               | 1,061                       | (547)                         | 670            | 21             | 413      | (999)     |
| Net income (loss)                                  | \$ 3,439          | \$ 1,967                    | \$ (1,061)                    | \$ 1,267       | \$ 215         | \$ 777   | \$ 274    |

### Average

|                             |            |            |           |            |            |            |            |
|-----------------------------|------------|------------|-----------|------------|------------|------------|------------|
| Total loans and leases      | \$ 929,777 | \$ 163,152 | \$ 89,687 | \$ 268,849 | n/m        | \$ 115,546 | \$ 226,049 |
| Total assets <sup>(1)</sup> | 2,134,875  | 590,073    | 113,584   | 380,496    | \$ 603,110 | 268,683    | 178,929    |
| Total deposits              | 1,112,674  | 528,808    | n/m       | 259,762    | n/m        | 240,395    | 34,030     |

### Period end

|                             |            |            |           |            |            |            |            |
|-----------------------------|------------|------------|-----------|------------|------------|------------|------------|
| Total loans and leases      | \$ 928,233 | \$ 165,090 | \$ 89,753 | \$ 269,469 | n/m        | \$ 115,846 | \$ 220,694 |
| Total assets <sup>(1)</sup> | 2,102,273  | 592,978    | 113,386   | 379,207    | \$ 575,709 | 274,112    | 166,881    |
| Total deposits              | 1,119,271  | 531,707    | n/m       | 265,718    | n/m        | 244,901    | 27,702     |

### 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                        | \$ 2,201       | \$ 975         | \$ 1,478 | \$ 36     |
| Noninterest income                                 | 11,264            | 2,468                       | 844                           | 1,807          | 2,401          | 2,912    | 832       |
| Total revenue, net of interest expense (FTE basis) | 21,743            | 7,524                       | 1,577                         | 4,008          | 3,376          | 4,390    | 868       |
| Provision for credit losses                        | 296               | 761                         | (308)                         | 322            | 47             | 23       | (549)     |
| Noninterest expense                                | 16,389            | 3,980                       | 3,419                         | 1,927          | 2,884          | 3,249    | 930       |
| Income (loss) before income taxes                  | 5,058             | 2,783                       | (1,534)                       | 1,759          | 445            | 1,118    | 487       |
| Income tax expense (benefit) (FTE basis)           | 2,561             | 1,004                       | (534)                         | 625            | 1,223          | 399      | (156)     |
| Net income (loss)                                  | \$ 2,497          | \$ 1,779                    | \$ (1,000)                    | \$ 1,134       | \$ (778)       | \$ 719   | \$ 643    |

### Average

|                             |            |            |           |            |            |            |            |
|-----------------------------|------------|------------|-----------|------------|------------|------------|------------|
| Total loans and leases      | \$ 923,978 | \$ 165,707 | \$ 88,406 | \$ 260,085 | n/m        | \$ 112,752 | \$ 232,538 |
| Total assets <sup>(1)</sup> | 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 | \$ 267,165 | n/m        | \$ 114,175 | \$ 229,550 |
| Total assets <sup>(1)</sup> | 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     |

### Fourth Quarter 2012

|                                                    | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking | Global Markets | GWIM     | All Other |
|----------------------------------------------------|-------------------|-----------------------------|-------------------------------|----------------|----------------|----------|-----------|
| Net interest income (FTE basis)                    | \$ 10,555         | \$ 4,869                    | \$ 729                        | \$ 2,099       | \$ 1,114       | \$ 1,489 | \$ 255    |
| Noninterest income (loss)                          | 8,336             | 2,532                       | (254)                         | 1,852          | 1,906          | 2,704    | (404)     |
| Total revenue, net of interest expense (FTE basis) | 18,891            | 7,401                       | 475                           | 3,951          | 3,020          | 4,193    | (149)     |
| Provision for credit losses                        | 2,204             | 1,078                       | 485                           | 62             | 17             | 112      | 450       |
| Noninterest expense                                | 18,360            | 4,174                       | 5,607                         | 1,753          | 2,627          | 3,196    | 1,003     |
| Income (loss) before income taxes                  | (1,673)           | 2,149                       | (5,617)                       | 2,136          | 376            | 885      | (1,602)   |
| Income tax expense (benefit) (FTE basis)           | (2,405)           | 703                         | (1,913)                       | 744            | 195            | 309      | (2,443)   |
| Net income (loss)                                  | \$ 732            | \$ 1,446                    | \$ (3,704)                    | \$ 1,392       | \$ 181         | \$ 576   | \$ 841    |

### Average

|                             |            |            |           |            |            |            |            |
|-----------------------------|------------|------------|-----------|------------|------------|------------|------------|
| Total loans and leases      | \$ 893,166 | \$ 167,219 | \$ 96,605 | \$ 232,396 | n/m        | \$ 103,785 | \$ 247,128 |
| Total assets <sup>(1)</sup> | 2,210,365  | 540,787    | 131,663   | 336,332    | \$ 645,808 | 276,408    | 279,367    |
| Total deposits              | 1,078,076  | 484,086    | n/m       | 242,817    | n/m        | 249,658    | 36,939     |

### Period end

|                             |            |            |           |            |            |            |            |
|-----------------------------|------------|------------|-----------|------------|------------|------------|------------|
| Total loans and leases      | \$ 907,819 | \$ 169,266 | \$ 94,660 | \$ 242,340 | n/m        | \$ 105,928 | \$ 241,981 |
| Total assets <sup>(1)</sup> | 2,209,974  | 554,915    | 131,059   | 331,611    | \$ 632,263 | 297,326    | 262,800    |

|                |           |         |     |         |     |         |        |
|----------------|-----------|---------|-----|---------|-----|---------|--------|
| Total deposits | 1,105,261 | 496,159 | n/m | 243,306 | n/m | 266,188 | 36,061 |
|----------------|-----------|---------|-----|---------|-----|---------|--------|

(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.

**Bank of America Corporation and Subsidiaries**  
**Annual Results by Business Segment**

(Dollars in millions)

| Year Ended December 31, 2013                       |                   |                             |                               |                 |                 |                 |               |
|----------------------------------------------------|-------------------|-----------------------------|-------------------------------|-----------------|-----------------|-----------------|---------------|
|                                                    | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking  | Global Markets  | GWIM            | All Other     |
| Net interest income (FTE basis)                    | \$ 43,124         | \$ 20,051                   | \$ 2,890                      | \$ 8,914        | \$ 4,239        | \$ 6,064        | \$ 966        |
| Noninterest income                                 | 46,677            | 9,816                       | 4,826                         | 7,567           | 11,819          | 11,726          | 923           |
| Total revenue, net of interest expense (FTE basis) | 89,801            | 29,867                      | 7,716                         | 16,481          | 16,058          | 17,790          | 1,889         |
| Provision for credit losses                        | 3,556             | 3,107                       | (156)                         | 1,075           | 140             | 56              | (666)         |
| Noninterest expense                                | 69,214            | 16,357                      | 16,013                        | 7,552           | 12,013          | 13,038          | 4,241         |
| Income (loss) before income taxes                  | 17,031            | 10,403                      | (8,141)                       | 7,854           | 3,905           | 4,696           | (1,686)       |
| Income tax expense (benefit) (FTE basis)           | 5,600             | 3,815                       | (2,986)                       | 2,880           | 2,342           | 1,722           | (2,173)       |
| <b>Net income (loss)</b>                           | <b>\$ 11,431</b>  | <b>\$ 6,588</b>             | <b>\$ (5,155)</b>             | <b>\$ 4,974</b> | <b>\$ 1,563</b> | <b>\$ 2,974</b> | <b>\$ 487</b> |
| <b>Average</b>                                     |                   |                             |                               |                 |                 |                 |               |
| Total loans and leases                             | \$ 918,641        | \$ 164,570                  | \$ 90,278                     | \$ 257,245      | n/m             | \$ 111,023      | \$ 235,454    |
| Total assets <sup>(1)</sup>                        | 2,163,513         | 580,714                     | 120,560                       | 343,464         | \$ 632,804      | 270,788         | 215,183       |
| Total deposits                                     | 1,089,735         | 518,980                     | n/m                           | 237,457         | n/m             | 242,161         | 34,617        |
| <b>Period end</b>                                  |                   |                             |                               |                 |                 |                 |               |
| Total loans and leases                             | \$ 928,233        | \$ 165,090                  | \$ 89,753                     | \$ 269,469      | n/m             | \$ 115,846      | \$ 220,694    |
| Total assets <sup>(1)</sup>                        | 2,102,273         | 592,978                     | 113,386                       | 379,207         | \$ 575,709      | 274,112         | 166,881       |
| Total deposits                                     | 1,119,271         | 531,707                     | n/m                           | 265,718         | n/m             | 244,901         | 27,702        |

| Year Ended December 31, 2012                       |                   |                             |                               |                 |                 |                 |                   |
|----------------------------------------------------|-------------------|-----------------------------|-------------------------------|-----------------|-----------------|-----------------|-------------------|
|                                                    | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking  | Global Markets  | GWIM            | All Other         |
| Net interest income (FTE basis)                    | \$ 41,557         | \$ 19,853                   | \$ 2,930                      | \$ 8,135        | \$ 3,672        | \$ 5,827        | \$ 1,140          |
| Noninterest income (loss)                          | 42,678            | 9,937                       | 5,821                         | 7,539           | 10,612          | 10,691          | (1,922)           |
| Total revenue, net of interest expense (FTE basis) | 84,235            | 29,790                      | 8,751                         | 15,674          | 14,284          | 16,518          | (782)             |
| Provision for credit losses                        | 8,169             | 4,148                       | 1,442                         | (342)           | 34              | 266             | 2,621             |
| Noninterest expense                                | 72,093            | 16,995                      | 17,190                        | 7,619           | 11,295          | 12,721          | 6,273             |
| Income (loss) before income taxes                  | 3,973             | 8,647                       | (9,881)                       | 8,397           | 2,955           | 3,531           | (9,676)           |
| Income tax expense (benefit) (FTE basis)           | (215)             | 3,101                       | (3,442)                       | 3,053           | 1,726           | 1,286           | (5,939)           |
| <b>Net income (loss)</b>                           | <b>\$ 4,188</b>   | <b>\$ 5,546</b>             | <b>\$ (6,439)</b>             | <b>\$ 5,344</b> | <b>\$ 1,229</b> | <b>\$ 2,245</b> | <b>\$ (3,737)</b> |
| <b>Average</b>                                     |                   |                             |                               |                 |                 |                 |                   |
| Total loans and leases                             | \$ 898,768        | \$ 173,036                  | \$ 103,524                    | \$ 224,336      | n/m             | \$ 100,456      | \$ 259,241        |
| Total assets <sup>(1)</sup>                        | 2,191,356         | 532,827                     | 145,369                       | 322,701         | \$ 606,249      | 268,475         | 315,735           |
| Total deposits                                     | 1,047,782         | 475,180                     | n/m                           | 223,940         | n/m             | 242,384         | 43,087            |
| <b>Period end</b>                                  |                   |                             |                               |                 |                 |                 |                   |
| Total loans and leases                             | \$ 907,819        | \$ 169,266                  | \$ 94,660                     | \$ 242,340      | n/m             | \$ 105,928      | \$ 241,981        |
| Total assets <sup>(1)</sup>                        | 2,209,974         | 554,915                     | 131,059                       | 331,611         | \$ 632,263      | 297,326         | 262,800           |
| Total deposits                                     | 1,105,261         | 496,159                     | n/m                           | 243,306         | n/m             | 266,188         | 36,061            |

<sup>(1)</sup> 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.

**Bank of America Corporation and Subsidiaries**  
**Consumer & Business Banking Segment Results**

(Dollars in millions)

|                                                       | Year Ended<br>December 31 |            | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|-------------------------------------------------------|---------------------------|------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                       | 2013                      | 2012       |                           |                          |                           |                          |                           |
| Net interest income (FTE basis)                       | \$ 20,051                 | \$ 19,853  | \$ 4,948                  | \$ 5,056                 | \$ 5,034                  | \$ 5,013                 | \$ 4,869                  |
| Noninterest income:                                   |                           |            |                           |                          |                           |                          |                           |
| Card income                                           | 4,804                     | 5,315      | 1,236                     | 1,175                    | 1,186                     | 1,207                    | 1,342                     |
| Service charges                                       | 4,208                     | 4,277      | 1,097                     | 1,063                    | 1,035                     | 1,013                    | 1,034                     |
| All other income                                      | 804                       | 345        | 216                       | 230                      | 179                       | 179                      | 156                       |
| Total noninterest income                              | 9,816                     | 9,937      | 2,549                     | 2,468                    | 2,400                     | 2,399                    | 2,532                     |
| Total revenue, net of interest expense (FTE basis)    | 29,867                    | 29,790     | 7,497                     | 7,524                    | 7,434                     | 7,412                    | 7,401                     |
| Provision for credit losses                           | 3,107                     | 4,148      | 427                       | 761                      | 967                       | 952                      | 1,078                     |
| Noninterest expense                                   | 16,357                    | 16,995     | 4,042                     | 3,980                    | 4,178                     | 4,157                    | 4,174                     |
| Income before income taxes                            | 10,403                    | 8,647      | 3,028                     | 2,783                    | 2,289                     | 2,303                    | 2,149                     |
| Income tax expense (FTE basis)                        | 3,815                     | 3,101      | 1,061                     | 1,004                    | 894                       | 856                      | 703                       |
| Net income                                            | \$ 6,588                  | \$ 5,546   | \$ 1,967                  | \$ 1,779                 | \$ 1,395                  | \$ 1,447                 | \$ 1,446                  |
| Net interest yield (FTE basis)                        | 3.72 %                    | 4.04 %     | 3.58 %                    | 3.70 %                   | 3.72 %                    | 3.89 %                   | 3.88 %                    |
| Return on average allocated capital <sup>(1, 2)</sup> | 21.98                     | —          | 26.03                     | 23.55                    | 18.68                     | 19.59                    | —                         |
| Return on average economic capital <sup>(1, 2)</sup>  | —                         | 23.12      | —                         | —                        | —                         | —                        | 23.46                     |
| Efficiency ratio (FTE basis)                          | 54.76                     | 57.05      | 53.92                     | 52.90                    | 56.19                     | 56.09                    | 56.39                     |
| <b>Balance Sheet</b>                                  |                           |            |                           |                          |                           |                          |                           |
| <b>Average</b>                                        |                           |            |                           |                          |                           |                          |                           |
| Total loans and leases                                | \$ 164,570                | \$ 173,036 | \$ 163,152                | \$ 165,707               | \$ 163,593                | \$ 165,845               | \$ 167,219                |
| Total earning assets <sup>(3)</sup>                   | 539,213                   | 491,767    | 548,174                   | 542,545                  | 542,697                   | 523,125                  | 499,241                   |
| Total assets <sup>(3)</sup>                           | 580,714                   | 532,827    | 590,073                   | 583,855                  | 584,143                   | 564,469                  | 540,787                   |
| Total deposits                                        | 518,980                   | 475,180    | 528,808                   | 522,023                  | 522,259                   | 502,508                  | 484,086                   |
| Allocated capital <sup>(1, 2)</sup>                   | 30,000                    | —          | 30,000                    | 30,000                   | 30,000                    | 30,000                   | —                         |
| Economic capital <sup>(1, 2)</sup>                    | —                         | 24,051     | —                         | —                        | —                         | —                        | 24,561                    |
| <b>Period end</b>                                     |                           |            |                           |                          |                           |                          |                           |
| Total loans and leases                                | \$ 165,090                | \$ 169,266 | \$ 165,090                | \$ 167,254               | \$ 164,851                | \$ 163,820               | \$ 169,266                |
| Total earning assets <sup>(3)</sup>                   | 550,610                   | 513,109    | 550,610                   | 547,187                  | 545,685                   | 550,989                  | 513,109                   |
| Total assets <sup>(3)</sup>                           | 592,978                   | 554,915    | 592,978                   | 588,627                  | 587,576                   | 593,167                  | 554,915                   |
| Total deposits                                        | 531,707                   | 496,159    | 531,707                   | 526,876                  | 525,099                   | 530,581                  | 496,159                   |

<sup>(1)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

<sup>(3)</sup> Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

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.

**Bank of America Corporation and Subsidiaries**  
**Consumer & Business Banking Annual Results**

(Dollars in millions)

|                                                    | Year Ended December 31, 2013      |                 |                      |
|----------------------------------------------------|-----------------------------------|-----------------|----------------------|
|                                                    | Total Consumer & Business Banking | Deposits (1)    | Consumer Lending (2) |
| Net interest income (FTE basis)                    | \$ 20,051                         | \$ 9,808        | \$ 10,243            |
| Noninterest income:                                |                                   |                 |                      |
| Card income                                        | 4,804                             | 60              | 4,744                |
| Service charges                                    | 4,208                             | 4,208           | —                    |
| All other income                                   | 804                               | 509             | 295                  |
| Total noninterest income                           | 9,816                             | 4,777           | 5,039                |
| Total revenue, net of interest expense (FTE basis) | 29,867                            | 14,585          | 15,282               |
| Provision for credit losses                        | 3,107                             | 299             | 2,808                |
| Noninterest expense                                | 16,357                            | 10,927          | 5,430                |
| Income before income taxes                         | 10,403                            | 3,359           | 7,044                |
| Income tax expense (FTE basis)                     | 3,815                             | 1,232           | 2,583                |
| <b>Net income</b>                                  | <b>\$ 6,588</b>                   | <b>\$ 2,127</b> | <b>\$ 4,461</b>      |
| Net interest yield (FTE basis)                     | 3.72 %                            | 1.88 %          | 7.18 %               |
| Return on average allocated capital (3, 4)         | 21.98                             | 13.82           | 30.60                |
| Efficiency ratio (FTE basis)                       | 54.76                             | 74.92           | 35.53                |

**Balance Sheet**

|                          |            |           |            |
|--------------------------|------------|-----------|------------|
| <b>Average</b>           |            |           |            |
| Total loans and leases   | \$ 164,570 | \$ 22,437 | \$ 142,133 |
| Total earning assets (5) | 539,213    | 522,870   | 142,725    |
| Total assets (5)         | 580,714    | 555,653   | 151,443    |
| Total deposits           | 518,980    | 518,470   | n/m        |
| Allocated capital (3, 4) | 30,000     | 15,400    | 14,600     |
| <b>Period end</b>        |            |           |            |
| Total loans and leases   | \$ 165,090 | \$ 22,574 | \$ 142,516 |
| Total earning assets (5) | 550,610    | 534,946   | 143,917    |
| Total assets (5)         | 592,978    | 567,837   | 153,394    |
| Total deposits           | 531,707    | 530,947   | n/m        |

|                                                    | Year Ended December 31, 2012      |                 |                      |
|----------------------------------------------------|-----------------------------------|-----------------|----------------------|
|                                                    | Total Consumer & Business Banking | Deposits (1)    | Consumer Lending (2) |
| Net interest income (FTE basis)                    | \$ 19,853                         | \$ 9,046        | \$ 10,807            |
| Noninterest income:                                |                                   |                 |                      |
| Card income                                        | 5,315                             | 62              | 5,253                |
| Service charges                                    | 4,277                             | 4,277           | —                    |
| All other income (loss)                            | 345                               | 397             | (52 )                |
| Total noninterest income                           | 9,937                             | 4,736           | 5,201                |
| Total revenue, net of interest expense (FTE basis) | 29,790                            | 13,782          | 16,008               |
| Provision for credit losses                        | 4,148                             | 488             | 3,660                |
| Noninterest expense                                | 16,995                            | 11,310          | 5,685                |
| Income before income taxes                         | 8,647                             | 1,984           | 6,663                |
| Income tax expense (FTE basis)                     | 3,101                             | 723             | 2,378                |
| <b>Net income</b>                                  | <b>\$ 5,546</b>                   | <b>\$ 1,261</b> | <b>\$ 4,285</b>      |
| Net interest yield (FTE basis)                     | 4.04 %                            | 1.90 %          | 7.18 %               |
| Return on average economic capital (3, 4)          | 23.12                             | 9.72            | 38.83                |
| Efficiency ratio (FTE basis)                       | 57.05                             | 82.07           | 35.51                |

**Balance Sheet**

|                          |            |           |            |
|--------------------------|------------|-----------|------------|
| <b>Average</b>           |            |           |            |
| Total loans and leases   | \$ 173,036 | \$ 23,369 | \$ 149,667 |
| Total earning assets (5) | 491,767    | 477,142   | 150,515    |
| Total assets (5)         | 532,827    | 510,384   | 158,333    |
| Total deposits           | 475,180    | 474,822   | n/m        |

|                          |            |           |            |
|--------------------------|------------|-----------|------------|
| Economic capital (3, 4)  | 24,051     | 12,985    | 11,066     |
| <b>Period end</b>        |            |           |            |
| Total loans and leases   | \$ 169,266 | \$ 22,907 | \$ 146,359 |
| Total earning assets (5) | 513,109    | 498,147   | 146,809    |
| Total assets (5)         | 554,915    | 531,354   | 155,408    |
| Total deposits           | 496,159    | 495,711   | 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.

**Bank of America Corporation and Subsidiaries**  
**Consumer & Business Banking Quarterly Results**

(Dollars in millions)

|                                                    | Fourth Quarter 2013               |               |                      |
|----------------------------------------------------|-----------------------------------|---------------|----------------------|
|                                                    | Total Consumer & Business Banking | Deposits (1)  | Consumer Lending (2) |
| Net interest income (FTE basis)                    | \$ 4,948                          | \$ 2,492      | \$ 2,456             |
| Noninterest income:                                |                                   |               |                      |
| Card income                                        | 1,236                             | 15            | 1,221                |
| Service charges                                    | 1,097                             | 1,097         | —                    |
| All other income                                   | 216                               | 164           | 52                   |
| Total noninterest income                           | 2,549                             | 1,276         | 1,273                |
| Total revenue, net of interest expense (FTE basis) | 7,497                             | 3,768         | 3,729                |
| Provision for credit losses                        | 427                               | 105           | 322                  |
| Noninterest expense                                | 4,042                             | 2,624         | 1,418                |
| Income before income taxes                         | 3,028                             | 1,039         | 1,989                |
| Income tax expense (FTE basis)                     | 1,061                             | 365           | 696                  |
| <b>Net income</b>                                  | <b>\$ 1,967</b>                   | <b>\$ 674</b> | <b>\$ 1,293</b>      |
| Net interest yield (FTE basis)                     | 3.58 %                            | 1.86 %        | 6.87 %               |
| Return on average allocated capital (3, 4)         | 26.03                             | 17.36         | 35.18                |
| Efficiency ratio (FTE basis)                       | 53.92                             | 69.63         | 38.03                |

**Balance Sheet**

|                          |            |           |            |
|--------------------------|------------|-----------|------------|
| <b>Average</b>           |            |           |            |
| Total loans and leases   | \$ 163,152 | \$ 22,333 | \$ 140,819 |
| Total earning assets (5) | 548,174    | 532,312   | 141,869    |
| Total assets (5)         | 590,073    | 565,219   | 150,861    |
| Total deposits           | 528,808    | 528,204   | n/m        |
| Allocated capital (3, 4) | 30,000     | 15,400    | 14,600     |
| <b>Period end</b>        |            |           |            |
| Total loans and leases   | \$ 165,090 | \$ 22,574 | \$ 142,516 |
| Total earning assets (5) | 550,610    | 534,946   | 143,917    |
| Total assets (5)         | 592,978    | 567,837   | 153,394    |
| Total deposits           | 531,707    | 530,947   | n/m        |

|                                                    | Third Quarter 2013                |               |                      |
|----------------------------------------------------|-----------------------------------|---------------|----------------------|
|                                                    | Total Consumer & Business Banking | Deposits (1)  | Consumer Lending (2) |
| Net interest income (FTE basis)                    | \$ 5,056                          | \$ 2,457      | \$ 2,599             |
| Noninterest income:                                |                                   |               |                      |
| Card income                                        | 1,175                             | 15            | 1,160                |
| Service charges                                    | 1,063                             | 1,063         | —                    |
| All other income                                   | 230                               | 126           | 104                  |
| Total noninterest income                           | 2,468                             | 1,204         | 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                                | 3,980                             | 2,670         | 1,310                |
| Income before income taxes                         | 2,783                             | 895           | 1,888                |
| Income tax expense (FTE basis)                     | 1,004                             | 323           | 681                  |
| <b>Net income</b>                                  | <b>\$ 1,779</b>                   | <b>\$ 572</b> | <b>\$ 1,207</b>      |
| Net interest yield (FTE basis)                     | 3.70 %                            | 1.85 %        | 7.17 %               |
| Return on average allocated capital (3, 4)         | 23.55                             | 14.74         | 32.84                |
| Efficiency ratio (FTE basis)                       | 52.90                             | 72.92         | 33.92                |

**Balance Sheet**

|                          |            |           |            |
|--------------------------|------------|-----------|------------|
| <b>Average</b>           |            |           |            |
| Total loans and leases   | \$ 165,707 | \$ 22,371 | \$ 143,336 |
| Total earning assets (5) | 542,545    | 525,998   | 143,771    |
| Total assets (5)         | 583,855    | 558,638   | 152,441    |
| Total deposits           | 522,023    | 521,511   | n/m        |
| Allocated capital (3, 4) | 30,000     | 15,400    | 14,600     |

| Period end               |    |         |    |         |
|--------------------------|----|---------|----|---------|
| Total loans and leases   | \$ | 167,254 | \$ | 22,369  |
| Total earning assets (5) |    | 547,187 |    | 530,658 |
| Total assets (5)         |    | 588,627 |    | 563,110 |
| Total deposits           |    | 526,876 |    | 526,318 |
|                          |    |         |    | 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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**Bank of America Corporation and Subsidiaries**  
**Consumer & Business Banking Quarterly Results (continued)**

(Dollars in millions)

|                                                    | Fourth Quarter 2012                  |               |                         |
|----------------------------------------------------|--------------------------------------|---------------|-------------------------|
|                                                    | Total Consumer &<br>Business Banking | Deposits (1)  | Consumer<br>Lending (2) |
| Net interest income (FTE basis)                    | \$ 4,869                             | \$ 2,213      | \$ 2,656                |
| Noninterest income:                                |                                      |               |                         |
| Card income                                        | 1,342                                | 16            | 1,326                   |
| Service charges                                    | 1,034                                | 1,034         | —                       |
| All other income                                   | 156                                  | 123           | 33                      |
| Total noninterest income                           | 2,532                                | 1,173         | 1,359                   |
| Total revenue, net of interest expense (FTE basis) | 7,401                                | 3,386         | 4,015                   |
| Provision for credit losses                        | 1,078                                | 74            | 1,004                   |
| Noninterest expense                                | 4,174                                | 2,799         | 1,375                   |
| Income before income taxes                         | 2,149                                | 513           | 1,636                   |
| Income tax expense (FTE basis)                     | 703                                  | 180           | 523                     |
| <b>Net income</b>                                  | <b>\$ 1,446</b>                      | <b>\$ 333</b> | <b>\$ 1,113</b>         |
| Net interest yield (FTE basis)                     | 3.88%                                | 1.81%         | 7.29%                   |
| Return on average economic capital (3, 4)          | 23.46                                | 9.85          | 39.99                   |
| Efficiency ratio (FTE basis)                       | 56.39                                | 82.61         | 34.27                   |
| <b>Balance Sheet</b>                               |                                      |               |                         |
| <b>Average</b>                                     |                                      |               |                         |
| Total loans and leases                             | \$ 167,219                           | \$ 22,695     | \$ 144,524              |
| Total earning assets (5)                           | 499,241                              | 485,908       | 145,008                 |
| Total assets (5)                                   | 540,787                              | 519,064       | 153,398                 |
| Total deposits                                     | 484,086                              | 483,686       | n/m                     |
| Economic capital (3, 4)                            | 24,561                               | 13,467        | 11,094                  |
| <b>Period end</b>                                  |                                      |               |                         |
| Total loans and leases                             | \$ 169,266                           | \$ 22,907     | \$ 146,359              |
| Total earning assets (5)                           | 513,109                              | 498,147       | 146,809                 |
| Total assets (5)                                   | 554,915                              | 531,354       | 155,408                 |
| Total deposits                                     | 496,159                              | 495,711       | n/m                     |

(1) 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 Reconciliations - 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 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 Reconciliations - 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*.

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.

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**Bank of America Corporation and Subsidiaries**  
**Consumer & Business Banking Key Indicators**

(Dollars in millions)

|                                                                          | Year Ended<br>December 31 |                   | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|--------------------------------------------------------------------------|---------------------------|-------------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                          | 2013                      | 2012              |                           |                          |                           |                          |                           |
| <b>Average deposit balances</b>                                          |                           |                   |                           |                          |                           |                          |                           |
| Checking                                                                 | \$ 238,242                | \$ 210,499        | \$ 246,752                | \$ 240,037               | \$ 238,033                | \$ 227,920               | \$ 217,811                |
| Savings                                                                  | 42,165                    | 39,224            | 42,139                    | 42,365                   | 43,183                    | 40,959                   | 39,121                    |
| MMS                                                                      | 162,361                   | 143,500           | 167,362                   | 164,402                  | 162,432                   | 155,088                  | 148,171                   |
| CDs and IRAs                                                             | 71,821                    | 77,689            | 68,192                    | 70,888                   | 74,064                    | 74,217                   | 74,589                    |
| Non-U.S. and other                                                       | 4,391                     | 4,268             | 4,363                     | 4,331                    | 4,547                     | 4,324                    | 4,394                     |
| <b>Total average deposit balances</b>                                    | <b>\$ 518,980</b>         | <b>\$ 475,180</b> | <b>\$ 528,808</b>         | <b>\$ 522,023</b>        | <b>\$ 522,259</b>         | <b>\$ 502,508</b>        | <b>\$ 484,086</b>         |
| <b>Deposit spreads (excludes noninterest costs)</b>                      |                           |                   |                           |                          |                           |                          |                           |
| Checking                                                                 | 2.03 %                    | 2.55 %            | 2.02 %                    | 2.01 %                   | 2.02 %                    | 2.06 %                   | 2.28 %                    |
| Savings                                                                  | 2.21                      | 2.71              | 2.23                      | 2.21                     | 2.20                      | 2.20                     | 2.48                      |
| MMS                                                                      | 1.07                      | 1.20              | 1.10                      | 1.07                     | 1.05                      | 1.04                     | 1.11                      |
| CDs and IRAs                                                             | 0.52                      | 0.58              | 0.50                      | 0.51                     | 0.51                      | 0.55                     | 0.57                      |
| Non-U.S. and other                                                       | 0.95                      | 1.00              | 0.85                      | 0.93                     | 1.00                      | 1.02                     | 0.93                      |
| <b>Total deposit spreads</b>                                             | <b>1.52</b>               | <b>1.81</b>       | <b>1.54</b>               | <b>1.52</b>              | <b>1.51</b>               | <b>1.52</b>              | <b>1.66</b>               |
| Client brokerage assets                                                  | \$ 96,048                 | \$ 75,946         | \$ 96,048                 | \$ 89,517                | \$ 84,182                 | \$ 82,616                | \$ 75,946                 |
| Online banking active accounts (units in thousands)                      | 29,950                    | 29,638            | 29,950                    | 30,197                   | 29,867                    | 30,102                   | 29,638                    |
| Mobile banking active accounts (units in thousands)                      | 14,395                    | 12,013            | 14,395                    | 13,967                   | 13,214                    | 12,641                   | 12,013                    |
| Banking centers                                                          | 5,151                     | 5,478             | 5,151                     | 5,243                    | 5,328                     | 5,389                    | 5,478                     |
| ATMs                                                                     | 16,259                    | 16,347            | 16,259                    | 16,201                   | 16,354                    | 16,311                   | 16,347                    |
| <b>Total Corporation U.S. credit card<sup>(1)</sup></b>                  |                           |                   |                           |                          |                           |                          |                           |
| <b>Loans</b>                                                             |                           |                   |                           |                          |                           |                          |                           |
| Average credit card outstandings                                         | \$ 90,369                 | \$ 94,863         | \$ 90,057                 | \$ 90,005                | \$ 89,722                 | \$ 91,712                | \$ 92,849                 |
| Ending credit card outstandings                                          | 92,338                    | 94,835            | 92,338                    | 90,280                   | 90,523                    | 90,047                   | 94,835                    |
| <b>Credit quality</b>                                                    |                           |                   |                           |                          |                           |                          |                           |
| Net charge-offs                                                          | \$ 3,376                  | \$ 4,632          | \$ 724                    | \$ 788                   | \$ 917                    | \$ 947                   | \$ 978                    |
|                                                                          | 3.74 %                    | 4.88 %            | 3.19 %                    | 3.47 %                   | 4.10 %                    | 4.19 %                   | 4.19 %                    |
| 30+ delinquency                                                          | \$ 2,074                  | \$ 2,748          | \$ 2,074                  | \$ 2,112                 | \$ 2,200                  | \$ 2,510                 | \$ 2,748                  |
|                                                                          | 2.25 %                    | 2.90 %            | 2.25 %                    | 2.34 %                   | 2.43 %                    | 2.79 %                   | 2.90 %                    |
| 90+ delinquency                                                          | \$ 1,053                  | \$ 1,437          | \$ 1,053                  | \$ 1,049                 | \$ 1,167                  | \$ 1,360                 | \$ 1,437                  |
|                                                                          | 1.14 %                    | 1.52 %            | 1.14 %                    | 1.16 %                   | 1.29 %                    | 1.51 %                   | 1.52 %                    |
| <b>Other Total Corporation U.S. credit card indicators<sup>(1)</sup></b> |                           |                   |                           |                          |                           |                          |                           |
| Gross interest yield                                                     | 9.73 %                    | 10.02 %           | 9.36 %                    | 9.82 %                   | 9.80 %                    | 9.95 %                   | 10.01 %                   |
| Risk adjusted margin                                                     | 8.68                      | 7.54              | 9.11                      | 8.68                     | 8.41                      | 8.51                     | 8.48                      |
| New account growth (in thousands)                                        | 3,911                     | 3,258             | 1,000                     | 1,048                    | 957                       | 906                      | 837                       |
| Purchase volumes                                                         | \$ 205,914                | \$ 193,500        | \$ 54,514                 | \$ 52,823                | \$ 51,945                 | \$ 46,632                | \$ 51,628                 |
| <b>Debit card data</b>                                                   |                           |                   |                           |                          |                           |                          |                           |
| Purchase volumes                                                         | \$ 267,087                | \$ 258,363        | \$ 68,000                 | \$ 66,712                | \$ 67,740                 | \$ 64,635                | \$ 66,217                 |

<sup>(1)</sup> In addition to the U.S. credit card portfolio in *Consumer & Business Banking*, the remaining U.S. credit card portfolio is primarily in *GWIM*.

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

**Bank of America Corporation and Subsidiaries**  
**Consumer Real Estate Services Segment Results**

(Dollars in millions; except as noted)

|                                                    | Year Ended<br>December 31 |            | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|----------------------------------------------------|---------------------------|------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                    | 2013                      | 2012       |                        |                       |                        |                    |                        |
| Net interest income (FTE basis)                    | \$ 2,890                  | \$ 2,930   | \$ 715                 | \$ 733                | \$ 699                 | \$ 743             | \$ 729                 |
| Noninterest income:                                |                           |            |                        |                       |                        |                    |                        |
| Mortgage banking income (loss)                     | 4,585                     | 5,553      | 912                    | 775                   | 1,411                  | 1,487              | (284)                  |
| All other income                                   | 241                       | 268        | 85                     | 69                    | 5                      | 82                 | 30                     |
| Total noninterest income (loss)                    | 4,826                     | 5,821      | 997                    | 844                   | 1,416                  | 1,569              | (254)                  |
| Total revenue, net of interest expense (FTE basis) | 7,716                     | 8,751      | 1,712                  | 1,577                 | 2,115                  | 2,312              | 475                    |
| Provision for credit losses                        | (156)                     | 1,442      | (474)                  | (308)                 | 291                    | 335                | 485                    |
| Noninterest expense                                | 16,013                    | 17,190     | 3,794                  | 3,419                 | 3,394                  | 5,406              | 5,607                  |
| Loss before income taxes                           | (8,141)                   | (9,881)    | (1,608)                | (1,534)               | (1,570)                | (3,429)            | (5,617)                |
| Income tax benefit (FTE basis)                     | (2,986)                   | (3,442)    | (547)                  | (534)                 | (633)                  | (1,272)            | (1,913)                |
| Net loss                                           | \$ (5,155)                | \$ (6,439) | \$ (1,061)             | \$ (1,000)            | \$ (937)               | \$ (2,157)         | \$ (3,704)             |
| Net interest yield (FTE basis)                     | 2.85 %                    | 2.43 %     | 2.89 %                 | 2.91 %                | 2.75 %                 | 2.85 %             | 2.66 %                 |
| <b>Balance Sheet</b>                               |                           |            |                        |                       |                        |                    |                        |
| <b>Average</b>                                     |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                             | \$ 90,278                 | \$ 103,524 | \$ 89,687              | \$ 88,406             | \$ 90,114              | \$ 92,963          | \$ 96,605              |
| Total earning assets                               | 101,420                   | 120,636    | 98,220                 | 99,759                | 102,086                | 105,715            | 109,139                |
| Total assets                                       | 120,560                   | 145,369    | 113,584                | 118,226               | 122,276                | 128,340            | 131,663                |
| Allocated capital <sup>(1,2)</sup>                 | 24,000                    | —          | 24,000                 | 24,000                | 24,000                 | 24,000             | —                      |
| Economic capital <sup>(1,2)</sup>                  | —                         | 13,676     | —                      | —                     | —                      | —                  | 12,474                 |
| <b>Period end</b>                                  |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                             | \$ 89,753                 | \$ 94,660  | \$ 89,753              | \$ 87,586             | \$ 89,257              | \$ 90,971          | \$ 94,660              |
| Total earning assets                               | 97,163                    | 106,974    | 97,163                 | 98,247                | 102,211                | 105,544            | 106,974                |
| Total assets                                       | 113,386                   | 131,059    | 113,386                | 115,424               | 124,032                | 129,118            | 131,059                |
| <b>Period end (in billions)</b>                    |                           |            |                        |                       |                        |                    |                        |
| Mortgage servicing portfolio <sup>(3,4)</sup>      | \$ 810.0                  | \$ 1,331.8 | \$ 810.0               | \$ 889.4              | \$ 986.4               | \$ 1,185.0         | \$ 1,331.8             |

<sup>(1)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

<sup>(2)</sup> 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 - Reconciliations to GAAP Financial Measures on pages 47-50.)

<sup>(3)</sup> Includes servicing of residential mortgage loans, home equity lines of credit and home equity loans.

<sup>(4)</sup> Excludes loans for which servicing transferred to third parties as of December 31, 2013 with an effective mortgage servicing right sales date of January 2, 2014.

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

**Bank of America Corporation and Subsidiaries**  
**Consumer Real Estate Services Annual Results <sup>(1)</sup>**

(Dollars in millions)

|                                                    | Year Ended December 31, 2013        |                 |                           |
|----------------------------------------------------|-------------------------------------|-----------------|---------------------------|
|                                                    | Total Consumer Real Estate Services | Home Loans      | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$ 2,890                            | \$ 1,349        | \$ 1,541                  |
| Noninterest income:                                |                                     |                 |                           |
| Mortgage banking income                            | 4,585                               | 1,916           | 2,669                     |
| All other income (loss)                            | 241                                 | (6)             | 247                       |
| Total noninterest income                           | 4,826                               | 1,910           | 2,916                     |
| Total revenue, net of interest expense (FTE basis) | 7,716                               | 3,259           | 4,457                     |
| Provision for credit losses                        | (156)                               | 127             | (283)                     |
| Noninterest expense                                | 16,013                              | 3,318           | 12,695                    |
| Loss before income taxes                           | (8,141)                             | (186)           | (7,955)                   |
| Income tax benefit (FTE basis)                     | (2,986)                             | (68)            | (2,918)                   |
| Net loss                                           | <u>\$ (5,155)</u>                   | <u>\$ (118)</u> | <u>\$ (5,037)</u>         |
| <b>Balance Sheet</b>                               |                                     |                 |                           |
| <b>Average</b>                                     |                                     |                 |                           |
| Total loans and leases                             | \$ 90,278                           | \$ 47,675       | \$ 42,603                 |
| Total earning assets                               | 101,420                             | 53,148          | 48,272                    |
| Total assets                                       | 120,560                             | 53,429          | 67,131                    |
| Allocated capital <sup>(2, 3)</sup>                | 24,000                              | 6,000           | 18,000                    |
| <b>Period end</b>                                  |                                     |                 |                           |
| Total loans and leases                             | \$ 89,753                           | \$ 51,021       | \$ 38,732                 |
| Total earning assets                               | 97,163                              | 54,071          | 43,092                    |
| Total assets                                       | 113,386                             | 53,927          | 59,459                    |

|                                                    | Year Ended December 31, 2012        |               |                           |
|----------------------------------------------------|-------------------------------------|---------------|---------------------------|
|                                                    | Total Consumer Real Estate Services | Home Loans    | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$ 2,930                            | \$ 1,361      | \$ 1,569                  |
| Noninterest income:                                |                                     |               |                           |
| Mortgage banking income                            | 5,553                               | 3,284         | 2,269                     |
| All other income                                   | 268                                 | 1             | 267                       |
| Total noninterest income                           | 5,821                               | 3,285         | 2,536                     |
| Total revenue, net of interest expense (FTE basis) | 8,751                               | 4,646         | 4,105                     |
| Provision for credit losses                        | 1,442                               | 72            | 1,370                     |
| Noninterest expense                                | 17,190                              | 3,195         | 13,995                    |
| Income (loss) before income taxes                  | (9,881)                             | 1,379         | (11,260)                  |
| Income tax expense (benefit) (FTE basis)           | (3,442)                             | 502           | (3,944)                   |
| Net income (loss)                                  | <u>\$ (6,439)</u>                   | <u>\$ 877</u> | <u>\$ (7,316)</u>         |
| <b>Balance Sheet</b>                               |                                     |               |                           |
| <b>Average</b>                                     |                                     |               |                           |
| Total loans and leases                             | \$ 103,524                          | \$ 50,023     | \$ 53,501                 |
| Total earning assets                               | 120,636                             | 56,581        | 64,055                    |
| Total assets                                       | 145,369                             | 57,552        | 87,817                    |
| Economic capital <sup>(2, 3)</sup>                 | 13,676                              | 3,734         | 9,942                     |
| <b>Period end</b>                                  |                                     |               |                           |
| Total loans and leases                             | \$ 94,660                           | \$ 47,742     | \$ 46,918                 |
| Total earning assets                               | 106,974                             | 54,394        | 52,580                    |
| Total assets                                       | 131,059                             | 55,465        | 75,594                    |

For footnotes see page 25.

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

**Bank of America Corporation and Subsidiaries**  
**Consumer Real Estate Services Quarterly Results <sup>(1)</sup>**

(Dollars in millions)

|                                                    | Fourth Quarter 2013                 |            |                           |
|----------------------------------------------------|-------------------------------------|------------|---------------------------|
|                                                    | Total Consumer Real Estate Services | Home Loans | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$ 715                              | \$ 330     | \$ 385                    |
| Noninterest income:                                |                                     |            |                           |
| Mortgage banking income                            | 912                                 | 220        | 692                       |
| All other income                                   | 85                                  | 17         | 68                        |
| Total noninterest income                           | 997                                 | 237        | 760                       |
| Total revenue, net of interest expense (FTE basis) | 1,712                               | 567        | 1,145                     |
| Provision for credit losses                        | (474)                               | (18)       | (456)                     |
| Noninterest expense                                | 3,794                               | 755        | 3,039                     |
| Loss before income taxes                           | (1,608)                             | (170)      | (1,438)                   |
| Income tax benefit (FTE basis)                     | (547)                               | (62)       | (485)                     |
| Net loss                                           | \$ (1,061)                          | \$ (108)   | \$ (953)                  |

**Balance Sheet**

|                                     |           |           |           |
|-------------------------------------|-----------|-----------|-----------|
| <b>Average</b>                      |           |           |           |
| Total loans and leases              | \$ 89,687 | \$ 49,706 | \$ 39,981 |
| Total earning assets                | 98,220    | 53,052    | 45,168    |
| Total assets                        | 113,584   | 52,932    | 60,652    |
| Allocated capital <sup>(2, 3)</sup> | 24,000    | 6,000     | 18,000    |
| <b>Period end</b>                   |           |           |           |
| Total loans and leases              | \$ 89,753 | \$ 51,021 | \$ 38,732 |
| Total earning assets                | 97,163    | 54,071    | 43,092    |
| Total assets                        | 113,386   | 53,927    | 59,459    |

|                                                    | Third Quarter 2013                  |            |                           |
|----------------------------------------------------|-------------------------------------|------------|---------------------------|
|                                                    | Total Consumer Real Estate Services | Home Loans | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$ 733                              | \$ 329     | \$ 404                    |
| Noninterest income:                                |                                     |            |                           |
| Mortgage banking income                            | 775                                 | 345        | 430                       |
| All other income                                   | 69                                  | 35         | 34                        |
| Total noninterest income                           | 844                                 | 380        | 464                       |
| Total revenue, net of interest expense (FTE basis) | 1,577                               | 709        | 868                       |
| Provision for credit losses                        | (308)                               | (11)       | (297)                     |
| Noninterest expense                                | 3,419                               | 880        | 2,539                     |
| Loss before income taxes                           | (1,534)                             | (160)      | (1,374)                   |
| Income tax benefit (FTE basis)                     | (534)                               | (61)       | (473)                     |
| Net loss                                           | \$ (1,000)                          | \$ (99)    | \$ (901)                  |

**Balance Sheet**

|                                     |           |           |           |
|-------------------------------------|-----------|-----------|-----------|
| <b>Average</b>                      |           |           |           |
| Total loans and leases              | \$ 88,406 | \$ 46,878 | \$ 41,528 |
| Total earning assets                | 99,759    | 52,074    | 47,685    |
| Total assets                        | 118,226   | 52,309    | 65,917    |
| Allocated capital <sup>(2, 3)</sup> | 24,000    | 6,000     | 18,000    |
| <b>Period end</b>                   |           |           |           |
| Total loans and leases              | \$ 87,586 | \$ 46,875 | \$ 40,711 |
| Total earning assets                | 98,247    | 51,248    | 46,999    |
| Total assets                        | 115,424   | 51,075    | 64,349    |

For footnotes see page 25.

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

**Bank of America Corporation and Subsidiaries**  
**Consumer Real Estate Services Quarterly Results <sup>(1)</sup> (continued)**

(Dollars in millions)

|                                                    | Fourth Quarter 2012                 |            |                           |
|----------------------------------------------------|-------------------------------------|------------|---------------------------|
|                                                    | Total Consumer Real Estate Services | Home Loans | Legacy Assets & Servicing |
| Net interest income (FTE basis)                    | \$ 729                              | \$ 348     | \$ 381                    |
| Noninterest income:                                |                                     |            |                           |
| Mortgage banking income (loss)                     | (284)                               | 891        | (1,175)                   |
| All other income                                   | 30                                  | 13         | 17                        |
| Total noninterest income (loss)                    | (254)                               | 904        | (1,158)                   |
| Total revenue, net of interest expense (FTE basis) | 475                                 | 1,252      | (777)                     |
| Provision for credit losses                        | 485                                 | 77         | 408                       |
| Noninterest expense                                | 5,607                               | 747        | 4,860                     |
| Income (loss) before income taxes                  | (5,617)                             | 428        | (6,045)                   |
| Income tax expense (benefit) (FTE basis)           | (1,913)                             | 151        | (2,064)                   |
| Net income (loss)                                  | \$ (3,704)                          | \$ 277     | \$ (3,981)                |
| <b>Balance Sheet</b>                               |                                     |            |                           |
| <b>Average</b>                                     |                                     |            |                           |
| Total loans and leases                             | \$ 96,605                           | \$ 48,312  | \$ 48,293                 |
| Total earning assets                               | 109,139                             | 54,720     | 54,419                    |
| Total assets                                       | 131,663                             | 55,611     | 76,052                    |
| Economic capital <sup>(2,3)</sup>                  | 12,474                              | 3,888      | 8,586                     |
| <b>Period end</b>                                  |                                     |            |                           |
| Total loans and leases                             | \$ 94,660                           | \$ 47,742  | \$ 46,918                 |
| Total earning assets                               | 106,974                             | 54,394     | 52,580                    |
| Total assets                                       | 131,059                             | 55,465     | 75,594                    |

<sup>(1)</sup> *Consumer Real Estate Services* includes Home Loans and Legacy Assets & Servicing. The results of certain mortgage servicing rights activities, including net hedge results, together with any related assets or liabilities used as economic hedges, are included in Legacy Assets & Servicing.

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

<sup>(3)</sup> 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 - Reconciliations to GAAP Financial Measures on pages 47-50.)

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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**Bank of America Corporation and Subsidiaries**  
**Consumer Real Estate Services Key Indicators**

(Dollars in millions, except as noted)

|                                                                                                                                      | Year Ended<br>December 31 |                 | Fourth<br>Quarter<br>2013 | Third<br>Quarter 2013 | Second<br>Quarter 2013 | First Quarter<br>2013 | Fourth<br>Quarter 2012 |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------|-----------------|---------------------------|-----------------------|------------------------|-----------------------|------------------------|
|                                                                                                                                      | 2013                      | 2012            |                           |                       |                        |                       |                        |
| <b>Mortgage servicing rights at fair value rollforward:</b>                                                                          |                           |                 |                           |                       |                        |                       |                        |
| Balance, beginning of period                                                                                                         | \$ 5,716                  | \$ 7,378        | \$ 5,058                  | \$ 5,827              | \$ 5,776               | \$ 5,716              | \$ 5,087               |
| Net additions (sales)                                                                                                                | (1,572)                   | 252             | (197)                     | (600)                 | (715)                  | (60)                  | 97                     |
| Amortization of expected cash flows <sup>(1)</sup>                                                                                   | (1,043)                   | (1,484)         | (229)                     | (240)                 | (260)                  | (314)                 | (335)                  |
| Other changes in mortgage servicing rights fair value <sup>(2)</sup>                                                                 | 1,941                     | (430)           | 410                       | 71                    | 1,026                  | 434                   | 867                    |
| <b>Balance, end of period</b>                                                                                                        | <b>\$ 5,042</b>           | <b>\$ 5,716</b> | <b>\$ 5,042</b>           | <b>\$ 5,058</b>       | <b>\$ 5,827</b>        | <b>\$ 5,776</b>       | <b>\$ 5,716</b>        |
| Capitalized mortgage servicing rights (% of loans serviced for investors)                                                            | 92 bps                    | 55 bps          | 92 bps                    | 82 bps                | 77 bps                 | 61 bps                | 55 bps                 |
| Mortgage loans serviced for investors (in billions)                                                                                  | \$ 550                    | \$ 1,045        | \$ 550                    | \$ 616                | \$ 759                 | \$ 949                | \$ 1,045               |
| <b>Loan production:</b>                                                                                                              |                           |                 |                           |                       |                        |                       |                        |
| <b>Total Corporation<sup>(3)</sup></b>                                                                                               |                           |                 |                           |                       |                        |                       |                        |
| First mortgage                                                                                                                       | \$ 83,421                 | \$ 75,074       | \$ 11,624                 | \$ 22,601             | \$ 25,276              | \$ 23,920             | \$ 21,516              |
| Home equity                                                                                                                          | 6,355                     | 3,585           | 1,915                     | 1,828                 | 1,496                  | 1,116                 | 962                    |
| <b>Consumer Real Estate Services</b>                                                                                                 |                           |                 |                           |                       |                        |                       |                        |
| First mortgage                                                                                                                       | \$ 66,914                 | \$ 55,518       | \$ 9,303                  | \$ 17,833             | \$ 20,509              | \$ 19,269             | \$ 16,561              |
| Home equity                                                                                                                          | 5,498                     | 2,832           | 1,674                     | 1,599                 | 1,283                  | 942                   | 765                    |
| <b>Mortgage banking income (loss)</b>                                                                                                |                           |                 |                           |                       |                        |                       |                        |
| <b>Production income (loss):</b>                                                                                                     |                           |                 |                           |                       |                        |                       |                        |
| Core production revenue                                                                                                              | \$ 2,543                  | \$ 3,760        | \$ 403                    | \$ 465                | \$ 860                 | \$ 815                | \$ 986                 |
| Representations and warranties provision                                                                                             | (840)                     | (3,939)         | (70)                      | (323)                 | (197)                  | (250)                 | (2,955)                |
| Total production income (loss)                                                                                                       | 1,703                     | (179)           | 333                       | 142                   | 663                    | 565                   | (1,969)                |
| <b>Servicing income:</b>                                                                                                             |                           |                 |                           |                       |                        |                       |                        |
| Servicing fees                                                                                                                       | 3,030                     | 4,729           | 629                       | 700                   | 785                    | 916                   | 1,096                  |
| Amortization of expected cash flows <sup>(1)</sup>                                                                                   | (1,043)                   | (1,484)         | (229)                     | (240)                 | (260)                  | (314)                 | (335)                  |
| Fair value changes of mortgage servicing rights, net of risk management activities used to hedge certain market risks <sup>(4)</sup> | 867                       | 1,852           | 174                       | 167                   | 215                    | 311                   | 912                    |
| Other servicing-related revenue                                                                                                      | 28                        | 635             | 5                         | 6                     | 8                      | 9                     | 12                     |
| Total net servicing income                                                                                                           | 2,882                     | 5,732           | 579                       | 633                   | 748                    | 922                   | 1,685                  |
| Total <i>Consumer Real Estate Services</i> mortgage banking income (loss)                                                            | 4,585                     | 5,553           | 912                       | 775                   | 1,411                  | 1,487                 | (284)                  |
| Other business segments' mortgage banking loss <sup>(5)</sup>                                                                        | (711)                     | (803)           | (64)                      | (190)                 | (233)                  | (224)                 | (256)                  |
| <b>Total consolidated mortgage banking income (loss)</b>                                                                             | <b>\$ 3,874</b>           | <b>\$ 4,750</b> | <b>\$ 848</b>             | <b>\$ 585</b>         | <b>\$ 1,178</b>        | <b>\$ 1,263</b>       | <b>\$ (540)</b>        |

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

<sup>(2)</sup> 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 modeled 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.

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

<sup>(4)</sup> Includes gains and losses on sales of mortgage servicing rights.

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

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.

**Bank of America Corporation and Subsidiaries**  
**Global Banking Segment Results <sup>(1)</sup>**

(Dollars in millions)

|                                                       | Year Ended<br>December 31 |                 | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|-------------------------------------------------------|---------------------------|-----------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                       | 2013                      | 2012            |                        |                       |                        |                    |                        |
| Net interest income (FTE basis)                       | \$ 8,914                  | \$ 8,135        | \$ 2,301               | \$ 2,201              | \$ 2,252               | \$ 2,160           | \$ 2,099               |
| Noninterest income:                                   |                           |                 |                        |                       |                        |                    |                        |
| Service charges                                       | 2,787                     | 2,867           | 684                    | 716                   | 701                    | 686                | 694                    |
| Investment banking income                             | 3,235                     | 2,793           | 960                    | 693                   | 792                    | 790                | 842                    |
| All other income                                      | 1,545                     | 1,879           | 360                    | 398                   | 393                    | 394                | 316                    |
| Total noninterest income                              | 7,567                     | 7,539           | 2,004                  | 1,807                 | 1,886                  | 1,870              | 1,852                  |
| Total revenue, net of interest expense (FTE basis)    | 16,481                    | 15,674          | 4,305                  | 4,008                 | 4,138                  | 4,030              | 3,951                  |
| Provision for credit losses                           | 1,075                     | (342)           | 441                    | 322                   | 163                    | 149                | 62                     |
| Noninterest expense                                   | 7,552                     | 7,619           | 1,927                  | 1,927                 | 1,856                  | 1,842              | 1,753                  |
| Income before income taxes                            | 7,854                     | 8,397           | 1,937                  | 1,759                 | 2,119                  | 2,039              | 2,136                  |
| Income tax expense (FTE basis)                        | 2,880                     | 3,053           | 670                    | 625                   | 827                    | 758                | 744                    |
| <b>Net income</b>                                     | <b>\$ 4,974</b>           | <b>\$ 5,344</b> | <b>\$ 1,267</b>        | <b>\$ 1,134</b>       | <b>\$ 1,292</b>        | <b>\$ 1,281</b>    | <b>\$ 1,392</b>        |
| Net interest yield (FTE basis)                        | 2.96 %                    | 2.90 %          | 2.71 %                 | 2.86 %                | 3.16 %                 | 3.17 %             | 2.85 %                 |
| Return on average allocated capital <sup>(2, 3)</sup> | 21.64                     | —               | 21.86                  | 19.57                 | 22.55                  | 22.59              | —                      |
| Return on average economic capital <sup>(2, 3)</sup>  | —                         | 27.69           | —                      | —                     | —                      | —                  | 28.97                  |
| Efficiency ratio (FTE basis)                          | 45.82                     | 48.61           | 44.76                  | 48.06                 | 44.87                  | 45.71              | 44.41                  |
| <b>Balance Sheet</b>                                  |                           |                 |                        |                       |                        |                    |                        |
| <b>Average</b>                                        |                           |                 |                        |                       |                        |                    |                        |
| Total loans and leases                                | \$ 257,245                | \$ 224,336      | \$ 268,849             | \$ 260,085            | \$ 255,674             | \$ 244,068         | \$ 232,396             |
| Total earnings assets <sup>(4)</sup>                  | 301,204                   | 280,605         | 336,941                | 305,376               | 285,755                | 276,030            | 292,999                |
| Total assets <sup>(4)</sup>                           | 343,464                   | 322,701         | 380,496                | 347,062               | 327,531                | 318,043            | 336,332                |
| Total deposits                                        | 237,457                   | 223,940         | 259,762                | 239,839               | 227,668                | 222,120            | 242,817                |
| Allocated capital <sup>(2,3)</sup>                    | 23,000                    | —               | 23,000                 | 23,000                | 23,000                 | 23,000             | —                      |
| Economic capital <sup>(2, 3)</sup>                    | —                         | 19,312          | —                      | —                     | —                      | —                  | 19,123                 |
| <b>Period end</b>                                     |                           |                 |                        |                       |                        |                    |                        |
| Total loans and leases                                | \$ 269,469                | \$ 242,340      | \$ 269,469             | \$ 267,165            | \$ 258,502             | \$ 250,985         | \$ 242,340             |
| Total earnings assets <sup>(4)</sup>                  | 337,154                   | 288,072         | 337,154                | 330,625               | 292,952                | 280,104            | 288,072                |
| Total assets <sup>(4)</sup>                           | 379,207                   | 331,611         | 379,207                | 373,110               | 334,820                | 322,039            | 331,611                |
| Total deposits                                        | 265,718                   | 243,306         | 265,718                | 263,121               | 229,586                | 228,248            | 243,306                |

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

<sup>(2)</sup> Effective January 1, 2013, the Corporation revised, on a prospective basis, its methodology for allocating capital to the business segment. 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 additional information, see Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

<sup>(3)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

<sup>(4)</sup> Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

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

Bank of America Corporation and Subsidiaries

Global Banking Key Indicators

(Dollars in millions)

(Dollars in millions)

|                                                       | Year Ended<br>December 31 |                   | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|-------------------------------------------------------|---------------------------|-------------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                       | 2013                      | 2012              |                        |                       |                        |                    |                        |
| <b>Investment Banking fees <sup>(1)</sup></b>         |                           |                   |                        |                       |                        |                    |                        |
| Advisory <sup>(2)</sup>                               | \$ 1,022                  | \$ 995            | \$ 323                 | \$ 226                | \$ 240                 | \$ 233             | \$ 285                 |
| Debt issuance                                         | 1,620                     | 1,390             | 443                    | 343                   | 405                    | 429                | 450                    |
| Equity issuance                                       | 593                       | 408               | 194                    | 124                   | 147                    | 128                | 107                    |
| <b>Total Investment Banking fees <sup>(3)</sup></b>   | <b>\$ 3,235</b>           | <b>\$ 2,793</b>   | <b>\$ 960</b>          | <b>\$ 693</b>         | <b>\$ 792</b>          | <b>\$ 790</b>      | <b>\$ 842</b>          |
| <b>Business Lending</b>                               |                           |                   |                        |                       |                        |                    |                        |
| Corporate                                             | \$ 3,407                  | \$ 3,201          | \$ 817                 | \$ 884                | \$ 855                 | \$ 851             | \$ 739                 |
| Commercial                                            | 3,967                     | 3,622             | 1,011                  | 960                   | 1,050                  | 946                | 909                    |
| <b>Total Business Lending revenue</b>                 | <b>\$ 7,374</b>           | <b>\$ 6,823</b>   | <b>\$ 1,828</b>        | <b>\$ 1,844</b>       | <b>\$ 1,905</b>        | <b>\$ 1,797</b>    | <b>\$ 1,648</b>        |
| <b>Treasury Services</b>                              |                           |                   |                        |                       |                        |                    |                        |
| Corporate                                             | \$ 2,815                  | \$ 2,633          | \$ 734                 | \$ 713                | \$ 702                 | \$ 666             | \$ 687                 |
| Commercial                                            | 2,939                     | 2,988             | 747                    | 741                   | 733                    | 718                | 732                    |
| <b>Total Treasury Services revenue</b>                | <b>\$ 5,754</b>           | <b>\$ 5,621</b>   | <b>\$ 1,481</b>        | <b>\$ 1,454</b>       | <b>\$ 1,435</b>        | <b>\$ 1,384</b>    | <b>\$ 1,419</b>        |
| <b>Average deposit balances</b>                       |                           |                   |                        |                       |                        |                    |                        |
| Interest-bearing                                      | \$ 72,870                 | \$ 65,400         | \$ 78,862              | \$ 73,699             | \$ 70,158              | \$ 68,639          | \$ 68,240              |
| Noninterest-bearing                                   | 164,587                   | 158,540           | 180,900                | 166,140               | 157,510                | 153,481            | 174,577                |
| <b>Total average deposits</b>                         | <b>\$ 237,457</b>         | <b>\$ 223,940</b> | <b>\$ 259,762</b>      | <b>\$ 239,839</b>     | <b>\$ 227,668</b>      | <b>\$ 222,120</b>  | <b>\$ 242,817</b>      |
| <b>Loan spread</b>                                    | <b>1.82 %</b>             | <b>1.88 %</b>     | <b>1.75 %</b>          | <b>1.78 %</b>         | <b>1.89 %</b>          | <b>1.86 %</b>      | <b>1.83 %</b>          |
| <b>Provision for credit losses</b>                    | <b>\$ 1,075</b>           | <b>\$ (342)</b>   | <b>\$ 441</b>          | <b>\$ 322</b>         | <b>\$ 163</b>          | <b>\$ 149</b>      | <b>\$ 62</b>           |
| <b>Credit quality <sup>(4,5)</sup></b>                |                           |                   |                        |                       |                        |                    |                        |
| Reservable utilized criticized exposure               | \$ 9,357                  | \$ 10,952         | \$ 9,357               | \$ 10,111             | \$ 10,632              | \$ 10,342          | \$ 10,952              |
|                                                       | 3.17 %                    | 4.06 %            | 3.17 %                 | 3.44 %                | 3.73 %                 | 3.71 %             | 4.06 %                 |
| Nonperforming loans, leases and foreclosed properties | \$ 639                    | \$ 2,052          | \$ 639                 | \$ 919                | \$ 1,087               | \$ 1,643           | \$ 2,052               |
|                                                       | 0.24 %                    | 0.86 %            | 0.24 %                 | 0.35 %                | 0.43 %                 | 0.66 %             | 0.86 %                 |
| <b>Average loans and leases by product</b>            |                           |                   |                        |                       |                        |                    |                        |
| U.S. commercial                                       | \$ 128,392                | \$ 117,635        | \$ 132,249             | \$ 128,602            | \$ 127,742             | \$ 124,891         | \$ 121,535             |
| Commercial real estate                                | 38,349                    | 32,827            | 42,622                 | 39,172                | 36,684                 | 34,825             | 33,404                 |
| Commercial lease financing                            | 24,762                    | 23,446            | 25,115                 | 24,853                | 24,584                 | 24,486             | 24,057                 |
| Non-U.S. commercial                                   | 65,738                    | 50,416            | 68,860                 | 67,455                | 66,655                 | 59,859             | 53,392                 |
| Other                                                 | 4                         | 12                | 3                      | 3                     | 9                      | 7                  | 8                      |
| <b>Total average loans and leases</b>                 | <b>\$ 257,245</b>         | <b>\$ 224,336</b> | <b>\$ 268,849</b>      | <b>\$ 260,085</b>     | <b>\$ 255,674</b>      | <b>\$ 244,068</b>  | <b>\$ 232,396</b>      |
| <b>Total Corporation Investment Banking fees</b>      |                           |                   |                        |                       |                        |                    |                        |
| Advisory <sup>(2)</sup>                               | \$ 1,131                  | \$ 1,066          | \$ 356                 | \$ 256                | \$ 262                 | \$ 257             | \$ 301                 |
| Debt issuance                                         | 3,805                     | 3,362             | 986                    | 810                   | 987                    | 1,022              | 1,078                  |
| Equity issuance                                       | 1,469                     | 1,026             | 461                    | 329                   | 356                    | 323                | 250                    |
| Total investment banking fees including self-led      | 6,405                     | 5,454             | 1,803                  | 1,395                 | 1,605                  | 1,602              | 1,629                  |
| Self-led                                              | (279)                     | (155)             | (65)                   | (98)                  | (49)                   | (67)               | (29)                   |
| <b>Total Investment Banking fees</b>                  | <b>\$ 6,126</b>           | <b>\$ 5,299</b>   | <b>\$ 1,738</b>        | <b>\$ 1,297</b>       | <b>\$ 1,556</b>        | <b>\$ 1,535</b>    | <b>\$ 1,600</b>        |

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

<sup>(2)</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.

<sup>(3)</sup> 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 agreements.

<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.

<sup>(5)</sup> 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 properties.

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

## Bank of America Corporation and Subsidiaries

### Investment Banking Product Rankings

|                                    | Year Ended December 31, 2013 |              |                 |              |
|------------------------------------|------------------------------|--------------|-----------------|--------------|
|                                    | Global                       |              | U.S.            |              |
|                                    | Product Ranking              | Market Share | Product Ranking | Market Share |
| High-yield corporate debt          | 3                            | 8.2%         | 2               | 10.0%        |
| Leveraged loans                    | 2                            | 10.0         | 2               | 12.4         |
| Mortgage-backed securities         | 5                            | 8.5          | 5               | 9.4          |
| Asset-backed securities            | 2                            | 11.5         | 2               | 13.9         |
| Convertible debt                   | 4                            | 7.7          | 3               | 12.8         |
| Common stock underwriting          | 4                            | 6.8          | 4               | 10.3         |
| Investment-grade corporate debt    | 2                            | 6.3          | 2               | 11.8         |
| Syndicated loans                   | 2                            | 9.1          | 2               | 12.9         |
| Net investment banking revenue     | 2                            | 7.4          | 2               | 10.8         |
| Announced mergers and acquisitions | 4                            | 19.5         | 3               | 28.4         |
| Equity capital markets             | 4                            | 6.9          | 4               | 10.7         |
| Debt capital markets               | 5                            | 5.4          | 3               | 9.2          |

Source: Dealogic data as of January 2, 2014. 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 acquiror.
- 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 | Investment-grade corporate debt    |
| Leveraged loans           | Syndicated loans                   |
| Asset-backed securities   | Announced mergers and acquisitions |
| Convertible debt          | Debt capital markets               |

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

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

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

# Bank of America Corporation and Subsidiaries

## Global Markets Segment Results

(Dollars in millions)

|                                                                   | Year Ended<br>December 31 |            | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|-------------------------------------------------------------------|---------------------------|------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                                   | 2013                      | 2012       |                        |                       |                        |                    |                        |
| Net interest income (FTE basis)                                   | \$ 4,239                  | \$ 3,672   | \$ 1,142               | \$ 975                | \$ 1,013               | \$ 1,109           | \$ 1,114               |
| Noninterest income:                                               |                           |            |                        |                       |                        |                    |                        |
| Investment and brokerage services                                 | 2,046                     | 1,820      | 489                    | 480                   | 549                    | 528                | 430                    |
| Investment banking fees                                           | 2,722                     | 2,214      | 753                    | 622                   | 668                    | 679                | 668                    |
| Trading account profits                                           | 6,734                     | 5,706      | 795                    | 1,201                 | 1,848                  | 2,890              | 725                    |
| All other income (loss)                                           | 317                       | 872        | 445                    | 98                    | 111                    | (337)              | 83                     |
| Total noninterest income                                          | 11,819                    | 10,612     | 2,482                  | 2,401                 | 3,176                  | 3,760              | 1,906                  |
| Total revenue, net of interest expense (FTE basis) <sup>(1)</sup> | 16,058                    | 14,284     | 3,624                  | 3,376                 | 4,189                  | 4,869              | 3,020                  |
| Provision for credit losses                                       | 140                       | 34         | 104                    | 47                    | (16)                   | 5                  | 17                     |
| Noninterest expense                                               | 12,013                    | 11,295     | 3,284                  | 2,884                 | 2,771                  | 3,074              | 2,627                  |
| Income before income taxes                                        | 3,905                     | 2,955      | 236                    | 445                   | 1,434                  | 1,790              | 376                    |
| Income tax expense (FTE basis)                                    | 2,342                     | 1,726      | 21                     | 1,223                 | 476                    | 622                | 195                    |
| Net income (loss)                                                 | \$ 1,563                  | \$ 1,229   | \$ 215                 | \$ (778)              | \$ 958                 | \$ 1,168           | \$ 181                 |
| Return on average allocated capital <sup>(2, 3)</sup>             | 5.24 %                    | —          | 2.87 %                 | n/m                   | 12.84 %                | 15.82 %            | —                      |
| Return on average economic capital <sup>(2, 3)</sup>              | —                         | 8.95 %     | —                      | —                     | —                      | —                  | 5.12 %                 |
| Efficiency ratio (FTE basis)                                      | 74.81                     | 79.08      | 90.63                  | 85.45 %               | 66.15                  | 63.12              | 86.97                  |
| <b>Balance Sheet</b>                                              |                           |            |                        |                       |                        |                    |                        |
| <b>Average</b>                                                    |                           |            |                        |                       |                        |                    |                        |
| Total trading-related assets <sup>(4)</sup>                       | \$ 468,934                | \$ 466,045 | \$ 438,909             | \$ 442,597            | \$ 490,972             | \$ 504,266         | \$ 493,188             |
| Total earning assets <sup>(4)</sup>                               | 481,482                   | 461,487    | 458,988                | 458,657               | 499,396                | 509,694            | 493,901                |
| Total assets                                                      | 632,804                   | 606,249    | 603,110                | 602,632               | 656,258                | 670,284            | 645,808                |
| Allocated capital <sup>(2, 3)</sup>                               | 30,000                    | —          | 30,000                 | 30,000                | 30,000                 | 30,000             | —                      |
| Economic capital <sup>(2, 3)</sup>                                | —                         | 13,824     | —                      | —                     | —                      | —                  | 14,184                 |
| <b>Period end</b>                                                 |                           |            |                        |                       |                        |                    |                        |
| Total trading-related assets <sup>(4)</sup>                       | \$ 411,080                | \$ 465,836 | \$ 411,080             | \$ 438,137            | \$ 446,505             | \$ 467,826         | \$ 465,836             |
| Total earning assets <sup>(4)</sup>                               | 432,821                   | 486,470    | 432,821                | 464,613               | 465,166                | 480,039            | 486,470                |
| Total assets                                                      | 575,709                   | 632,263    | 575,709                | 601,139               | 608,907                | 626,797            | 632,263                |
| <b>Trading-related assets (average)</b>                           |                           |            |                        |                       |                        |                    |                        |
| Trading account securities                                        | \$ 215,885                | \$ 197,618 | \$ 209,734             | \$ 193,108            | \$ 225,796             | \$ 235,437         | \$ 220,434             |
| Reverse repurchases                                               | 137,670                   | 162,348    | 114,417                | 128,426               | 150,568                | 157,847            | 166,399                |
| Securities borrowed                                               | 65,532                    | 51,188     | 67,862                 | 73,820                | 62,813                 | 57,425             | 52,391                 |
| Derivative assets                                                 | 49,847                    | 54,891     | 46,896                 | 47,243                | 51,795                 | 53,557             | 53,964                 |
| Total trading-related assets <sup>(4)</sup>                       | \$ 468,934                | \$ 466,045 | \$ 438,909             | \$ 442,597            | \$ 490,972             | \$ 504,266         | \$ 493,188             |

<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.

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.

<sup>(3)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

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

n/m = not meaningful

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

# Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators

(Dollars in millions)

(Dollars in millions)

|                                                                                      | Year Ended<br>December 31 |                  |                        |                       |                        |                    |                        |  |
|--------------------------------------------------------------------------------------|---------------------------|------------------|------------------------|-----------------------|------------------------|--------------------|------------------------|--|
|                                                                                      | 2013                      | 2012             | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |  |
| <b>Sales and trading revenue<sup>(1)</sup></b>                                       |                           |                  |                        |                       |                        |                    |                        |  |
| Fixed income, currency and commodities                                               | \$ 8,882                  | \$ 8,812         | \$ 1,887               | \$ 1,767              | \$ 2,292               | \$ 2,936           | \$ 1,551               |  |
| Equities                                                                             | 4,200                     | 3,014            | 897                    | 945                   | 1,199                  | 1,159              | 674                    |  |
| <b>Total sales and trading revenue</b>                                               | <b>\$ 13,082</b>          | <b>\$ 11,826</b> | <b>\$ 2,784</b>        | <b>\$ 2,712</b>       | <b>\$ 3,491</b>        | <b>\$ 4,095</b>    | <b>\$ 2,225</b>        |  |
| <b>Sales and trading revenue, excluding debit valuation adjustment<sup>(2)</sup></b> |                           |                  |                        |                       |                        |                    |                        |  |
| Fixed income, currency and commodities                                               | \$ 9,373                  | \$ 11,007        | \$ 2,080               | \$ 2,033              | \$ 2,259               | \$ 3,001           | \$ 1,788               |  |
| Equities                                                                             | 4,217                     | 3,267            | 904                    | 970                   | 1,194                  | 1,149              | 713                    |  |
| <b>Total sales and trading revenue, excluding debit valuation adjustment</b>         | <b>\$ 13,590</b>          | <b>\$ 14,274</b> | <b>\$ 2,984</b>        | <b>\$ 3,003</b>       | <b>\$ 3,453</b>        | <b>\$ 4,150</b>    | <b>\$ 2,501</b>        |  |
| <b>Sales and trading revenue breakdown</b>                                           |                           |                  |                        |                       |                        |                    |                        |  |
| Net interest income                                                                  | \$ 3,907                  | \$ 3,308         | \$ 1,059               | \$ 898                | \$ 930                 | \$ 1,020           | \$ 1,014               |  |
| Commissions                                                                          | 2,046                     | 1,820            | 489                    | 480                   | 549                    | 528                | 430                    |  |
| Trading                                                                              | 6,734                     | 5,706            | 795                    | 1,201                 | 1,848                  | 2,890              | 725                    |  |
| Other                                                                                | 395                       | 992              | 441                    | 133                   | 164                    | (343)              | 56                     |  |
| <b>Total sales and trading revenue</b>                                               | <b>\$ 13,082</b>          | <b>\$ 11,826</b> | <b>\$ 2,784</b>        | <b>\$ 2,712</b>       | <b>\$ 3,491</b>        | <b>\$ 4,095</b>    | <b>\$ 2,225</b>        |  |

<sup>(1)</sup> Includes *Global Banking* sales and trading revenue of \$385 million and \$522 million for the years ended December 31, 2013 and 2012, \$66 million, \$109 million, \$142 million and \$68 million for the fourth, third, second and first quarters of 2013, respectively, and \$49 million for the fourth quarter of 2012.

<sup>(2)</sup> 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 \$491 million and \$2.2 billion for the years ended December 31, 2013 and 2012, losses of \$193 million, losses of \$266 million, gains of \$33 million and losses of \$65 million for the fourth, third, second and first quarters of 2013, respectively, and losses of \$237 million for the fourth quarter of 2012. Net debit valuation adjustment losses included in equities revenue were \$17 million and \$253 million for the years ended December 31, 2013 and 2012, losses of \$7 million, losses of \$25 million, gains of \$5 million and gains of \$10 million for the fourth, third, second and first quarters of 2013, respectively, and losses of \$39 million for the fourth quarter of 2012.

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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**Bank of America Corporation and Subsidiaries**  
**Global Wealth & Investment Management Segment Results**

(Dollars in millions)

|                                                       | Year Ended<br>December 31 |            | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|-------------------------------------------------------|---------------------------|------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                       | 2013                      | 2012       |                        |                       |                        |                    |                        |
| Net interest income (FTE basis)                       | \$ 6,064                  | \$ 5,827   | \$ 1,485               | \$ 1,478              | \$ 1,505               | \$ 1,596           | \$ 1,489               |
| Noninterest income:                                   |                           |            |                        |                       |                        |                    |                        |
| Investment and brokerage services                     | 9,709                     | 8,849      | 2,524                  | 2,413                 | 2,441                  | 2,331              | 2,272                  |
| All other income                                      | 2,017                     | 1,842      | 471                    | 499                   | 553                    | 494                | 432                    |
| Total noninterest income                              | 11,726                    | 10,691     | 2,995                  | 2,912                 | 2,994                  | 2,825              | 2,704                  |
| Total revenue, net of interest expense (FTE basis)    | 17,790                    | 16,518     | 4,480                  | 4,390                 | 4,499                  | 4,421              | 4,193                  |
| Provision for credit losses                           | 56                        | 266        | 26                     | 23                    | (15)                   | 22                 | 112                    |
| Noninterest expense                                   | 13,038                    | 12,721     | 3,264                  | 3,249                 | 3,272                  | 3,253              | 3,196                  |
| Income before income taxes                            | 4,696                     | 3,531      | 1,190                  | 1,118                 | 1,242                  | 1,146              | 885                    |
| Income tax expense (FTE basis)                        | 1,722                     | 1,286      | 413                    | 399                   | 484                    | 426                | 309                    |
| Net income                                            | \$ 2,974                  | \$ 2,245   | \$ 777                 | \$ 719                | \$ 758                 | \$ 720             | \$ 576                 |
| Net interest yield (FTE basis)                        | 2.41 %                    | 2.35 %     | 2.37 %                 | 2.35 %                | 2.47 %                 | 2.46 %             | 2.30 %                 |
| Return on average allocated capital <sup>(1, 2)</sup> | 29.90                     | —          | 30.97                  | 28.68                 | 30.57                  | 29.38              | —                      |
| Return on average economic capital <sup>(1, 2)</sup>  | —                         | 30.80      | —                      | —                     | —                      | —                  | 28.36                  |
| Efficiency ratio (FTE basis)                          | 73.29                     | 77.02      | 72.87                  | 74.00                 | 72.72                  | 73.58              | 76.24                  |
| <b>Balance sheet</b>                                  |                           |            |                        |                       |                        |                    |                        |
| <b>Average</b>                                        |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                                | \$ 111,023                | \$ 100,456 | \$ 115,546             | \$ 112,752            | \$ 109,589             | \$ 106,082         | \$ 103,785             |
| Total earning assets <sup>(3)</sup>                   | 251,394                   | 248,475    | 248,156                | 249,203               | 244,859                | 263,551            | 257,399                |
| Total assets <sup>(3)</sup>                           | 270,788                   | 268,475    | 268,683                | 268,611               | 263,735                | 282,298            | 276,408                |
| Total deposits                                        | 242,161                   | 242,384    | 240,395                | 239,663               | 235,344                | 253,413            | 249,658                |
| Allocated capital <sup>(1, 2)</sup>                   | 10,000                    | —          | 10,000                 | 10,000                | 10,000                 | 10,000             | —                      |
| Economic capital <sup>(1, 2)</sup>                    | —                         | 7,359      | —                      | —                     | —                      | —                  | 8,149                  |
| <b>Period end</b>                                     |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                                | \$ 115,846                | \$ 105,928 | \$ 115,846             | \$ 114,175            | \$ 111,785             | \$ 107,048         | \$ 105,928             |
| Total earning assets <sup>(3)</sup>                   | 254,031                   | 277,121    | 254,031                | 250,677               | 244,340                | 248,939            | 277,121                |
| Total assets <sup>(3)</sup>                           | 274,112                   | 297,326    | 274,112                | 270,484               | 263,867                | 268,263            | 297,326                |
| Total deposits                                        | 244,901                   | 266,188    | 244,901                | 241,553               | 235,012                | 239,853            | 266,188                |

<sup>(1)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

<sup>(2)</sup> 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 Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

<sup>(3)</sup> Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

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

**Bank of America Corporation and Subsidiaries**  
**Global Wealth & Investment Management Key Indicators**

(Dollars in millions, except as noted)

|                                                               | Year Ended<br>December 31 |                     | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013  | Fourth Quarter<br>2012 |
|---------------------------------------------------------------|---------------------------|---------------------|------------------------|-----------------------|------------------------|---------------------|------------------------|
|                                                               | 2013                      | 2012                |                        |                       |                        |                     |                        |
| <b>Revenues</b>                                               |                           |                     |                        |                       |                        |                     |                        |
| Merrill Lynch Global Wealth Management                        | \$ 14,771                 | \$ 13,735           | \$ 3,703               | \$ 3,646              | \$ 3,742               | \$ 3,680            | \$ 3,500               |
| U.S. Trust                                                    | 2,953                     | 2,709               | 762                    | 730                   | 740                    | 721                 | 690                    |
| Other <sup>(1)</sup>                                          | 66                        | 74                  | 15                     | 14                    | 17                     | 20                  | 3                      |
| Total revenues                                                | <u>\$ 17,790</u>          | <u>\$ 16,518</u>    | <u>\$ 4,480</u>        | <u>\$ 4,390</u>       | <u>\$ 4,499</u>        | <u>\$ 4,421</u>     | <u>\$ 4,193</u>        |
| <b>Client Balances</b>                                        |                           |                     |                        |                       |                        |                     |                        |
| <b>Client Balances by Business</b>                            |                           |                     |                        |                       |                        |                     |                        |
| Merrill Lynch Global Wealth Management                        | \$ 1,916,803              | \$ 1,743,459        | \$ 1,916,803           | \$ 1,853,980          | \$ 1,800,151           | \$ 1,812,412        | \$ 1,743,459           |
| U.S. Trust                                                    | 376,487                   | 341,292             | 376,487                | 362,791               | 351,119                | 354,721             | 341,292                |
| Other <sup>(1)</sup>                                          | 73,148                    | 66,874              | 73,148                 | 66,665                | 63,781                 | 64,603              | 66,874                 |
| <b>Client Balances by Type</b>                                |                           |                     |                        |                       |                        |                     |                        |
| Assets under management                                       | \$ 821,449                | \$ 698,095          | \$ 821,449             | \$ 779,614            | \$ 743,613             | \$ 745,260          | \$ 698,095             |
| Brokerage Assets                                              | 1,045,122                 | 960,351             | 1,045,122              | 1,013,688             | 992,664                | 1,009,507           | 960,351                |
| Assets in custody                                             | 136,190                   | 117,686             | 136,190                | 131,386               | 128,854                | 127,013             | 117,686                |
| Deposits                                                      | 244,901                   | 266,188             | 244,901                | 241,553               | 235,012                | 239,853             | 266,188                |
| Loans and leases <sup>(2)</sup>                               | 118,776                   | 109,305             | 118,776                | 117,195               | 114,908                | 110,103             | 109,305                |
| Total client balances                                         | <u>\$ 2,366,438</u>       | <u>\$ 2,151,625</u> | <u>\$ 2,366,438</u>    | <u>\$ 2,283,436</u>   | <u>\$ 2,215,051</u>    | <u>\$ 2,231,736</u> | <u>\$ 2,151,625</u>    |
| <b>Assets Under Management Flows</b>                          |                           |                     |                        |                       |                        |                     |                        |
| Liquidity assets under management <sup>(3)</sup>              | \$ 6,502                  | \$ 618              | \$ 6,492               | \$ 2,932              | \$ (695)               | \$ (2,227)          | \$ 2,545               |
| Long-term assets under management <sup>(4)</sup>              | 47,819                    | 26,390              | 9,425                  | 10,341                | 7,692                  | 20,361              | 9,120                  |
| Total assets under management flows                           | <u>\$ 54,321</u>          | <u>\$ 27,008</u>    | <u>\$ 15,917</u>       | <u>\$ 13,273</u>      | <u>\$ 6,997</u>        | <u>\$ 18,134</u>    | <u>\$ 11,665</u>       |
| <b>Associates <sup>(5)</sup></b>                              |                           |                     |                        |                       |                        |                     |                        |
| Number of Financial Advisors                                  | 15,316                    | 16,411              | 15,316                 | 15,624                | 15,759                 | 16,065              | 16,411                 |
| Total Wealth Advisors                                         | 16,517                    | 17,640              | 16,517                 | 16,846                | 16,989                 | 17,293              | 17,640                 |
| Total Client Facing Professionals                             | 19,229                    | 20,386              | 19,229                 | 19,534                | 19,689                 | 20,018              | 20,386                 |
| <b>Merrill Lynch Global Wealth Management Metrics</b>         |                           |                     |                        |                       |                        |                     |                        |
| Financial Advisory Productivity <sup>(6)</sup> (in thousands) | \$ 1,005                  | \$ 902              | \$ 1,039               | \$ 1,000              | \$ 1,012               | \$ 971              | \$ 927                 |
| <b>U.S. Trust Metrics</b>                                     |                           |                     |                        |                       |                        |                     |                        |
| Client Facing Professionals                                   | 2,103                     | 2,077               | 2,103                  | 2,090                 | 2,084                  | 2,090               | 2,077                  |

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

<sup>(2)</sup> Includes margin receivables which are classified in customer and other receivables on the Corporation's Consolidated Balance Sheet.

<sup>(3)</sup> Defined as assets under advisory and discretion o*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.

<sup>(4)</sup> Defined as assets under advisory and discretion o*GWIM* in which the duration of the investment strategy is longer than one year.

<sup>(5)</sup> Includes Financial Advisors in the *Consumer & Business Banking* segment of 1,545, 1,585, 1,587, 1,591 and 1,496 at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

<sup>(6)</sup> 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 the *Consumer & Business Banking* segment). Total revenue excludes corporate allocation of net interest income related to certain ALM activities.

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

# Bank of America Corporation and Subsidiaries

## All Other Results <sup>(1)</sup>

(Dollars in millions)

|                                                    | Year Ended<br>December 31 |            | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|----------------------------------------------------|---------------------------|------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
|                                                    | 2013                      | 2012       |                        |                       |                        |                    |                        |
| Net interest income (FTE basis)                    | \$ 966                    | \$ 1,140   | \$ 408                 | \$ 36                 | \$ 268                 | \$ 254             | \$ 255                 |
| Noninterest income:                                |                           |            |                        |                       |                        |                    |                        |
| Card income                                        | 328                       | 360        | 83                     | 79                    | 81                     | 85                 | 96                     |
| Equity investment income                           | 2,610                     | 1,135      | 392                    | 1,122                 | 576                    | 520                | 569                    |
| Gains on sales of debt securities                  | 1,230                     | 1,510      | 364                    | 347                   | 452                    | 67                 | 117                    |
| All other loss                                     | (3,245)                   | (4,927)    | (1,164)                | (716)                 | (803)                  | (562)              | (1,186)                |
| Total noninterest income (loss)                    | 923                       | (1,922)    | (325)                  | 832                   | 306                    | 110                | (404)                  |
| Total revenue, net of interest expense (FTE basis) | 1,889                     | (782)      | 83                     | 868                   | 574                    | 364                | (149)                  |
| Provision for credit losses                        | (666)                     | 2,621      | (188)                  | (549)                 | (179)                  | 250                | 450                    |
| Noninterest expense                                | 4,241                     | 6,273      | 996                    | 930                   | 547                    | 1,768              | 1,003                  |
| Income (loss) before income taxes                  | (1,686)                   | (9,676)    | (725)                  | 487                   | 206                    | (1,654)            | (1,602)                |
| Income tax benefit (FTE basis)                     | (2,173)                   | (5,939)    | (999)                  | (156)                 | (340)                  | (678)              | (2,443)                |
| Net income (loss)                                  | \$ 487                    | \$ (3,737) | \$ 274                 | \$ 643                | \$ 546                 | \$ (976)           | \$ 841                 |
| <b>Balance Sheet</b>                               |                           |            |                        |                       |                        |                    |                        |
| <b>Average</b>                                     |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                             | \$ 235,454                | \$ 259,241 | \$ 226,049             | \$ 232,538            | \$ 238,910             | \$ 244,557         | \$ 247,128             |
| Total assets <sup>(2)</sup>                        | 215,183                   | 315,735    | 178,929                | 203,044               | 230,667                | 248,996            | 279,367                |
| Total deposits                                     | 34,617                    | 43,087     | 34,030                 | 35,126                | 33,774                 | 35,549             | 36,939                 |
| <b>Period end</b>                                  |                           |            |                        |                       |                        |                    |                        |
| Total loans and leases                             | \$ 220,694                | \$ 241,981 | \$ 220,694             | \$ 229,550            | \$ 234,047             | \$ 241,406         | \$ 241,981             |
| Total assets <sup>(3)</sup>                        | 166,881                   | 262,800    | 166,881                | 177,869               | 204,118                | 235,435            | 262,800                |
| Total deposits                                     | 27,702                    | 36,061     | 27,702                 | 30,705                | 34,597                 | 35,759             | 36,061                 |

<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. The results of certain ALM activities are allocated to our business segments. Equity investments include Global Principal Investments and certain other investments. Additionally, All Other includes certain residential mortgage loans that are managed by Legacy Assets & Servicing.

<sup>(2)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$39.5 billion and \$504.2 billion for the years ended December 31, 2013 and 2012; \$564.6 billion, \$541.0 billion, \$525.1 billion and \$526.8 billion for the fourth, third, second and first quarters of 2013, respectively, and \$526.2 billion for the fourth quarter of 2012.

<sup>(3)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$70.3 billion, \$558.0 billion, \$529.5 billion, \$537.7 billion and \$537.6 billion at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

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

## Bank of America Corporation and Subsidiaries

### Equity Investments

(Dollars in millions)

|                                    | Global Principal Investments Exposures |                         |          |                      | Equity Investment Income (Loss) |               |  |
|------------------------------------|----------------------------------------|-------------------------|----------|----------------------|---------------------------------|---------------|--|
|                                    | December 31, 2013                      |                         |          | September 30<br>2013 | December 31, 2013               |               |  |
|                                    | Book<br>Value                          | Unfunded<br>Commitments | Total    | Total                | Three Months<br>Ended           | Year<br>Ended |  |
|                                    |                                        |                         |          |                      |                                 |               |  |
| Global Principal Investments       |                                        |                         |          |                      |                                 |               |  |
| Private Equity Investments         | \$ 20                                  | \$ —                    | \$ 20    | \$ 352               | \$ 6                            | \$ 190        |  |
| Global Real Estate                 | 296                                    | 31                      | 327      | 330                  | 51                              | (2)           |  |
| Global Strategic Capital           | 759                                    | 96                      | 855      | 864                  | 1                               | 6             |  |
| Legacy/Other Investments           | 529                                    | —                       | 529      | 541                  | 42                              | 184           |  |
| Total Global Principal Investments | \$ 1,604                               | \$ 127                  | \$ 1,731 | \$ 2,087             | \$ 100                          | \$ 378        |  |

### Components of Equity Investment Income

(Dollars in millions)

|                                                                  | Year Ended<br>December 31 |                 | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|------------------------------------------------------------------|---------------------------|-----------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                  | 2013                      | 2012            |                           |                          |                           |                          |                           |
| Global Principal Investments                                     | \$ 378                    | \$ 589          | \$ 100                    | \$ 122                   | \$ 52                     | \$ 104                   | \$ 167                    |
| Strategic and other investments                                  | 2,232                     | 546             | 292                       | 1,000                    | 524                       | 416                      | 402                       |
| Total equity investment income included in <i>All Other</i>      | 2,610                     | 1,135           | 392                       | 1,122                    | 576                       | 520                      | 569                       |
| Total equity investment income included in the business segments | 291                       | 935             | 82                        | 62                       | 104                       | 43                       | 130                       |
| <b>Total consolidated equity investment income</b>               | <b>\$ 2,901</b>           | <b>\$ 2,070</b> | <b>\$ 474</b>             | <b>\$ 1,184</b>          | <b>\$ 680</b>             | <b>\$ 563</b>            | <b>\$ 699</b>             |

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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## Bank of America Corporation and Subsidiaries

### Outstanding Loans and Leases

(Dollars in millions)

|                                                                                | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 |
|--------------------------------------------------------------------------------|---------------------|----------------------|---------------------|
| <b>Consumer</b>                                                                |                     |                      |                     |
| Residential mortgage <sup>(1)</sup>                                            | \$ 248,066          | \$ 253,496           | \$ 252,929          |
| Home equity                                                                    | 93,672              | 96,653               | 108,140             |
| U.S. credit card                                                               | 92,338              | 90,280               | 94,835              |
| Non-U.S. credit card                                                           | 11,541              | 11,083               | 11,697              |
| Direct/Indirect consumer <sup>(2)</sup>                                        | 82,192              | 84,035               | 83,205              |
| Other consumer <sup>(3)</sup>                                                  | 1,977               | 1,913                | 1,628               |
| Total consumer loans excluding loans accounted for under the fair value option | 529,786             | 537,460              | 552,434             |
| Consumer loans accounted for under the fair value option <sup>(4)</sup>        | 2,164               | 2,186                | 1,005               |
| <b>Total consumer</b>                                                          | <b>531,950</b>      | <b>539,646</b>       | <b>553,439</b>      |
| <b>Commercial</b>                                                              |                     |                      |                     |
| U.S. commercial <sup>(5)</sup>                                                 | 225,851             | 224,262              | 209,719             |
| Commercial real estate <sup>(6)</sup>                                          | 47,893              | 44,940               | 38,637              |
| Commercial lease financing                                                     | 25,199              | 24,589               | 23,843              |
| Non-U.S. commercial                                                            | 89,462              | 92,945               | 74,184              |
| Total commercial loans excluding loans accounted for under the option          | 388,405             | 386,736              | 346,383             |
| Commercial loans accounted for under the fair value option <sup>(4)</sup>      | 7,878               | 8,010                | 7,997               |
| <b>Total commercial</b>                                                        | <b>396,283</b>      | <b>394,746</b>       | <b>354,380</b>      |
| <b>Total loans and leases</b>                                                  | <b>\$ 928,233</b>   | <b>\$ 934,392</b>    | <b>\$ 907,819</b>   |

<sup>(1)</sup> Includes pay option loans of \$4.4 billion, \$5.2 billion and \$6.7 billion and non-U.S. residential mortgage loans of \$0, \$87 million and \$93 million at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. The Corporation no longer originates pay option loans.

<sup>(2)</sup> Includes dealer financial services loans of \$38.5 billion, \$39.5 billion and \$35.9 billion, consumer lending loans of \$2.7 billion, \$3.1 billion and \$4.7 billion, U.S. securities-based lending loans of \$31.2 billion, \$30.4 billion and \$28.3 billion, non-U.S. consumer loans of \$4.7 billion, \$5.7 billion and \$8.3 billion, student loans of \$4.1 billion, \$4.3 billion and \$4.8 billion and other consumer loans of \$1.0 billion, \$1.0 billion and \$1.2 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(3)</sup> Includes consumer finance loans of \$1.2 billion, \$1.2 billion and \$1.4 billion, consumer leases of \$606 million, \$492 million, and \$34 million, consumer overdrafts of \$176 million, \$175 million and \$177 million and other non-U.S. consumer loans of \$5 million, \$5 million and \$5 million at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(4)</sup> Consumer loans accounted for under the fair value option were residential mortgage loans of \$2.0 billion, \$2.2 billion and \$1.0 billion and home equity loans of \$147 million, \$0 and \$0 at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of \$1.5 billion, \$1.8 billion and \$2.3 billion and non-U.S. commercial loans of \$6.4 billion, \$6.2 billion and \$5.7 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(5)</sup> Includes U.S. small business commercial loans, including card-related products, of \$13.3 billion, \$13.1 billion and \$12.6 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(6)</sup> Includes U.S. commercial real estate loans of \$46.3 billion, \$43.5 billion and \$37.2 billion and non-U.S. commercial real estate loans of \$1.6 billion, \$1.4 billion and \$1.5 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

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.

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Bank of America Corporation and Subsidiaries

Quarterly Average Loans and Leases by Business Segment

(Dollars in millions)

| Fourth Quarter 2013           |                   |                             |                               |                   |                  |                   |                   |
|-------------------------------|-------------------|-----------------------------|-------------------------------|-------------------|------------------|-------------------|-------------------|
|                               | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking    | Global Markets   | GWIM              | All Other         |
| <b>Consumer</b>               |                   |                             |                               |                   |                  |                   |                   |
| Residential mortgage          | \$ 253,974        | \$ 678                      | \$ 4,262                      | \$ —              | \$ 56            | \$ 47,407         | \$ 201,571        |
| Home equity                   | 95,388            | 145                         | 85,274                        | —                 | 144              | 8,364             | 1,461             |
| U.S. credit card              | 90,057            | 86,746                      | —                             | —                 | —                | 3,311             | —                 |
| Non-U.S. credit card          | 11,171            | —                           | —                             | —                 | —                | —                 | 11,171            |
| Direct/Indirect consumer      | 82,990            | 42,002                      | 45                            | 1                 | 37               | 35,094            | 5,811             |
| Other consumer                | 1,929             | 707                         | —                             | 2                 | —                | 4                 | 1,216             |
| <b>Total consumer</b>         | <b>535,509</b>    | <b>130,278</b>              | <b>89,581</b>                 | <b>3</b>          | <b>237</b>       | <b>94,180</b>     | <b>221,230</b>    |
| <b>Commercial</b>             |                   |                             |                               |                   |                  |                   |                   |
| U.S. commercial               | 225,596           | 32,134                      | 106                           | 132,249           | 35,430           | 19,624            | 6,053             |
| Commercial real estate        | 46,341            | 732                         | —                             | 42,622            | 1,075            | 1,587             | 325               |
| Commercial lease financing    | 24,468            | —                           | —                             | 25,115            | 929              | 4                 | (1,580)           |
| Non-U.S. commercial           | 97,863            | 8                           | —                             | 68,860            | 28,823           | 151               | 21                |
| <b>Total commercial</b>       | <b>394,268</b>    | <b>32,874</b>               | <b>106</b>                    | <b>268,846</b>    | <b>66,257</b>    | <b>21,366</b>     | <b>4,819</b>      |
| <b>Total loans and leases</b> | <b>\$ 929,777</b> | <b>\$ 163,152</b>           | <b>\$ 89,687</b>              | <b>\$ 268,849</b> | <b>\$ 66,494</b> | <b>\$ 115,546</b> | <b>\$ 226,049</b> |
| Third Quarter 2013            |                   |                             |                               |                   |                  |                   |                   |
|                               | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking    | Global Markets   | GWIM              | All Other         |
| <b>Consumer</b>               |                   |                             |                               |                   |                  |                   |                   |
| Residential mortgage          | \$ 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                         | —                             | —                 | —                | 5                 | 1,265             |
| <b>Total consumer</b>         | <b>540,747</b>    | <b>133,121</b>              | <b>88,324</b>                 | <b>3</b>          | <b>228</b>       | <b>91,613</b>     | <b>227,458</b>    |
| <b>Commercial</b>             |                   |                             |                               |                   |                  |                   |                   |
| U.S. commercial               | 221,542           | 31,356                      | 82                            | 128,602           | 35,771           | 19,464            | 6,267             |
| Commercial real estate        | 43,164            | 1,218                       | —                             | 39,172            | 887              | 1,488             | 399               |
| Commercial lease financing    | 23,869            | —                           | —                             | 24,853            | 636              | 4                 | (1,624)           |
| Non-U.S. commercial           | 94,656            | 12                          | —                             | 67,455            | 26,968           | 183               | 38                |
| <b>Total commercial</b>       | <b>383,231</b>    | <b>32,586</b>               | <b>82</b>                     | <b>260,082</b>    | <b>64,262</b>    | <b>21,139</b>     | <b>5,080</b>      |
| <b>Total loans and leases</b> | <b>\$ 923,978</b> | <b>\$ 165,707</b>           | <b>\$ 88,406</b>              | <b>\$ 260,085</b> | <b>\$ 64,490</b> | <b>\$ 112,752</b> | <b>\$ 232,538</b> |
| Fourth Quarter 2012           |                   |                             |                               |                   |                  |                   |                   |
|                               | Total Corporation | Consumer & Business Banking | Consumer Real Estate Services | Global Banking    | Global Markets   | GWIM              | All Other         |
| <b>Consumer</b>               |                   |                             |                               |                   |                  |                   |                   |
| Residential mortgage          | \$ 256,564        | \$ 426                      | \$ 1,113                      | \$ —              | \$ 93            | \$ 40,205         | \$ 214,727        |
| Home equity                   | 110,270           | 146                         | 95,343                        | —                 | 84               | 13,164            | 1,533             |
| U.S. credit card              | 92,849            | 92,849                      | —                             | —                 | —                | —                 | —                 |
| Non-U.S. credit card          | 13,081            | —                           | —                             | —                 | —                | —                 | 13,081            |
| Direct/Indirect consumer      | 82,583            | 41,096                      | 75                            | 4                 | 23               | 31,225            | 10,160            |
| Other consumer                | 1,602             | 152                         | —                             | 4                 | —                | 7                 | 1,439             |
| <b>Total consumer</b>         | <b>556,949</b>    | <b>134,669</b>              | <b>96,531</b>                 | <b>8</b>          | <b>200</b>       | <b>84,601</b>     | <b>240,940</b>    |
| <b>Commercial</b>             |                   |                             |                               |                   |                  |                   |                   |
| U.S. commercial               | 209,496           | 30,202                      | 73                            | 121,535           | 32,898           | 17,691            | 7,097             |
| Commercial real estate        | 38,192            | 2,330                       | 1                             | 33,404            | 341              | 1,427             | 689               |
| Commercial lease financing    | 22,839            | —                           | —                             | 24,057            | 458              | 4                 | (1,680)           |
| Non-U.S. commercial           | 65,690            | 18                          | —                             | 53,392            | 12,136           | 62                | 82                |
| <b>Total commercial</b>       | <b>336,217</b>    | <b>32,550</b>               | <b>74</b>                     | <b>232,388</b>    | <b>45,833</b>    | <b>19,184</b>     | <b>6,188</b>      |
| <b>Total loans and leases</b> | <b>\$ 893,166</b> | <b>\$ 167,219</b>           | <b>\$ 96,605</b>              | <b>\$ 232,396</b> | <b>\$ 46,033</b> | <b>\$ 103,785</b> | <b>\$ 247,128</b> |



**Bank of America Corporation and Subsidiaries**  
**Commercial Credit Exposure by Industry** <sup>(1, 2, 3)</sup>

(Dollars in millions)

|                                                                             | Commercial Utilized |                      |                     | Total Commercial Committed |                      |                     |
|-----------------------------------------------------------------------------|---------------------|----------------------|---------------------|----------------------------|----------------------|---------------------|
|                                                                             | December 31<br>2013 | September 30<br>2013 | December 31<br>2012 | December 31<br>2013        | September 30<br>2013 | December 31<br>2012 |
| Diversified financials                                                      | \$ 78,423           | \$ 80,219            | \$ 66,102           | \$ 121,075                 | \$ 122,314           | \$ 99,574           |
| Real estate <sup>(4)</sup>                                                  | 54,336              | 51,529               | 47,479              | 76,418                     | 72,271               | 65,639              |
| Retailing                                                                   | 32,859              | 32,593               | 28,065              | 54,616                     | 54,516               | 47,719              |
| Capital goods                                                               | 28,016              | 27,053               | 25,071              | 52,849                     | 51,637               | 49,196              |
| Healthcare equipment and services                                           | 30,828              | 31,560               | 29,396              | 49,063                     | 49,221               | 45,488              |
| Government and public education                                             | 40,253              | 39,672               | 41,441              | 48,322                     | 48,031               | 50,277              |
| Banking                                                                     | 39,649              | 43,350               | 39,829              | 45,095                     | 49,920               | 44,822              |
| Materials                                                                   | 22,384              | 22,607               | 21,809              | 42,699                     | 43,638               | 40,493              |
| Energy                                                                      | 19,739              | 21,212               | 17,661              | 41,156                     | 43,241               | 38,441              |
| Consumer services                                                           | 21,080              | 21,647               | 23,093              | 34,217                     | 35,378               | 36,367              |
| Commercial services and supplies                                            | 19,770              | 19,249               | 19,020              | 32,007                     | 31,312               | 30,257              |
| Food, beverage and tobacco                                                  | 14,437              | 14,185               | 14,738              | 30,541                     | 31,390               | 37,344              |
| Utilities                                                                   | 9,253               | 9,799                | 8,403               | 25,243                     | 25,068               | 23,425              |
| Media                                                                       | 13,070              | 12,897               | 13,091              | 22,655                     | 22,194               | 21,705              |
| Transportation                                                              | 15,280              | 15,951               | 13,791              | 22,595                     | 23,159               | 20,255              |
| Individuals and trusts                                                      | 14,864              | 14,699               | 13,916              | 18,681                     | 18,209               | 17,801              |
| Software and services                                                       | 6,814               | 7,543                | 5,549               | 14,172                     | 14,312               | 12,125              |
| Pharmaceuticals and biotechnology                                           | 6,455               | 7,303                | 3,846               | 13,986                     | 14,818               | 11,401              |
| Technology hardware and equipment                                           | 6,166               | 5,462                | 5,111               | 12,733                     | 11,516               | 11,101              |
| Insurance, including monolines                                              | 5,926               | 5,875                | 8,491               | 12,203                     | 12,165               | 14,117              |
| Telecommunication services                                                  | 4,541               | 4,543                | 4,008               | 11,423                     | 14,244               | 10,276              |
| Consumer durables and apparel                                               | 5,427               | 5,103                | 4,246               | 9,757                      | 9,479                | 8,438               |
| Automobiles and components                                                  | 3,165               | 3,258                | 3,312               | 8,424                      | 8,390                | 7,675               |
| Food and staples retailing                                                  | 3,950               | 3,884                | 3,528               | 7,909                      | 7,928                | 6,838               |
| Religious and social organizations                                          | 5,452               | 5,492                | 6,850               | 7,677                      | 7,677                | 9,107               |
| Other                                                                       | 5,357               | 5,331                | 3,881               | 8,309                      | 8,166                | 7,124               |
| <b>Total commercial credit exposure by industry</b>                         | <b>\$ 507,494</b>   | <b>\$ 512,016</b>    | <b>\$ 471,727</b>   | <b>\$ 823,825</b>          | <b>\$ 830,194</b>    | <b>\$ 767,005</b>   |
| Net credit default protection purchased on total commitments <sup>(5)</sup> |                     |                      |                     | \$ (8,085)                 | \$ (11,204)          | \$ (14,657)         |

(1) 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, \$47.3 billion and \$58.1 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. Not reflected in utilized and committed exposure is additional derivative collateral held of \$17.1 billion, \$18.6 billion and \$18.7 billion which consists primarily of other marketable securities at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

(2) Total commercial utilized and total commercial committed exposure includes loans and letters of credit measured at fair value and are comprised of loans outstanding of \$7.9 billion, \$8.0 billion and \$8.0 billion and issued letters of credit at notional value of \$503 million, \$577 million and \$672 million at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. In addition, total commercial committed exposure includes unfunded loan commitments at notional value of \$12.5 billion, \$14.1 billion and \$17.6 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

(3) Includes U.S. small business commercial 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.

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.

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Bank of America Corporation and Subsidiaries

Net Credit Default Protection by Maturity Profile <sup>(1)</sup>

|                                                            | December 31<br>2013 | September 30<br>2013 |
|------------------------------------------------------------|---------------------|----------------------|
| Less than or equal to one year                             | 35%                 | 29%                  |
| Greater than one year and less than or equal to five years | 63                  | 69                   |
| Greater than five years                                    | 2                   | 2                    |
| <b>Total net credit default protection</b>                 | <b>100 %</b>        | 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 above.

Net Credit Default Protection by Credit Exposure Debt Rating <sup>(1)</sup>

(Dollars in millions)

| Ratings <sup>(2, 3)</sup>                  | December 31, 2013           |                  | September 30, 2013          |                  |
|--------------------------------------------|-----------------------------|------------------|-----------------------------|------------------|
|                                            | Net Notional <sup>(4)</sup> | Percent of Total | Net Notional <sup>(4)</sup> | Percent of Total |
| AAA                                        | \$ —                        | — %              | \$ (107)                    | 1.0%             |
| AA                                         | (7)                         | 0.1              | (231)                       | 2.1              |
| A                                          | (2,560)                     | 31.7             | (4,464)                     | 39.8             |
| BBB                                        | (3,880)                     | 48.0             | (4,565)                     | 40.7             |
| BB                                         | (1,137)                     | 14.1             | (1,125)                     | 10.0             |
| B                                          | (452)                       | 5.6              | (509)                       | 4.5              |
| CCC and below                              | (115)                       | 1.4              | (128)                       | 1.1              |
| NR <sup>(5)</sup>                          | 66                          | (0.9)            | (75)                        | 0.8              |
| <b>Total net credit default protection</b> | <b>\$ (8,085)</b>           | <b>100.0 %</b>   | <b>\$ (11,204)</b>          | <b>100.0%</b>    |

<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.

<sup>(2)</sup> Ratings are refreshed on a quarterly basis.

<sup>(3)</sup> Ratings of BBB- or higher are considered to meet the definition of investment grade.

<sup>(4)</sup> Represents net credit default protection (purchased) sold.

<sup>(5)</sup> NR is comprised of index positions held and any names that have not been rated.

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|                                                 | Funded Loans and<br>Loan Equivalents <sup>(1)</sup> | Unfunded Loan<br>Commitments | Net Counterparty<br>Exposure <sup>(2)</sup> | Securities/<br>Other<br>Investments <sup>(3)</sup> | Country Exposure at<br>December 31<br>2013 | Hedges and Credit<br>Default Protection <sup>(4)</sup> | Net Country<br>Exposure at<br>December 31 2013<br>(5) | Increase (Decrease)<br>from September 30<br>2013 |
|-------------------------------------------------|-----------------------------------------------------|------------------------------|---------------------------------------------|----------------------------------------------------|--------------------------------------------|--------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------|
| United Kingdom                                  | \$ 25,898                                           | \$ 12,046                    | \$ 5,259                                    | \$ 4,812                                           | \$ 48,015                                  | \$ (4,429)                                             | \$ 43,586                                             | \$ (1,337)                                       |
| Canada                                          | 6,075                                               | 6,942                        | 1,568                                       | 5,223                                              | 19,808                                     | (1,397)                                                | 18,411                                                | 225                                              |
| Brazil                                          | 8,591                                               | 698                          | 416                                         | 4,106                                              | 13,811                                     | (179)                                                  | 13,632                                                | 200                                              |
| China                                           | 10,712                                              | 587                          | 642                                         | 1,468                                              | 13,409                                     | (488)                                                  | 12,921                                                | 1,798                                            |
| Germany                                         | 6,262                                               | 4,973                        | 2,800                                       | 3,173                                              | 17,208                                     | (4,490)                                                | 12,718                                                | (342)                                            |
| India                                           | 6,256                                               | 643                          | 361                                         | 3,204                                              | 10,464                                     | (213)                                                  | 10,251                                                | (108)                                            |
| France                                          | 1,914                                               | 6,790                        | 976                                         | 5,228                                              | 14,908                                     | (4,745)                                                | 10,163                                                | (2,214)                                          |
| Japan                                           | 4,340                                               | 477                          | 1,827                                       | 2,854                                              | 9,498                                      | (1,383)                                                | 8,115                                                 | (510)                                            |
| Australia                                       | 4,374                                               | 2,136                        | 565                                         | 2,048                                              | 9,123                                      | (1,126)                                                | 7,997                                                 | (2,545)                                          |
| Netherlands                                     | 3,599                                               | 2,758                        | 555                                         | 2,496                                              | 9,408                                      | (1,773)                                                | 7,635                                                 | 1,720                                            |
| Russian Federation                              | 5,824                                               | 960                          | 230                                         | 621                                                | 7,635                                      | (913)                                                  | 6,722                                                 | 216                                              |
| South Korea                                     | 3,771                                               | 811                          | 566                                         | 2,236                                              | 7,384                                      | (949)                                                  | 6,435                                                 | (289)                                            |
| Switzerland                                     | 2,760                                               | 3,150                        | 625                                         | 629                                                | 7,164                                      | (1,618)                                                | 5,546                                                 | (181)                                            |
| Hong Kong                                       | 4,296                                               | 374                          | 81                                          | 847                                                | 5,598                                      | (241)                                                  | 5,357                                                 | (1,947)                                          |
| Italy                                           | 3,096                                               | 3,573                        | 2,328                                       | 763                                                | 9,760                                      | (4,558)                                                | 5,202                                                 | (923)                                            |
| Taiwan                                          | 2,614                                               | —                            | 132                                         | 1,385                                              | 4,131                                      | (59)                                                   | 4,072                                                 | (59)                                             |
| Mexico                                          | 3,030                                               | 687                          | 129                                         | 657                                                | 4,503                                      | (504)                                                  | 3,999                                                 | (371)                                            |
| Singapore                                       | 2,401                                               | 138                          | 157                                         | 1,280                                              | 3,976                                      | (147)                                                  | 3,829                                                 | (1,499)                                          |
| Spain                                           | 3,475                                               | 892                          | 115                                         | 519                                                | 5,001                                      | (1,598)                                                | 3,403                                                 | 180                                              |
| Turkey                                          | 2,354                                               | 75                           | 10                                          | 271                                                | 2,710                                      | (17)                                                   | 2,693                                                 | 333                                              |
| <b>Total top 20 non-U.S. countries exposure</b> | <b>\$ 111,642</b>                                   | <b>\$ 48,710</b>             | <b>\$ 19,342</b>                            | <b>\$ 43,820</b>                                   | <b>\$ 223,514</b>                          | <b>\$ (30,827)</b>                                     | <b>\$ 192,687</b>                                     | <b>\$ (7,653)</b>                                |

<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.

<sup>(2)</sup> 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 of \$5.7 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 \$88.8 billion. Counterparty exposure is not presented net of hedges or credit default protection.

<sup>(3)</sup> Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranch credit default swaps.

<sup>(4)</sup> 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 tranch 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.

<sup>(5)</sup> Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

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.

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## Bank of America Corporation and Subsidiaries

### Select European Countries

(Dollars in millions)

|                                | Funded Loans and<br>Loan Equivalents <sup>(1)</sup> |       | Unfunded Loan<br>Commitments |       | Net Counterparty<br>Exposure <sup>(2)</sup> |       | Securities/ Other<br>Investments <sup>(3)</sup> |       | Country Exposure at<br>December 31<br>2013 |        | Hedges and Credit<br>Default Protection <sup>(4)</sup> |         | Net Country<br>Exposure at<br>December 31<br>2013 <sup>(5)</sup> |        | Increase (Decrease)<br>from September 30<br>2013 |         |
|--------------------------------|-----------------------------------------------------|-------|------------------------------|-------|---------------------------------------------|-------|-------------------------------------------------|-------|--------------------------------------------|--------|--------------------------------------------------------|---------|------------------------------------------------------------------|--------|--------------------------------------------------|---------|
| Greece                         |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | —     | \$                           | —     | \$                                          | —     | \$                                              | 58    | \$                                         | 58     | \$                                                     | —       | \$                                                               | 58     | \$                                               | 20      |
| Financial institutions         |                                                     | —     |                              | —     |                                             | —     |                                                 | 27    |                                            | 27     |                                                        | (30)    |                                                                  | (3)    |                                                  | 1       |
| Corporates                     |                                                     | 63    |                              | 61    |                                             | 2     |                                                 | 13    |                                            | 139    |                                                        | (41)    |                                                                  | 98     |                                                  | (47)    |
| Total Greece                   | \$                                                  | 63    | \$                           | 61    | \$                                          | 2     | \$                                              | 98    | \$                                         | 224    | \$                                                     | (71)    | \$                                                               | 153    | \$                                               | (26)    |
| Ireland                        |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | 19    | \$                           | —     | \$                                          | 19    | \$                                              | —     | \$                                         | 38     | \$                                                     | (43)    | \$                                                               | (5)    | \$                                               | (47)    |
| Financial institutions         |                                                     | 812   |                              | 10    |                                             | 124   |                                                 | 44    |                                            | 990    |                                                        | (10)    |                                                                  | 980    |                                                  | 463     |
| Corporates                     |                                                     | 356   |                              | 338   |                                             | 69    |                                                 | 55    |                                            | 818    |                                                        | (49)    |                                                                  | 769    |                                                  | (50)    |
| Total Ireland                  | \$                                                  | 1,187 | \$                           | 348   | \$                                          | 212   | \$                                              | 99    | \$                                         | 1,846  | \$                                                     | (102)   | \$                                                               | 1,744  | \$                                               | 366     |
| Italy                          |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | 2     | \$                           | —     | \$                                          | 1,611 | \$                                              | 269   | \$                                         | 1,882  | \$                                                     | (2,095) | \$                                                               | (213)  | \$                                               | (1,310) |
| Financial institutions         |                                                     | 1,938 |                              | 348   |                                             | 179   |                                                 | 175   |                                            | 2,640  |                                                        | (1,230) |                                                                  | 1,410  |                                                  | 88      |
| Corporates                     |                                                     | 1,156 |                              | 3,225 |                                             | 538   |                                                 | 319   |                                            | 5,238  |                                                        | (1,233) |                                                                  | 4,005  |                                                  | 299     |
| Total Italy                    | \$                                                  | 3,096 | \$                           | 3,573 | \$                                          | 2,328 | \$                                              | 763   | \$                                         | 9,760  | \$                                                     | (4,558) | \$                                                               | 5,202  | \$                                               | (923)   |
| Portugal                       |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | —     | \$                           | —     | \$                                          | 15    | \$                                              | 35    | \$                                         | 50     | \$                                                     | (27)    | \$                                                               | 23     | \$                                               | 42      |
| Financial institutions         |                                                     | 4     |                              | —     |                                             | 2     |                                                 | —     |                                            | 6      |                                                        | (108)   |                                                                  | (102)  |                                                  | (57)    |
| Corporates                     |                                                     | 90    |                              | 103   |                                             | —     |                                                 | 40    |                                            | 233    |                                                        | (292)   |                                                                  | (59)   |                                                  | (47)    |
| Total Portugal                 | \$                                                  | 94    | \$                           | 103   | \$                                          | 17    | \$                                              | 75    | \$                                         | 289    | \$                                                     | (427)   | \$                                                               | (138)  | \$                                               | (62)    |
| Spain                          |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | 37    | \$                           | —     | \$                                          | 63    | \$                                              | 2     | \$                                         | 102    | \$                                                     | (163)   | \$                                                               | (61)   | \$                                               | (479)   |
| Financial institutions         |                                                     | 1,223 |                              | 1     |                                             | 14    |                                                 | 131   |                                            | 1,369  |                                                        | (421)   |                                                                  | 948    |                                                  | 261     |
| Corporates                     |                                                     | 2,215 |                              | 891   |                                             | 38    |                                                 | 386   |                                            | 3,530  |                                                        | (1,014) |                                                                  | 2,516  |                                                  | 398     |
| Total Spain                    | \$                                                  | 3,475 | \$                           | 892   | \$                                          | 115   | \$                                              | 519   | \$                                         | 5,001  | \$                                                     | (1,598) | \$                                                               | 3,403  | \$                                               | 180     |
| Total                          |                                                     |       |                              |       |                                             |       |                                                 |       |                                            |        |                                                        |         |                                                                  |        |                                                  |         |
| Sovereign                      | \$                                                  | 58    | \$                           | —     | \$                                          | 1,708 | \$                                              | 364   | \$                                         | 2,130  | \$                                                     | (2,328) | \$                                                               | (198)  | \$                                               | (1,774) |
| Financial institutions         |                                                     | 3,977 |                              | 359   |                                             | 319   |                                                 | 377   |                                            | 5,032  |                                                        | (1,799) |                                                                  | 3,233  |                                                  | 756     |
| Corporates                     |                                                     | 3,880 |                              | 4,618 |                                             | 647   |                                                 | 813   |                                            | 9,958  |                                                        | (2,629) |                                                                  | 7,329  |                                                  | 553     |
| Total select European exposure | \$                                                  | 7,915 | \$                           | 4,977 | \$                                          | 2,674 | \$                                              | 1,554 | \$                                         | 17,120 | \$                                                     | (6,756) | \$                                                               | 10,364 | \$                                               | (465)   |

<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.

<sup>(2)</sup> 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 of \$1.1 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 \$4.0 billion. Counterparty exposure is not presented net of hedges or credit default protection.

<sup>(3)</sup> Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures of \$4.9 billion and net credit default swaps purchased of \$1.9 billion, consisting of \$1.5 billion of net single-name credit default swaps purchased and \$406 million of net indexed and tranching credit default swaps sold.

<sup>(4)</sup> 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, including \$1.5 billion, consisting of \$3.0 billion in net single-name credit default swaps purchased and \$1.5 billion in net indexed and tranching credit default swaps purchased, to hedge loans and securities \$2.3 billion in additional credit default protection purchased to hedge derivative assets and \$127 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.

<sup>(5)</sup> Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

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

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

# Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)

|                                                                                                                    | December 31<br>2013 | September 30<br>2013 | June 30<br>2013  | March 31<br>2013 | December 31<br>2012 |
|--------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|------------------|------------------|---------------------|
| Residential mortgage <sup>(1)</sup>                                                                                | \$ 11,712           | \$ 13,328            | \$ 14,316        | \$ 15,001        | \$ 15,055           |
| Home equity <sup>(1)</sup>                                                                                         | 4,075               | 4,176                | 4,151            | 4,196            | 4,282               |
| Direct/Indirect consumer                                                                                           | 35                  | 59                   | 72               | 84               | 92                  |
| Other consumer                                                                                                     | 18                  | 18                   | 1                | 1                | 2                   |
| Total consumer                                                                                                     | 15,840              | 17,581               | 18,540           | 19,282           | 19,431              |
| U.S. commercial                                                                                                    | 819                 | 1,059                | 1,279            | 1,354            | 1,484               |
| Commercial real estate                                                                                             | 322                 | 488                  | 627              | 1,139            | 1,513               |
| Commercial lease financing                                                                                         | 16                  | 49                   | 10               | 19               | 44                  |
| Non-U.S. commercial                                                                                                | 64                  | 86                   | 80               | 112              | 68                  |
|                                                                                                                    | 1,221               | 1,682                | 1,996            | 2,624            | 3,109               |
| U.S. small business commercial                                                                                     | 88                  | 103                  | 107              | 110              | 115                 |
| Total commercial                                                                                                   | 1,309               | 1,785                | 2,103            | 2,734            | 3,224               |
| Total nonperforming loans and leases                                                                               | 17,149              | 19,366               | 20,643           | 22,016           | 22,655              |
| Foreclosed properties <sup>(2)</sup>                                                                               | 623                 | 662                  | 637              | 826              | 900                 |
| <b>Total nonperforming loans, leases and foreclosed properties<sup>(3, 4, 5)</sup></b>                             | <b>\$ 17,772</b>    | <b>\$ 20,028</b>     | <b>\$ 21,280</b> | <b>\$ 22,842</b> | <b>\$ 23,555</b>    |
|                                                                                                                    |                     |                      |                  |                  |                     |
| Fully-insured home loans past due 30 days or more and still accruing                                               | \$ 20,681           | \$ 21,797            | \$ 24,072        | \$ 24,733        | \$ 25,698           |
| Consumer credit card past due 30 days or more and still accruing                                                   | 2,321               | 2,376                | 2,487            | 2,847            | 3,151               |
| Other loans past due 30 days or more and still accruing                                                            | 5,416               | 5,512                | 5,587            | 6,147            | 6,692               |
| <b>Total loans past due 30 days or more and still accruing<sup>(4, 6, 7)</sup></b>                                 | <b>\$ 28,418</b>    | <b>\$ 29,685</b>     | <b>\$ 32,146</b> | <b>\$ 33,727</b> | <b>\$ 35,541</b>    |
|                                                                                                                    |                     |                      |                  |                  |                     |
| Fully-insured home loans past due 90 days or more and still accruing                                               | \$ 16,961           | \$ 17,960            | \$ 20,604        | \$ 21,617        | \$ 22,157           |
| Consumer credit card past due 90 days or more and still accruing                                                   | 1,184               | 1,191                | 1,325            | 1,541            | 1,649               |
| Other loans past due 90 days or more and still accruing                                                            | 614                 | 723                  | 662              | 655              | 776                 |
| <b>Total loans past due 90 days or more and still accruing<sup>(4, 6, 7)</sup></b>                                 | <b>\$ 18,759</b>    | <b>\$ 19,874</b>     | <b>\$ 22,591</b> | <b>\$ 23,813</b> | <b>\$ 24,582</b>    |
|                                                                                                                    |                     |                      |                  |                  |                     |
| Nonperforming loans, leases and foreclosed properties/Total assets <sup>(8)</sup>                                  | 0.85 %              | 0.95 %               | 1.01 %           | 1.05 %           | 1.07 %              |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(8)</sup> | 1.93                | 2.17                 | 2.33             | 2.53             | 2.62                |
| Nonperforming loans and leases/Total loans and leases <sup>(8)</sup>                                               | 1.87                | 2.10                 | 2.26             | 2.44             | 2.52                |
|                                                                                                                    |                     |                      |                  |                  |                     |
| Commercial utilized reservable criticized exposure <sup>(9)</sup>                                                  | \$ 12,861           | \$ 14,086            | \$ 14,928        | \$ 15,006        | \$ 15,936           |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure <sup>(9)</sup>          | 3.02 %              | 3.31 %               | 3.62 %           | 3.75 %           | 4.10 %              |
| Total commercial utilized criticized exposure/Commercial utilized exposure <sup>(9)</sup>                          | 3.08                | 3.48                 | 3.64             | 4.08             | 4.40                |

<sup>(1)</sup> During the fourth quarter 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 \$5 million and direct/indirect consumer loans of \$58 million to nonperforming as of December 31, 2012.

<sup>(2)</sup> Foreclosed property balances do not include loans that are insured by the Federal Housing Administration and have entered foreclosure of \$1.4 billion, \$1.6 billion, \$1.6 billion, \$2.3 billion and \$2.5 billion at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

<sup>(3)</sup> 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.

<sup>(4)</sup> Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

<sup>(5)</sup> Balances do not include the following:

|                                                                                                                            | December 31<br>2013 | September 30<br>2013 | June 30<br>2013 | March 31<br>2013 | December 31<br>2012 |
|----------------------------------------------------------------------------------------------------------------------------|---------------------|----------------------|-----------------|------------------|---------------------|
| Nonperforming loans held-for-sale                                                                                          | \$ 672              | \$ 972               | \$ 891          | \$ 1,050         | \$ 1,059            |
| Nonperforming loans accounted for under the fair value option                                                              | 448                 | 467                  | 398             | 412              | 401                 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 | 260                 | 356                  | 485             | 512              | 521                 |

<sup>(6)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$106 million, \$301 million, \$374 million, \$315 million and \$518 million at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively and loans held-for-sale past due 90 days or more and still accruing of \$8 million, \$0, \$17 million, \$18 million and \$130 million at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively. At December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, there were \$158 million, \$153 million, \$81 million, \$83 million and \$87 million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.

<sup>(7)</sup> These balances are excluded from total nonperforming loans, leases and foreclosed properties.

<sup>(8)</sup> Total assets and total loans and leases do not include loans accounted for under the fair value option of \$10.0 billion, \$10.2 billion, \$9.5 billion, \$8.8 billion and \$9.0 billion at December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

<sup>(9)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

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

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

# Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties Activity <sup>(1)</sup>

(Dollars in millions)

|                                                                                          | Fourth Quarter<br>2013 | Third Quarter<br>2013 | Second Quarter<br>2013 | First Quarter 2013 | Fourth Quarter<br>2012 |
|------------------------------------------------------------------------------------------|------------------------|-----------------------|------------------------|--------------------|------------------------|
| <b>Nonperforming Consumer Loans and Leases:</b>                                          |                        |                       |                        |                    |                        |
| <b>Balance, beginning of period</b>                                                      | <b>\$ 17,581</b>       | <b>\$ 18,540</b>      | <b>\$ 19,282</b>       | <b>\$ 19,431</b>   | <b>\$ 19,753</b>       |
| Additions to nonperforming loans and leases:                                             |                        |                       |                        |                    |                        |
| New nonperforming loans and leases                                                       | 2,199                  | 2,503                 | 2,289                  | 2,661              | 3,211                  |
| Implementation of change in treatment of loans discharged in bankruptcies <sup>(2)</sup> | n/a                    | n/a                   | n/a                    | n/a                | 112                    |
| Reductions to nonperforming loans and leases:                                            |                        |                       |                        |                    |                        |
| Paydowns and payoffs                                                                     | (863)                  | (544)                 | (695)                  | (680)              | (968)                  |
| Sales                                                                                    | (729)                  | (624)                 | (175)                  | —                  | (47)                   |
| Returns to performing status <sup>(3)</sup>                                              | (1,112)                | (1,079)               | (1,139)                | (943)              | (1,076)                |
| Charge-offs <sup>(4)</sup>                                                               | (752)                  | (758)                 | (932)                  | (1,072)            | (1,439)                |
| Transfers to foreclosed properties                                                       | (147)                  | (131)                 | (90)                   | (115)              | (115)                  |
| Transfers to loans held-for-sale                                                         | (337)                  | (326)                 | —                      | —                  | —                      |
| Total net reductions to nonperforming loans and leases                                   | (1,741)                | (959)                 | (742)                  | (149)              | (322)                  |
| <b>Total nonperforming consumer loans and leases, end of period</b>                      | <b>15,840</b>          | <b>17,581</b>         | <b>18,540</b>          | <b>19,282</b>      | <b>19,431</b>          |
| Foreclosed properties                                                                    | 533                    | 546                   | 508                    | 620                | 650                    |
| <b>Nonperforming consumer loans, leases and foreclosed properties, end of period</b>     | <b>\$ 16,373</b>       | <b>\$ 18,127</b>      | <b>\$ 19,048</b>       | <b>\$ 19,902</b>   | <b>\$ 20,081</b>       |
| <b>Nonperforming Commercial Loans and Leases <sup>(5)</sup>:</b>                         |                        |                       |                        |                    |                        |
| <b>Balance, beginning of period</b>                                                      | <b>\$ 1,785</b>        | <b>\$ 2,103</b>       | <b>\$ 2,734</b>        | <b>\$ 3,224</b>    | <b>\$ 3,948</b>        |
| Additions to nonperforming loans and leases:                                             |                        |                       |                        |                    |                        |
| New nonperforming loans and leases                                                       | 143                    | 350                   | 269                    | 350                | 473                    |
| Advances                                                                                 | 12                     | 9                     | 3                      | 6                  | 5                      |
| Reductions to nonperforming loans and leases:                                            |                        |                       |                        |                    |                        |
| Paydowns                                                                                 | (322)                  | (380)                 | (312)                  | (328)              | (445)                  |
| Sales                                                                                    | (92)                   | (88)                  | (171)                  | (147)              | (198)                  |
| Return to performing status <sup>(6)</sup>                                               | (87)                   | (91)                  | (243)                  | (167)              | (249)                  |
| Charge-offs                                                                              | (98)                   | (104)                 | (170)                  | (177)              | (273)                  |
| Transfers to foreclosed properties                                                       | (12)                   | (14)                  | (7)                    | (21)               | (37)                   |
| Transfers to loans held-for-sale                                                         | (20)                   | —                     | —                      | (6)                | —                      |
| Total net reductions to nonperforming loans and leases                                   | (476)                  | (318)                 | (631)                  | (490)              | (724)                  |
| <b>Total nonperforming commercial loans and leases, end of period</b>                    | <b>1,309</b>           | <b>1,785</b>          | <b>2,103</b>           | <b>2,734</b>       | <b>3,224</b>           |
| Foreclosed properties                                                                    | 90                     | 116                   | 129                    | 206                | 250                    |
| <b>Nonperforming commercial loans, leases and foreclosed properties, end of period</b>   | <b>\$ 1,399</b>        | <b>\$ 1,901</b>       | <b>\$ 2,232</b>        | <b>\$ 2,940</b>    | <b>\$ 3,474</b>        |

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 42.

<sup>(2)</sup> During the fourth quarter 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.

<sup>(3)</sup> 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.

<sup>(4)</sup> 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.

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

<sup>(6)</sup> 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.

n/a = not applicable

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.

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Bank of America Corporation and Subsidiaries

Quarterly Net Charge-offs and Net Charge-off Ratios <sup>(1, 2, 3)</sup>

(Dollars in millions)

| Net Charge-offs                             | Fourth Quarter 2013 |             | Third Quarter 2013 |             | Second Quarter 2013 |             | First Quarter 2013 |             | Fourth Quarter 2012 |             |
|---------------------------------------------|---------------------|-------------|--------------------|-------------|---------------------|-------------|--------------------|-------------|---------------------|-------------|
|                                             | Amount              | Percent     | Amount             | Percent     | Amount              | Percent     | Amount             | Percent     | Amount              | Percent     |
| Residential mortgage <sup>(4)</sup>         | \$ 209              | 0.33 %      | \$ 221             | 0.35 %      | \$ 271              | 0.43 %      | \$ 383             | 0.60 %      | \$ 729              | 1.14 %      |
| Home equity <sup>(4)</sup>                  | 331                 | 1.38        | 302                | 1.22        | 486                 | 1.92        | 684                | 2.62        | 768                 | 2.77        |
| U.S. credit card                            | 724                 | 3.19        | 788                | 3.47        | 917                 | 4.10        | 947                | 4.19        | 978                 | 4.19        |
| Non-U.S. credit card                        | 94                  | 3.34        | 89                 | 3.32        | 104                 | 3.93        | 112                | 4.14        | 119                 | 3.62        |
| Direct/Indirect consumer                    | 73                  | 0.35        | 62                 | 0.30        | 86                  | 0.42        | 124                | 0.61        | 195                 | 0.94        |
| Other consumer                              | 66                  | 13.58       | 65                 | 13.81       | 51                  | 11.57       | 52                 | 12.76       | 64                  | 15.78       |
| <b>Total consumer <sup>(4)</sup></b>        | <b>1,497</b>        | <b>1.11</b> | <b>1,527</b>       | <b>1.12</b> | <b>1,915</b>        | <b>1.42</b> | <b>2,302</b>       | <b>1.70</b> | <b>2,853</b>        | <b>2.04</b> |
| U.S. commercial <sup>(5)</sup>              | (28)                | (0.05)      | 68                 | 0.13        | 43                  | 0.09        | 45                 | 0.09        | 27                  | 0.05        |
| Commercial real estate                      | 1                   | —           | 11                 | 0.11        | 44                  | 0.43        | 93                 | 0.96        | 84                  | 0.88        |
| Commercial lease financing                  | (2)                 | (0.03)      | (8)                | (0.13)      | (5)                 | (0.08)      | (10)               | (0.18)      | 1                   | 0.02        |
| Non-U.S. commercial                         | 46                  | 0.20        | (2)                | (0.01)      | 16                  | 0.08        | (15)               | (0.08)      | 17                  | 0.12        |
|                                             | 17                  | 0.02        | 69                 | 0.08        | 98                  | 0.11        | 113                | 0.14        | 129                 | 0.16        |
| U.S. small business commercial              | 68                  | 2.07        | 91                 | 2.86        | 98                  | 3.15        | 102                | 3.33        | 122                 | 3.86        |
| <b>Total commercial</b>                     | <b>85</b>           | <b>0.09</b> | <b>160</b>         | <b>0.17</b> | <b>196</b>          | <b>0.22</b> | <b>215</b>         | <b>0.25</b> | <b>251</b>          | <b>0.30</b> |
| <b>Total net charge-offs <sup>(4)</sup></b> | <b>\$ 1,582</b>     | <b>0.68</b> | <b>\$ 1,687</b>    | <b>0.73</b> | <b>\$ 2,111</b>     | <b>0.94</b> | <b>\$ 2,517</b>    | <b>1.14</b> | <b>\$ 3,104</b>     | <b>1.40</b> |

By Business Segment

|                                       |                 |             |                 |             |                 |             |                 |             |                 |             |
|---------------------------------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|-----------------|-------------|
| Consumer & Business Banking           | \$ 922          | 2.24 %      | \$ 1,027        | 2.46 %      | \$ 1,158        | 2.84 %      | \$ 1,241        | 3.03 %      | \$ 1,383        | 3.29 %      |
| Consumer Real Estate Services         | 323             | 1.45        | 281             | 1.28        | 465             | 2.09        | 660             | 2.91        | 732             | 3.05        |
| Global Banking                        | 7               | 0.01        | 35              | 0.05        | 78              | 0.12        | 68              | 0.12        | 132             | 0.23        |
| Global Markets                        | 1               | 0.01        | —               | —           | (1)             | —           | 2               | 0.01        | 1               | 0.01        |
| Global Wealth & Investment Management | 35              | 0.12        | 26              | 0.09        | 51              | 0.19        | 61              | 0.23        | 91              | 0.35        |
| All Other                             | 294             | 0.52        | 318             | 0.54        | 360             | 0.60        | 485             | 0.80        | 765             | 1.23        |
| <b>Total net charge-offs</b>          | <b>\$ 1,582</b> | <b>0.68</b> | <b>\$ 1,687</b> | <b>0.73</b> | <b>\$ 2,111</b> | <b>0.94</b> | <b>\$ 2,517</b> | <b>1.14</b> | <b>\$ 3,104</b> | <b>1.40</b> |

(1) 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 0.70, 0.75, 0.97, 1.18 and 1.44 for the three months ended December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

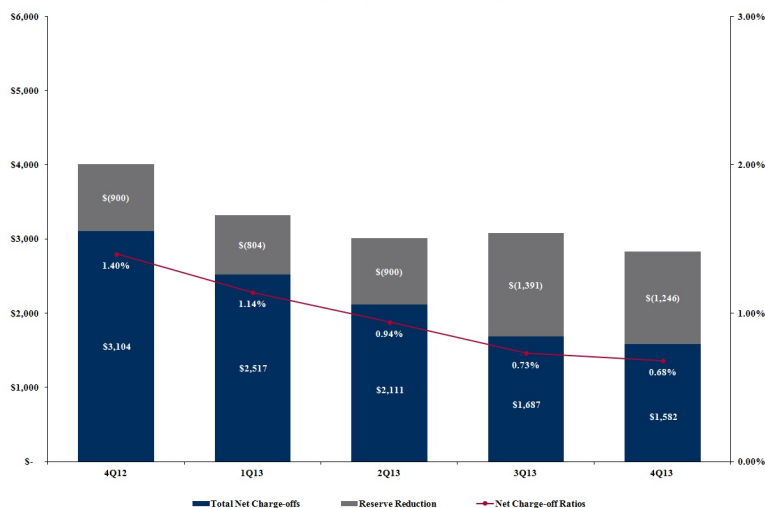
(2) Excludes write-offs of purchased credit-impaired loans of \$741 million, \$443 million, \$313 million, \$839 million and \$1.1 billion for the three months ended December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 1.00, 0.92, 1.07, 1.52 and 1.90 for the three months ended December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 2012, respectively.

(3) During 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 of current or less than 60 days delinquent loans for the three months ended December 31, 2012.

(4) Includes the impact of a clarification of regulatory guidance on accounting for troubled debt restructurings of \$56 million for residential mortgage loans and \$88 million for home equity loans for the three months ended December 31, 2013. Excluding this impact, annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.24 for residential mortgage loans, 1.01 for home equity loans, 1.01 for total consumer loans and 0.62 for total net charge-offs for the three months ended December 31, 2013.

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

Net Charge-offs (Reserve Reduction)



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

**Bank of America Corporation and Subsidiaries**

**Annual Net Charge-offs and Net Charge-off Ratios (1, 2, 3, 4)**

(Dollars in millions)

| Net Charge-offs                             | Year Ended December 31 |             |                  |             |
|---------------------------------------------|------------------------|-------------|------------------|-------------|
|                                             | 2013                   |             | 2012             |             |
|                                             | Amount                 | Percent     | Amount           | Percent     |
| Residential mortgage <sup>(5)</sup>         | \$ 1,084               | 0.42 %      | \$ 3,111         | 1.18 %      |
| Home equity <sup>(5)</sup>                  | 1,803                  | 1.80        | 4,242            | 3.62        |
| U.S. credit card                            | 3,376                  | 3.74        | 4,632            | 4.88        |
| Non-U.S. credit card                        | 399                    | 3.68        | 581              | 4.29        |
| Direct/Indirect consumer                    | 345                    | 0.42        | 763              | 0.90        |
| Other consumer                              | 234                    | 12.96       | 232              | 9.85        |
| <b>Total consumer <sup>(5)</sup></b>        | <b>7,241</b>           | <b>1.34</b> | <b>13,561</b>    | <b>2.36</b> |
| U.S. commercial <sup>(6)</sup>              | 128                    | 0.06        | 242              | 0.13        |
| Commercial real estate                      | 149                    | 0.35        | 384              | 1.01        |
| Commercial lease financing                  | (25)                   | (0.10)      | (6)              | (0.03)      |
| Non-U.S. commercial                         | 45                     | 0.05        | 28               | 0.05        |
|                                             | 297                    | 0.08        | 648              | 0.21        |
| U.S. small business commercial              | 359                    | 2.84        | 699              | 5.46        |
| <b>Total commercial</b>                     | <b>656</b>             | <b>0.18</b> | <b>1,347</b>     | <b>0.43</b> |
| <b>Total net charge-offs <sup>(5)</sup></b> | <b>\$ 7,897</b>        | <b>0.87</b> | <b>\$ 14,908</b> | <b>1.67</b> |
| <b>By Business Segment</b>                  |                        |             |                  |             |
| Consumer & Business Banking                 | \$ 4,348               | 2.64 %      | \$ 6,452         | 3.73 %      |
| Consumer Real Estate Services               | 1,729                  | 1.94        | 4,059            | 3.97        |
| Global Banking                              | 188                    | 0.07        | 436              | 0.20        |
| Global Markets                              | 2                      | —           | 14               | 0.04        |
| Global Wealth & Investment Management       | 173                    | 0.16        | 370              | 0.37        |
| All Other                                   | 1,457                  | 0.62        | 3,577            | 1.38        |
| <b>Total net charge-offs</b>                | <b>\$ 7,897</b>        | <b>0.87</b> | <b>\$ 14,908</b> | <b>1.67</b> |

<sup>(1)</sup> Net charge-off ratios are calculated as 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 net charge-offs as a percentage of total average loans and leases outstanding were 0.90 and 1.73 for the years ended December 31, 2013 and 2012.

<sup>(2)</sup> Excludes write-offs of purchased credit-impaired loans of \$2.3 billion and \$2.8 billion for the years ended December 31, 2013 and 2012. Including the write-offs of purchased credit-impaired loans, total net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 1.13 and 1.99 for the years ended December 31, 2013 and 2012.

<sup>(3)</sup> During 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 \$551 million of current or less than 60 days delinquent loans for the year ended December 31, 2012.

<sup>(4)</sup> The 2012 amounts include \$435 million of charge-offs incurred as a result of National Mortgage Settlement activities.

<sup>(5)</sup> Includes the impact of a clarification of regulatory guidance on accounting for troubled debt restructurings of \$56 million for residential mortgage loans and \$88 million for home equity loans for the year ended December 31, 2013. Excluding this impact, net charge-offs as a percentage of total average loans and leases outstanding were 0.40 for residential mortgage loans, 1.71 for home equity loans, 1.31 for total consumer loans and 0.85 for total net charge-offs for the year ended December 31, 2013.

<sup>(6)</sup> Excludes U.S. small business commercial loans.

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

# Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|                                                 | December 31, 2013 |                  |                                                        | September 30, 2013 |                  |                                                        | December 31, 2012 |                  |                                                        |
|-------------------------------------------------|-------------------|------------------|--------------------------------------------------------|--------------------|------------------|--------------------------------------------------------|-------------------|------------------|--------------------------------------------------------|
|                                                 | Amount            | Percent of Total | Percent of Loans and Leases Outstanding <sup>(1)</sup> | Amount             | Percent of Total | Percent of Loans and Leases Outstanding <sup>(1)</sup> | Amount            | Percent of Total | Percent of Loans and Leases Outstanding <sup>(1)</sup> |
| <b>Allowance for loan and lease losses</b>      |                   |                  |                                                        |                    |                  |                                                        |                   |                  |                                                        |
| Residential mortgage                            | \$ 4,084          | 23.43 %          | 1.65 %                                                 | \$ 4,895           | 25.19 %          | 1.93 %                                                 | \$ 7,088          | 29.31 %          | 2.80 %                                                 |
| Home equity                                     | 4,434             | 25.44            | 4.73                                                   | 5,618              | 28.91            | 5.81                                                   | 7,845             | 32.45            | 7.26                                                   |
| U.S. credit card                                | 3,930             | 22.55            | 4.26                                                   | 4,296              | 22.11            | 4.76                                                   | 4,718             | 19.51            | 4.97                                                   |
| Non-U.S. credit card                            | 459               | 2.63             | 3.98                                                   | 488                | 2.51             | 4.40                                                   | 600               | 2.48             | 5.13                                                   |
| Direct/Indirect consumer                        | 417               | 2.39             | 0.51                                                   | 546                | 2.81             | 0.65                                                   | 718               | 2.97             | 0.86                                                   |
| Other consumer                                  | 99                | 0.58             | 5.02                                                   | 100                | 0.52             | 5.21                                                   | 104               | 0.43             | 6.40                                                   |
| <b>Total consumer</b>                           | <b>13,423</b>     | <b>77.02</b>     | <b>2.53</b>                                            | <b>15,943</b>      | <b>82.05</b>     | <b>2.97</b>                                            | <b>21,073</b>     | <b>87.15</b>     | <b>3.81</b>                                            |
| U.S. commercial <sup>(2)</sup>                  | 2,394             | 13.74            | 1.06                                                   | 2,012              | 10.35            | 0.90                                                   | 1,885             | 7.80             | 0.90                                                   |
| Commercial real estate                          | 917               | 5.26             | 1.91                                                   | 895                | 4.61             | 1.99                                                   | 846               | 3.50             | 2.19                                                   |
| Commercial lease financing                      | 118               | 0.68             | 0.47                                                   | 98                 | 0.50             | 0.40                                                   | 78                | 0.32             | 0.33                                                   |
| Non-U.S. commercial                             | 576               | 3.30             | 0.64                                                   | 484                | 2.49             | 0.52                                                   | 297               | 1.23             | 0.40                                                   |
| <b>Total commercial <sup>(3)</sup></b>          | <b>4,005</b>      | <b>22.98</b>     | <b>1.03</b>                                            | <b>3,489</b>       | <b>17.95</b>     | <b>0.90</b>                                            | <b>3,106</b>      | <b>12.85</b>     | <b>0.90</b>                                            |
| <b>Allowance for loan and lease losses</b>      | <b>17,428</b>     | <b>100.00 %</b>  | <b>1.90</b>                                            | <b>19,432</b>      | <b>100.00 %</b>  | <b>2.10</b>                                            | <b>24,179</b>     | <b>100.00 %</b>  | <b>2.69</b>                                            |
| <b>Reserve for unfunded lending commitments</b> | <b>484</b>        |                  |                                                        | <b>480</b>         |                  |                                                        | <b>513</b>        |                  |                                                        |
| <b>Allowance for credit losses</b>              | <b>\$ 17,912</b>  |                  |                                                        | <b>\$ 19,912</b>   |                  |                                                        | <b>\$ 24,692</b>  |                  |                                                        |

### Asset Quality Indicators

|                                                                                                                                                                                                  |        |        |        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|--------|--------|
| Allowance for loan and lease losses/Total loans and leases <sup>(4)</sup>                                                                                                                        | 1.90 % | 2.10 % | 2.69 % |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total loans and leases (excluding purchased credit-impaired loans) <sup>(4, 5)</sup> | 1.67   | 1.81   | 2.14   |
| Allowance for loan and lease losses/Total nonperforming loans and leases <sup>(6)</sup>                                                                                                          | 102    | 100    | 107    |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total nonperforming loans and leases <sup>(5)</sup>                                  | 87     | 84     | 82     |
| Ratio of the allowance for loan and lease losses/Annualized net charge-offs <sup>(7)</sup>                                                                                                       | 2.78   | 2.90   | 1.96   |
| Ratio of the allowance for loan and lease losses (excluding purchased credit-impaired loans)/Annualized net charge-offs <sup>(5)</sup>                                                           | 2.38   | 2.42   | 1.51   |
| Ratio of the allowance for loan and lease losses/Annualized net charge-offs and purchased credit-impaired write-offs                                                                             | 1.89   | 2.30   | 1.44   |

<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 \$2.0 billion, \$2.2 billion and \$1.0 billion and home equity loans of \$147 million, \$0 and \$0 at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of \$1.5 billion, \$1.8 billion and \$2.3 billion and non-U.S. commercial loans of \$6.4 billion, \$6.2 billion and \$5.7 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(2)</sup> Includes allowance for loan and lease losses for U.S. small business commercial loans of \$62 million, \$510 million and \$642 million at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(3)</sup> Includes allowance for loan and lease losses for impaired commercial loans of \$277 million, \$286 million and \$475 million at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(4)</sup> Total loans and leases do not include loans accounted for under the fair value option of \$10.0 billion, \$10.2 billion and \$9.0 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(5)</sup> Excludes valuation allowance on purchased credit-impaired loans of \$2.5 billion, \$3.2 billion and \$5.5 billion at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(6)</sup> Allowance for loan and lease losses includes \$7.7 billion, \$9.0 billion and \$12.0 billion allocated to products (primarily the Consumer Lending portfolios within *Consumer & Business Banking* and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 7 percent, 54 percent and 54 percent at December 31, 2013, September 30, 2013 and December 31, 2012, respectively.

<sup>(7)</sup> Net charge-offs exclude \$741 million, \$443 million and \$1.1 billion of write-offs in the purchased credit-impaired loan portfolio at December 31, 2013, September 30, 2013 and December 31, 2012, respectively. These write-offs decreased the purchased credit-impaired valuation allowance included as part of the allowance for loan and lease losses.

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

## 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 common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total 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 adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. 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 use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, 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. The Corporation plans to further refine, in the first quarter of 2014, the capital being allocated to the Corporation's business segments with the result being additional capital allocated to the business segments. Allocated capital is subject to change over time.

See the tables below and on pages 48-50 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the years ended December 31, 2013 and 2012, and the three months ended December 31, 2013, September 30, 2013, June 30, 2013, March 31, 2013 and December 31, 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.

|  | Year Ended<br>December 31 |      | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|--|---------------------------|------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|  | 2013                      | 2012 |                           |                          |                           |                          |                           |

#### Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis

|                                                                |                  |                  |                  |                  |                  |                  |                  |
|----------------------------------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Net interest income                                            | \$ 42,265        | \$ 40,656        | \$ 10,786        | \$ 10,266        | \$ 10,549        | \$ 10,664        | \$ 10,324        |
| Fully taxable-equivalent adjustment                            | 859              | 901              | 213              | 213              | 222              | 211              | 231              |
| <b>Net interest income on a fully taxable-equivalent basis</b> | <b>\$ 43,124</b> | <b>\$ 41,557</b> | <b>\$ 10,999</b> | <b>\$ 10,479</b> | <b>\$ 10,771</b> | <b>\$ 10,875</b> | <b>\$ 10,555</b> |

#### 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                                            | \$ 88,942        | \$ 83,334        | \$ 21,488        | \$ 21,530        | \$ 22,727        | \$ 23,197        | \$ 18,660        |
| Fully taxable-equivalent adjustment                                               | 859              | 901              | 213              | 213              | 222              | 211              | 231              |
| <b>Total revenue, net of interest expense on a fully taxable-equivalent basis</b> | <b>\$ 89,801</b> | <b>\$ 84,235</b> | <b>\$ 21,701</b> | <b>\$ 21,743</b> | <b>\$ 22,949</b> | <b>\$ 23,408</b> | <b>\$ 18,891</b> |

#### Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis

|                                                                         |                 |                 |               |                 |                 |               |                   |
|-------------------------------------------------------------------------|-----------------|-----------------|---------------|-----------------|-----------------|---------------|-------------------|
| Income tax expense (benefit)                                            | \$ 4,741        | \$ (1,116)      | \$ 406        | \$ 2,348        | \$ 1,486        | \$ 501        | \$ (2,636)        |
| Fully taxable-equivalent adjustment                                     | 859             | 901             | 213           | 213             | 222             | 211           | 231               |
| <b>Income tax expense (benefit) on a fully taxable-equivalent basis</b> | <b>\$ 5,600</b> | <b>\$ (215)</b> | <b>\$ 619</b> | <b>\$ 2,561</b> | <b>\$ 1,708</b> | <b>\$ 712</b> | <b>\$ (2,405)</b> |

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

|                                                         |                   |                   |                   |                   |                   |                   |                   |
|---------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Common shareholders' equity                             | \$ 218,468        | \$ 216,996        | \$ 220,088        | \$ 216,766        | \$ 218,790        | \$ 218,225        | \$ 219,744        |
| Goodwill                                                | (69,910)          | (69,974)          | (69,864)          | (69,903)          | (69,930)          | (69,945)          | (69,976)          |
| Intangible assets (excluding mortgage servicing rights) | (6,132)           | (7,366)           | (5,725)           | (5,993)           | (6,270)           | (6,549)           | (6,874)           |
| Related deferred tax liabilities                        | 2,328             | 2,593             | 2,231             | 2,296             | 2,360             | 2,425             | 2,490             |
| <b>Tangible common shareholders' equity</b>             | <b>\$ 144,754</b> | <b>\$ 142,249</b> | <b>\$ 146,730</b> | <b>\$ 143,166</b> | <b>\$ 144,950</b> | <b>\$ 144,156</b> | <b>\$ 145,384</b> |

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

|                                                         |                   |                   |                   |                   |                   |                   |                   |
|---------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Shareholders' equity                                    | \$ 233,947        | \$ 235,677        | \$ 233,415        | \$ 230,392        | \$ 235,063        | \$ 236,995        | \$ 238,512        |
| Goodwill                                                | (69,910)          | (69,974)          | (69,864)          | (69,903)          | (69,930)          | (69,945)          | (69,976)          |
| Intangible assets (excluding mortgage servicing rights) | (6,132)           | (7,366)           | (5,725)           | (5,993)           | (6,270)           | (6,549)           | (6,874)           |
| Related deferred tax liabilities                        | 2,328             | 2,593             | 2,231             | 2,296             | 2,360             | 2,425             | 2,490             |
| <b>Tangible shareholders' equity</b>                    | <b>\$ 160,233</b> | <b>\$ 160,930</b> | <b>\$ 160,057</b> | <b>\$ 156,792</b> | <b>\$ 161,223</b> | <b>\$ 162,926</b> | <b>\$ 164,152</b> |

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)

|                                                                                                                           | Year Ended<br>December 31 |                     | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|---------------------------------------------------------------------------------------------------------------------------|---------------------------|---------------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                                                                           | 2013                      | 2012                |                           |                          |                           |                          |                           |
| <b><u>Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity</u></b> |                           |                     |                           |                          |                           |                          |                           |
| Common shareholders' equity                                                                                               | \$ 219,333                | \$ 218,188          | \$ 219,333                | \$ 218,967               | \$ 216,791                | \$ 218,513               | \$ 218,188                |
| Goodwill                                                                                                                  | (69,844)                  | (69,976)            | (69,844)                  | (69,891)                 | (69,930)                  | (69,930)                 | (69,976)                  |
| Intangible assets (excluding mortgage servicing rights)                                                                   | (5,574)                   | (6,684)             | (5,574)                   | (5,843)                  | (6,104)                   | (6,379)                  | (6,684)                   |
| Related deferred tax liabilities                                                                                          | 2,166                     | 2,428               | 2,166                     | 2,231                    | 2,297                     | 2,363                    | 2,428                     |
| Tangible common shareholders' equity                                                                                      | <u>\$ 146,081</u>         | <u>\$ 143,956</u>   | <u>\$ 146,081</u>         | <u>\$ 145,464</u>        | <u>\$ 143,054</u>         | <u>\$ 144,567</u>        | <u>\$ 143,956</u>         |
| <b><u>Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity</u></b>               |                           |                     |                           |                          |                           |                          |                           |
| Shareholders' equity                                                                                                      | \$ 232,685                | \$ 236,956          | \$ 232,685                | \$ 232,282               | \$ 231,032                | \$ 237,293               | \$ 236,956                |
| Goodwill                                                                                                                  | (69,844)                  | (69,976)            | (69,844)                  | (69,891)                 | (69,930)                  | (69,930)                 | (69,976)                  |
| Intangible assets (excluding mortgage servicing rights)                                                                   | (5,574)                   | (6,684)             | (5,574)                   | (5,843)                  | (6,104)                   | (6,379)                  | (6,684)                   |
| Related deferred tax liabilities                                                                                          | 2,166                     | 2,428               | 2,166                     | 2,231                    | 2,297                     | 2,363                    | 2,428                     |
| Tangible shareholders' equity                                                                                             | <u>\$ 159,433</u>         | <u>\$ 162,724</u>   | <u>\$ 159,433</u>         | <u>\$ 158,779</u>        | <u>\$ 157,295</u>         | <u>\$ 163,347</u>        | <u>\$ 162,724</u>         |
| <b><u>Reconciliation of period-end assets to period-end tangible assets</u></b>                                           |                           |                     |                           |                          |                           |                          |                           |
| Assets                                                                                                                    | \$ 2,102,273              | \$ 2,209,974        | \$ 2,102,273              | \$ 2,126,653             | \$ 2,123,320              | \$ 2,174,819             | \$ 2,209,974              |
| Goodwill                                                                                                                  | (69,844)                  | (69,976)            | (69,844)                  | (69,891)                 | (69,930)                  | (69,930)                 | (69,976)                  |
| Intangible assets (excluding mortgage servicing rights)                                                                   | (5,574)                   | (6,684)             | (5,574)                   | (5,843)                  | (6,104)                   | (6,379)                  | (6,684)                   |
| Related deferred tax liabilities                                                                                          | 2,166                     | 2,428               | 2,166                     | 2,231                    | 2,297                     | 2,363                    | 2,428                     |
| Tangible assets                                                                                                           | <u>\$ 2,029,021</u>       | <u>\$ 2,135,742</u> | <u>\$ 2,029,021</u>       | <u>\$ 2,053,150</u>      | <u>\$ 2,049,583</u>       | <u>\$ 2,100,873</u>      | <u>\$ 2,135,742</u>       |

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)

|                                                                                             | Year Ended<br>December 31 |                  | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Second<br>Quarter<br>2013 | First<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|---------------------------------------------------------------------------------------------|---------------------------|------------------|---------------------------|--------------------------|---------------------------|--------------------------|---------------------------|
|                                                                                             | 2013                      | 2012             |                           |                          |                           |                          |                           |
| <b>Reconciliation of return on average allocated capital/economic capital<sup>(1)</sup></b> |                           |                  |                           |                          |                           |                          |                           |
| <b>Consumer &amp; Business Banking</b>                                                      |                           |                  |                           |                          |                           |                          |                           |
| Reported net income                                                                         | \$ 6,588                  | \$ 5,546         | \$ 1,967                  | \$ 1,779                 | \$ 1,395                  | \$ 1,447                 | \$ 1,446                  |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 7                         | 13               | 1                         | 2                        | 2                         | 2                        | 3                         |
| <b>Adjusted net income</b>                                                                  | <b>\$ 6,595</b>           | <b>\$ 5,559</b>  | <b>\$ 1,968</b>           | <b>\$ 1,781</b>          | <b>\$ 1,397</b>           | <b>\$ 1,449</b>          | <b>\$ 1,449</b>           |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 62,045                 | \$ 56,214        | \$ 62,007                 | \$ 62,032                | \$ 62,058                 | \$ 62,083                | \$ 56,673                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (32,045)                  | (32,163)         | (32,007)                  | (32,032)                 | (32,058)                  | (32,083)                 | (32,112)                  |
| <b>Average allocated capital/economic capital</b>                                           | <b>\$ 30,000</b>          | <b>\$ 24,051</b> | <b>\$ 30,000</b>          | <b>\$ 30,000</b>         | <b>\$ 30,000</b>          | <b>\$ 30,000</b>         | <b>\$ 24,561</b>          |
| <b>Global Banking</b>                                                                       |                           |                  |                           |                          |                           |                          |                           |
| Reported net income                                                                         | \$ 4,974                  | \$ 5,344         | \$ 1,267                  | \$ 1,134                 | \$ 1,292                  | \$ 1,281                 | \$ 1,392                  |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 2                         | 4                | —                         | 1                        | —                         | 1                        | 1                         |
| <b>Adjusted net income</b>                                                                  | <b>\$ 4,976</b>           | <b>\$ 5,348</b>  | <b>\$ 1,267</b>           | <b>\$ 1,135</b>          | <b>\$ 1,292</b>           | <b>\$ 1,282</b>          | <b>\$ 1,393</b>           |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 45,412                 | \$ 41,742        | \$ 45,410                 | \$ 45,413                | \$ 45,416                 | \$ 45,407                | \$ 41,546                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (22,412)                  | (22,430)         | (22,410)                  | (22,413)                 | (22,416)                  | (22,407)                 | (22,423)                  |
| <b>Average allocated capital/economic capital</b>                                           | <b>\$ 23,000</b>          | <b>\$ 19,312</b> | <b>\$ 23,000</b>          | <b>\$ 23,000</b>         | <b>\$ 23,000</b>          | <b>\$ 23,000</b>         | <b>\$ 19,123</b>          |
| <b>Global Markets</b>                                                                       |                           |                  |                           |                          |                           |                          |                           |
| Reported net income (loss)                                                                  | \$ 1,563                  | \$ 1,229         | \$ 215                    | \$ (778)                 | \$ 958                    | \$ 1,168                 | \$ 181                    |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 8                         | 9                | 2                         | 2                        | 2                         | 2                        | 2                         |
| <b>Adjusted net income (loss)</b>                                                           | <b>\$ 1,571</b>           | <b>\$ 1,238</b>  | <b>\$ 217</b>             | <b>\$ (776)</b>          | <b>\$ 960</b>             | <b>\$ 1,170</b>          | <b>\$ 183</b>             |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 35,373                 | \$ 19,193        | \$ 35,381                 | \$ 35,369                | \$ 35,372                 | \$ 35,372                | \$ 19,562                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (5,373)                   | (5,369)          | (5,381)                   | (5,369)                  | (5,372)                   | (5,372)                  | (5,378)                   |
| <b>Average allocated capital/economic capital</b>                                           | <b>\$ 30,000</b>          | <b>\$ 13,824</b> | <b>\$ 30,000</b>          | <b>\$ 30,000</b>         | <b>\$ 30,000</b>          | <b>\$ 30,000</b>         | <b>\$ 14,184</b>          |
| <b>Global Wealth &amp; Investment Management</b>                                            |                           |                  |                           |                          |                           |                          |                           |
| Reported net income                                                                         | \$ 2,974                  | \$ 2,245         | \$ 777                    | \$ 719                   | \$ 758                    | \$ 720                   | \$ 576                    |
| Adjustment related to intangibles <sup>(2)</sup>                                            | 16                        | 22               | 4                         | 4                        | 4                         | 4                        | 5                         |
| <b>Adjusted net income</b>                                                                  | <b>\$ 2,990</b>           | <b>\$ 2,267</b>  | <b>\$ 781</b>             | <b>\$ 723</b>            | <b>\$ 762</b>             | <b>\$ 724</b>            | <b>\$ 581</b>             |
| Average allocated equity <sup>(3)</sup>                                                     | \$ 20,292                 | \$ 17,729        | \$ 20,265                 | \$ 20,283                | \$ 20,300                 | \$ 20,323                | \$ 18,489                 |
| Adjustment related to goodwill and a percentage of intangibles                              | (10,292)                  | (10,370)         | (10,265)                  | (10,283)                 | (10,300)                  | (10,323)                 | (10,340)                  |
| <b>Average allocated capital/economic capital</b>                                           | <b>\$ 10,000</b>          | <b>\$ 7,359</b>  | <b>\$ 10,000</b>          | <b>\$ 10,000</b>         | <b>\$ 10,000</b>          | <b>\$ 10,000</b>         | <b>\$ 8,149</b>           |

For footnotes see page 50.

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)

|                                                                | Year Ended<br>December 31 |                  | Fourth<br>Quarter<br>2013 | Third<br>Quarter<br>2013 | Fourth<br>Quarter<br>2012 |
|----------------------------------------------------------------|---------------------------|------------------|---------------------------|--------------------------|---------------------------|
|                                                                | 2013                      | 2012             |                           |                          |                           |
| <b>Consumer &amp; Business Banking</b>                         |                           |                  |                           |                          |                           |
| <u>Deposits</u>                                                |                           |                  |                           |                          |                           |
| Reported net income                                            | \$ 2,127                  | \$ 1,261         | \$ 674                    | \$ 572                   | \$ 333                    |
| Adjustment related to intangibles <sup>(2)</sup>               | 1                         | 2                | —                         | —                        | —                         |
| <b>Adjusted net income</b>                                     | <b>\$ 2,128</b>           | <b>\$ 1,263</b>  | <b>\$ 674</b>             | <b>\$ 572</b>            | <b>\$ 333</b>             |
| Average allocated equity <sup>(3)</sup>                        | \$ 35,400                 | \$ 33,006        | \$ 35,394                 | \$ 35,398                | \$ 33,479                 |
| Adjustment related to goodwill and a percentage of intangibles | (20,000)                  | (20,021)         | (19,994)                  | (19,998)                 | (20,012)                  |
| <b>Average allocated capital/economic capital</b>              | <b>\$ 15,400</b>          | <b>\$ 12,985</b> | <b>\$ 15,400</b>          | <b>\$ 15,400</b>         | <b>\$ 13,467</b>          |
| <u>Consumer Lending</u>                                        |                           |                  |                           |                          |                           |
| Reported net income                                            | \$ 4,461                  | \$ 4,285         | \$ 1,293                  | \$ 1,207                 | \$ 1,113                  |
| Adjustment related to intangibles <sup>(2)</sup>               | 7                         | 12               | 1                         | 1                        | 3                         |
| <b>Adjusted net income</b>                                     | <b>\$ 4,468</b>           | <b>\$ 4,297</b>  | <b>\$ 1,294</b>           | <b>\$ 1,208</b>          | <b>\$ 1,116</b>           |
| Average allocated equity <sup>(3)</sup>                        | \$ 26,644                 | \$ 23,208        | \$ 26,613                 | \$ 26,634                | \$ 23,194                 |
| Adjustment related to goodwill and a percentage of intangibles | (12,044)                  | (12,142)         | (12,013)                  | (12,034)                 | (12,100)                  |
| <b>Average allocated capital/economic capital</b>              | <b>\$ 14,600</b>          | <b>\$ 11,066</b> | <b>\$ 14,600</b>          | <b>\$ 14,600</b>         | <b>\$ 11,094</b>          |

<sup>(1)</sup> There are no adjustments to reported net income (loss) or average allocated equity for *Consumer Real Estate Services*.

<sup>(2)</sup> Represents cost of funds, earnings credits and certain expenses related to intangibles.

<sup>(3)</sup> 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.

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.