# 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): July 16, 2018

## **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))	
by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR 230.405) or Rule 12b-2 curities Exchange Act of 1934 (17 CFR 240.12b-2)	
erging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised accounting standards provided pursuant to Section 13(a) of the Exchange Act	

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

On July 16, 2018, Bank of America Corporation (the "Corporation") announced financial results for thesecond quarter ended June 30, 2018, reporting second quarter net income of \$6.8 billion, or \$0.63 per diluted share. A copy of the press release announcing the Corporation's results for thesecond quarter ended June 30, 2018 (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 July 16, 2018, the Corporation will hold an investor conference call and webcast to discuss financial results for thesecond quarter ended June 30, 2018, 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 second quarter ended June 30, 2018 (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
<u>99.1</u>	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/ Rudolf A. Bless

Rudolf A. Bless

Chief Accounting Officer

Dated: July 16, 2018

BANK OF AMERICA MERRILL LYNCH U.S. TRUST BANK OF AMERICA

## Bank of America Reports Quarterly Earnings of \$6.8 Billion, EPS \$0.63 Record First-Half Net Income of \$13.7 Billion

#### Q2-18 Financial Highlights<sup>1</sup>

#### Net income up 33% to \$6.8 billion, driven by improved operating performance and the benefits of tax reform

- Diluted earnings per share up 43% to \$0.63
- Revenue, net of interest expense, decreased 1% to \$22.6 billion; Q2-17 revenue of \$22.8 billion included a \$793 million pretax gain on the sale of our non-U.S. consumer card business; excluding that gain, revenue up 3%<sup>2</sup>
  - Net interest income (NII) increased \$664 million, or 6%, to \$11.7 billion, reflecting benefits from higher interest rates, as well as loan and deposit growth<sup>(B)</sup>
  - Noninterest income decreased \$884 million, or 7%, to \$11.0 billion; prior period includes the \$793 million gain referenced above
- Provision for credit losses increased \$101 million to \$827 million
  - Net charge-off ratio remained low at 0.43%
- Noninterest expense declined \$698 million, or 5%, to \$13.3 billion
  - Q2-17 expense of \$14.0 billion included a \$295 million data center impairment charge; excluding that charge, noninterest expense down 3%<sup>2</sup>
- Average loan balances in business segments rose \$45 billion, or 5%, to \$872 billion
  - Consumer up 6% and commercial up 5%
- Average deposit balances rose \$44 billion, or 3%, to \$1.3 trillion
- Returned \$6.2 billion to shareholders in Q2-18 through common dividends and share repurchases

#### Q2-18 Business Segment Highlights<sup>1</sup>

#### Consumer Banking



- · Revenue rose 8% to \$9.2 billion
- · Loans up 7% to \$281 billion
- Deposits up 5% to \$688 billion
- Merrill Edge brokerage assets up 20%
- 18th consecutive quarter of positive operating leverage
- Combined debit/credit spend up 8% to \$148 billion

#### Global Wealth and Investment Management



- Record client balances of nearly \$2.8 trillion
- Pretax margin remains strong at 28%
- · Loans increased 7% to \$161 billion
- Organic growth of new Merrill Lynch households in 1H-18 up 70% over 1H-17

#### Global Banking



- · Revenue of \$4.9 billion
- Firmwide Investment Banking fees of \$1.4 billion
- Loans increased 3% to \$355 billion
- Deposits increased 8% to \$323 billion
- Global Markets



- Sales and trading revenue of \$3.4 billion, including net debit valuation adjustment (DVA) of \$(179) million
- Excluding net DVA, sales and trading revenue up 7% to \$3.6 billion<sup>(C)</sup>
- Equities up 17% to \$1.3 billion<sup>(C)</sup>
- FICC up 2% to \$2.3 billion<sup>(C)</sup>

#### **CEO Commentary**

"Solid operating leverage and client activity drove earnings higher this quarter. Responsible growth continued to deliver as a driver for every area of the company. We grew consumer and commercial loans; we grew deposits; we grew assets within our Merrill Edge business; we generated more net new households in Merrill Lynch; and we supported more institutional client activity — all of this while we continued to invest in our businesses and began an additional \$500 million technology investment, which we intend to spend over the next several quarters, due to the benefits we received from tax reform. Even while making investments in people, technology, new markets and real estate, we managed to lower expenses again this period."

#### - Brian Moynihan, Chairman and Chief Executive Officer

Financial Highlights	Thr	ee months end	ed
(\$ in billions, except per share data)	6/30/2018 <sup>3</sup>	3/31/20183	6/30/2017
Total revenue, net of interest expense	\$22.6	\$23.1	\$22.8
Net income	\$6.8	\$6.9	\$5.1
Diluted earnings per share	\$0.63	\$0.62	\$0.44
Return on average assets	1.17%	1.21%	0.90%
Return on average common shareholders' equity	10.75	10.85	7.75
Return on average tangible common shareholders' equity <sup>4</sup>	15.15	15.26	10.87
Efficiency ratio	59	60	61

<sup>1</sup> Financial Highlights and Business Segment Highlights compare to the year-ago quarter unless noted. Loan and deposit balances are shown on an average basis unless noted.

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Represents a non-GAAP financial measure. For additional information, see endnote A.
On December 22, 2017, the Tax Cuts and Jobs Act (the Tax Act) was enacted, which included a lower U.S. corporate tax rate effective in 2018.
Represents a non-GAAP financial measure. For additional information (including reconcilitation information), see endnote D.

#### **CFO Commentary**

"This marks the 14<sup>th</sup> consecutive quarter of positive operating leverage, which drove the improvement in pretax income. In addition, a 5 percent reduction in diluted shares added to EPS growth. Thanks to the hard work and focus of teammates across the firm, we have eliminated or reduced expenses that don't directly contribute to responsible growth in our business lines. Our strong and consistent results have also allowed us to increase our dividend by 25 percent beginning in the third quarter. In the next 12 months, we plan to return \$26 billion to shareholders through common dividends and share repurchases."

- Paul M. Donofrio, Chief Financial Officer



#### Consumer Banking

#### Financial Results<sup>1</sup>

- Net income increased \$852 million, or 42%, to \$2.9 billion, driven by solid operating leverage of 9%
- Revenue increased \$702 million, or 8%, to \$9.2 billion
   NII increased \$659 million, or 11%, driven by
- higher interest rates and strong deposit and loan growth
- Noninterest income increased \$43 million, or 2%, as higher card income and service charges more than offset lower mortgage banking income
- Provision for credit losses increased \$110 million to \$944 million, driven by credit card portfolio seasoning and loan growth
  - Net charge-offs increased \$105 million to \$896 million; net charge-off ratio was 1.28% compared to 1.21%
- Noninterest expense decreased modestly to \$4.4 billion as improved productivity offset continued investment in primary sales professionals, financial center builds/renovations and digital capabilities

#### Business Highlights<sup>1,2</sup>

- Average deposits grew \$35 billion, or 5%; average loans grew \$19 billion, or 7%
- Merrill Edge brokerage assets grew \$32 billion, or 20%, to \$191 billion, driven by strong client flows and market performance
- · Combined credit/debit card spending up 8%
- 31 new financial center openings and 349 renovations during the past 12 months
- · Digital usage continued to grow
  - Deposit transactions processed on mobile devices exceeded transactions in financial centers for the first time
  - 25.3 million active mobile banking users, up 11%
  - Digital sales grew to 24% of all Consumer Banking sales (see page 8 for more information)
  - Customers logged in to the BAC mobile app 1.4 billion times
  - 35 million person-to-person payments through Zelle®, more than double the year-ago quarter.
     Users doubled to 4 million during past year
- · Efficiency ratio improved to 48% from 52%

	Three months ended		
(\$ in millions)	6/30/2018	3/31/2018	6/30/2017
Total revenue (FTE) <sup>2</sup>	\$9,211	\$9,032	\$8,509
Provision for credit losses	944	935	834
Noninterest expense	4,397	4,480	4,411
Pretax income	3,870	3,617	3,264
Income tax expense	987	922	1,233
Net income	\$2,883	\$2,695	\$2,031

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.
<sup>2</sup> Revenue, net of interest expense. Revenue, pretax income and income tax expense are shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax

#### Three months ended

(\$ in billions)	6/30/2018	3/31/2018	6/30/2017
Average deposits	\$687.8	\$674.4	\$652.8
Average loans and leases	280.7	279.6	261.5
Brokerage assets (EOP)	191.5	182.1	159.1
Active mobile banking users (MM)	25.3	24.8	22.9
Number of financial centers	4,411	4,435	4,542
Efficiency ratio (FTE)	48%	50%	52%
Return on average allocated capital	31	30	22
Total U.S. Consumer Credit	Card <sup>2</sup>		
Average credit card outstanding balances	\$93.5	\$94.4	\$89.5

Average credit card outstanding balances	\$93.5	\$94.4	\$89.5
Total credit/debit spend	147.5	137.4	137.0
Risk-adjusted margin	8.1%	8.3%	8.4%

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>2</sup> The U.S. consumer credit card portfolio includes Consumer Banking and GWIM.



#### Financial Results<sup>1</sup>

- · Net income increased \$164 million, or 20%, to \$968 million
- · Revenue increased slightly to \$4.7 billion
  - NII decreased \$54 million, or 3%, driven by a decrease in average deposit balances and higher interest paid
  - Noninterest income increased \$68 million, or 2%, as 10% growth in asset management fees more than offset lower transactional revenue
- · Noninterest expense was relatively flat from Q2-17 as higher revenue-related incentives were largely offset by continued expense discipline

#### Three months ended

(\$ in millions)	6/30/2018	3/31/2018	6/30/2017
Total revenue (FTE) <sup>2</sup>	\$4,709	\$4,856	\$4,695
Provision for credit losses	12	38	11
Noninterest expense	3,399	3,428	3,392
Pretax income	1,298	1,390	1,292
Income tax expense	330	355	488
Net income	\$968	\$1,035	\$804
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#### Business Highlights<sup>1</sup>

- · Total client balances increased \$137 billion, or 5%, to nearly \$2.8 trillion, driven by higher market valuations and strong AUM flows over the last year
- · Average deposit balances declined \$9 billion, or 4%, due primarily to clients continuing to shift balances into investments
- Average loans and leases grew \$10 billion, or 7%, driven by mortgage and structured lending
- · AUM balances up \$110 billion in past 12 months with AUM flows of \$74 billion

#### Three months ended

(\$ in billions)	6/30/2018	3/31/2018	6/30/2017
Average deposits	\$236.2	\$243.1	\$245.3
Average loans and leases	160.8	159.1	150.8
Total client balances (EOP)	2,754.2	2,725.5	2,617.4
AUM flows	10.8	24.2	27.5
Pretax margin	28%	29%	28%
Return on average allocated	27	29	23

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted.
<sup>2</sup> Revenue, net of interest expense. Revenue, pretax income and income tax expense are shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax



#### Global Banking

#### Financial Results<sup>1</sup>

- · Net income increased \$278 million, or 16%, to \$2.1 billion
- · Revenue decreased \$117 million, or 2%, to \$4.9 billion
  - NII increased \$170 million, or 7%, reflecting the benefits of higher interest rates, as well as deposit and loan growth
  - Noninterest income decreased \$287 million, or 11%, due to lower investment banking fees and the impact of tax reform on certain tax-advantaged investments
- · Provision improved to a benefit of \$23 million, driven primarily by reduced reserves due to continued improvement in energy
- · Noninterest expense was flat compared to Q2-17

#### Three months ended

6/30/2018	3/31/2018	6/30/2017
\$4,922	\$4,934	\$5,039
(23)	16	15
2,154	2,195	2,154
2,791	2,723	2,870
727	707	1,084
\$2,064	\$2,016	\$1,786
	\$4,922 (23) 2,154 2,791 727	\$4,922 \$4,934 (23) 16 2,154 2,195 2,791 2,723 727 707

<sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities. <sup>3</sup> Revenue, net of interest expense. Revenue, pretax income and income tax expense are shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax

#### Business Highlights<sup>1,2</sup>

- · Average deposits increased \$23 billion, or 8%, to \$323 billion
- · Average loans and leases grew \$10 billion, or 3%, to \$355 billion, driven by growth in international and domestic commercial and industrial lending
- · Total firmwide investment banking fees (excluding self-led deals) decreased 7% to \$1.4 billion, driven by lower advisory fees compared with a record year-ago quarter
- · Efficiency ratio remained low at 44%

#### Three months ended

(\$ in billions)	6/30/2018	3/31/2018	6/30/2017
Average deposits	\$323.2	\$324.4	\$300.5
Average loans and leases	355.1	351.7	345.1
Total Corp. IB fees (excl. self-led) <sup>2</sup>	1.4	1.4	1.5
Global Banking IB fees <sup>2</sup>	0.7	0.7	0.9
Business Lending revenue	2.2	2.1	2.2
Global Transaction Services revenue	2.0	1.9	1.8
Efficiency ratio (FTE)	44%	44%	43%
Return on average allocated capital	20	20	18

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.



#### **Global Markets**

#### Financial Results<sup>1</sup>

- · Net income increased \$286 million, or 34%, to \$1.1 billion
- · Revenue increased \$274 million, or 7%, to \$4.2 billion, driven by higher sales and trading revenue
- · Noninterest expense increased \$65 million, or 2%, to \$2.7 billion, reflecting higher revenue-related expenses and continued investment in technology
- Average VaR of \$30 million remained low<sup>5</sup>

#### Three months ended

(\$ in millions)	6/30/2018	3/31/2018	6/30/2017
Total revenue (FTE) <sup>2,3</sup>	\$4,221	\$4,786	\$3,947
Net DVA <sup>4</sup>	(179)	64	(159)
Total revenue (excl. net DVA) (FTE) <sup>2,3,4</sup>	\$4,400	\$4,722	\$4,106
Provision for credit losses	(1)	(3)	25
Noninterest expense	2,715	2,818	2,650
Pretax income	1,507	1,971	1,272
Income tax expense	391	513	442
Net income	\$1,116	\$1,458	\$830
Net income (excl. net DVA) <sup>4</sup>	\$1,252	\$1,409	\$929

Comparisons are to the year-ago quarter unless noted.
Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.
Revenue, net of interest expense. Revenue, pretax income and income tax expense are shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax

rate.

Revenue and net income, excluding net DVA, are non-GAAP financial measures. See endnote C

for more information.

VaR model uses a 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 level, average VaR was \$17MM, \$22MM and \$23MM for Q2-18, Q1-18 and Q2-17, respectively.

#### Business Highlights<sup>1,2</sup>

- · Sales and trading revenue increased \$207 million, or 6%, to \$3.4 billion
- · Excluding net DVA, sales and trading revenue increased 7% to \$3.6 billion(C)
  - FICC revenue of \$2.3 billion increased 2%, primarily due to improved performance in macrorelated products, partially offset by weakness in credit products
  - Equities revenue of \$1.3 billion increased 17%, driven by increased client activity in financing and
- · Average total assets increased \$33 billion, primarily due to targeted investments to support clients in both Equities and FICC

#### Three months ended

(\$ in billions)	6/30/2018	3/31/2018	6/30/2017
Average total assets	\$678.5	\$678.4	\$645.2
Average trading-related assets	473.1	463.2	452.6
Average loans and leases	75.1	73.8	69.6
Sales and trading revenue <sup>2</sup>	3.4	4.1	3.2
Sales and trading revenue (excl. net DVA) <sup>(C),2</sup>	3.6	4.1	3.4
Global Markets IB fees <sup>2</sup>	0.7	0.6	0.6
Efficiency ratio (FTE)	64%	59%	67%
Return on average allocated capital	13	17	10

Comparisons are to the year-ago quarter unless noted. Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.

#### All Other

#### Financial Results<sup>1</sup>

- Net loss of \$247 million, compared to a net loss of \$345 million
- Revenue declined \$1.2 billion, driven by a \$1.0 billion reduction from select items
  - Q2-18 results included a \$729 million charge in other income related to the redemption of certain trust preferred securities, which was largely offset by a \$572 million gain from the sale of non-core mortgage loans
  - Q2-17 results included a pretax gain of \$793 million from the sale of the non-U.S. consumer credit card business, which was mostly offset by a \$690 million related tax expense
- Benefit in provision for credit losses declined \$54 million to \$105 million due to a slowing pace of portfolio improvement in consumer real estate
- Noninterest expense decreased \$756 million to \$619 million
  - Excluding a \$295 million data center impairment charge in the year-ago quarter, expense declined \$461 million, driven by lower non-core mortgage costs and reduced operational costs from sale of the non-U.S. consumer credit card business in the prior-year quarter

#### Three months ended

(\$ in millions)	6/30/2018	3/31/2018	6/30/2017
Total revenue (FTE) <sup>2</sup>	\$(300)	\$(333)	\$876
Provision for credit losses	(105)	(152)	(159)
Noninterest expense	619	976	1,375
Pretax loss	(814)	(1,157)	(340)
Income tax expense (benefit)	(567)	(871)	5
Net loss	\$(247)	\$(286)	\$(345)

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Revenue, net of interest expense. Revenue, pretax loss and income tax expense (benefit) are shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. comparate tax rate.

Note: All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the mortgage servicing rights (MSR) valuation model for both core and non-core MSRs and the related economic hedge results, liquidating businesses and residual expense allocations. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as a portfolio of equity, real estate and other alternative investments. During the second quarter of 2017, we sold our non-U.S. consumer credit card business.

#### Credit Quality

#### Highlights1

- · Overall credit quality remained strong across both the consumer and commercial portfolios
- · Net charge-offs increased \$88 million to \$996 million, driven primarily by higher losses in the consumer credit card portfolio due to seasoning, loan growth and storm-related losses
  - The net charge-off ratio remained low at 0.43%
- The provision for credit losses increased \$101 million to \$827 million
  - The net reserve release decreased to \$169 million from \$182 million. The reserve release was driven by continued improvements in consumer real estate and energy exposures, partially offset by seasoning in the consumer credit card portfolio and loan growth
- · Nonperforming assets declined \$946 million to \$6.2 billion, driven primarily by loan sales and credit quality improvement in energy exposures
- · Commercial utilized reservable criticized exposure down \$3.3 billion, or 21%, to \$12.4 billion

#### Three months ended

(\$ in millions)	6/30/2018	3/31/2018	6/30/2017
Provision for credit losses	\$827	\$834	\$726
Net charge-offs <sup>2</sup>	996	911	908
Net charge-off ratio <sup>3</sup>	0.43%	0.40%	0.40%
At period-end			
Nonperforming assets	\$6,181	\$6,694	\$7,127
Nonperforming assets ratio <sup>4</sup>	0.66%	0.72%	0.78%
Allowance for loan and lease losses	\$10,050	\$10,260	\$10,875
Allowance for loan and lease losses ratio <sup>5</sup>	1.08%	1.11%	1.20%

Comparisons are to the year-ago quarter unless noted.
Includes net charge-offs of \$31 million in Q2-17 for the non-U.S. consumer credit card loan portfolio, which was sold during the second quarter of 2017.
Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.
Nonperforming assets ratio is calculated as nonperforming loans, leases and foreclosed properties (nonperforming assets) divided by outstanding loans, leases and foreclosed properties at the end of the period.
Allowance for loan and lease losses ratio is 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 accounted for under the fair value option.

#### Leadership in high-tech, high-touch

(Figures are for Q2-18 unless otherwise specified)

## Bank of America

#### High-Tech



#### No. 1 in online banking and digital sales functionality

35.7MM active digital banking users

24% of all Consumer sales through digital

\$736B in total payments processed

- 52% in digital payments
- ~35MM P2P payments via Zelle®, up 143% YoY, representing \$10B
- 460K digital appointments



#### J.D. Power 2018 Certified Mobile App

25.3MM active mobile banking users

- 1.4B mobile channel logins
  - 25% of deposit transactions via mobile device
- 2,400 auto dealers now participate in our auto digital shopping experience

Launched Erica - digital AI assistant available in all 50 states

Launched digital mortgage platform



#### Named North America's best digital bank and North America's top financial innovator in GTS

- ~479K digital channel users across our commercial, large corporate and business banking businesses
- ~29MM Global Markets trades executed per day



### Highest number of patents of any financial

3,200+ patents awarded or pending

72 Blockchain patents granted or pending



#### Innovation in wealth management

Merrill Lynch clients can now use their mobile app to scan and send paper documents to their financial advisors

20% increase in active users of the Merrill Lynch mobile platform during past year

#### High-Touch



- 4,411 financial centers
- 31 new openings in last 12 months
- 349 renovations in last 12 months



#### 16,050 ATMs

- 10,125 newly replaced or upgraded
- 100% contactless enabled





#### **Current locations**

#### New financial center markets

Cincinnati Cleveland Columbus

Indianapolis Pittsburgh

Minneapolis/St. Paul Lexington Salt Lake City



47MM Consumer and Small Business relationships



19,350 Wealth advisors in Global Wealth and Investment Management and Consumer Banking



#### Global footprint serving middle-market, large corporate and institutional clients

35+ countries

79% of the 2017 Global Fortune 500 and 95% of the U.S. Fortune 1,000 have a relationship with us

Increased client-facing professionals to further strengthen local market coverage

#### Balance Sheet, Liquidity and Capital Highlights (\$ in billions except per share data, end of period, unless otherwise noted)

	T	hree months ended	
	6/30/2018	3/31/2018	6/30/2017
Ending Balance Sheet			
Total assets	\$2,291.7	\$2,328.5	\$2,254.7
Total loans and leases	935.8	934.1	916.7
Total loans and leases in business segments (excluding All Other)	874.6	869.5	837.8
Total deposits	1,309.7	1,328.7	1,263.0
Average Balance Sheet			
Average total assets	\$2,322.7	\$2,325.9	\$2,269.3
Average loans and leases <sup>1</sup>	934.8	931.9	914,7
Average deposits	1,300.7	1,297.3	1,256.8
Funding and Liquidity			
Long-term debt	\$226.6	\$232.3	\$223.9
Global Liquidity Sources, average <sup>(E)</sup>	512	522	513
Time to required funding (months) <sup>(E)</sup>	60	56	49
Liquidity coverage ratio <sup>(E)</sup>	122%	124%	n/a
Equity			
Common shareholders' equity	\$241.0	\$241.6	\$245.4
Common equity ratio	10.5%	10.4%	10.9%
Tangible common shareholders' equity <sup>2</sup>	\$170.9	\$171.3	\$175.3
Tangible common equity ratio <sup>2</sup>	7.7%	7.6%	8.0%
Per Share Data <sup>3</sup>			
Common shares outstanding (in billions)	10.01	10.18	9.88
Book value per common share	\$24.07	\$23.74	\$24.85
Tangible book value per common share <sup>2</sup>	17.07	16.84	17.75
Regulatory Capital <sup>(F)</sup>			
Basel 3			
CET1 capital	\$164.9	\$164.8	\$168.7
Standardized approach			
Risk-weighted assets	\$1,444	\$1,452	\$1,405
CET1 ratio	11.4%	11.4%	12.0%
Advanced approaches			
Risk-weighted assets	\$1,438	\$1,458	\$1,464
CET1 ratio	11.5%	11.3%	11.5%
Supplementary leverage			
Supplementary leverage ratio (SLR)	6.7%	6.8%	n/a

<sup>&</sup>lt;sup>1</sup> Includes S6.5 billion of non-U.S. consumer credit card loans in Q2-17. During the second quarter of 2017, we sold our non-U.S. consumer credit card business.

<sup>2</sup> Represents a non-GAAP financial measure. For reconciliation, see pages 18-19 of this press release.

<sup>3</sup> Berkshire Hathaway exercised its warrants to purchase 700 million shares of BAC common stock in Q3-17 using its Series T preferred shares, which resulted in an increase to common shares outstanding.

n/a = not applicable

#### **Endnotes**

- The Corporation has presented a year-over-year comparison of revenue change and noninterest expense change excluding selected items from the three months ended June 30, 2017. This presentation is a non-GAAP financial measure. The Corporation believes this presentation allows investors to compare revenue change and noninterest expense change for the periods presented to take into consideration a gain on the sale of our non-U.S. consumer credit card business and an impairment charge related to certain data centers in the three months ended June 30, 2017.
- The Corporation also measures net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in В operating the business that management believes provides investors a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources, and is consistent with industry practices. Net interest income on an FTE basis was \$11.8 billion, \$11.8 billion and \$11.2 billion for the three months ended June 30, 2018, March 31, 2018 and June 30, 2017, respectively. For reconciliation to GAAP financial measures, refer to pages 18-19 of this press release. The FTE adjustment was \$154 million, \$150 million and \$237 million for the three months ended June 30, 2018, March 31, 2018 and June 30, 2017, respectively.
- Global Markets revenue and net income, excluding net debit valuation adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-C GAAP financial measures. Net DVA gains (losses) were \$(179) million, \$64 million and \$(159) million for the three months ended June 30, 2018, March 31, 2018 and June 30, 2017, respectively. FICC net DVA gains (losses) were \$(184) million, \$78 million and \$(148) million for the three months ended June 30, 2018, March 31, 2018 and June 30, 2017, respectively. Equities net DVA gains (losses) were \$5 million, \$(14) million and \$(11) million for the three months ended June 30, 2018, March 31, 2018 and June 30, 2017, respectively.
- Return on average tangible common shareholders' equity is a non-GAAP financial measure. For reconciliation to GAAP financial measures, see pages 18-D 19 of this press release.
- E Liquidity Coverage Ratio (LCR) at June 30, 2018 is preliminary. Global Liquidity Sources (GLS) 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. They do not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity, Transfers of liquidity among legal entities may be subject to certain regulatory and other restrictions. The LCR represents the consolidated average amount of high-quality liquid assets as a percentage of the prescribed average net cash outflows over a 30-calendar-day period of significant liquidity stress, under the U.S. LCR final rule. Time to required funding (TTF) 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 the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation.
- Regulatory capital ratios at June 30, 2018 are preliminary. The Corporation reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which for CET1 is the Standardized approach at June 30, 2018 and the Advanced approaches at March 31, 2018 and June 30, 2017. Basel 3 transition provisions for regulatory capital adjustments and deductions were fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in basis. SLR requirements became effective January 1, 2018.

#### **Contact Information and Investor Conference Call Invitation**



Investor Call Information

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss secondquarter 2018 financial results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http://investor.bankofamerica.com.

For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international). The conference ID is 79795. Please dial in 10 minutes prior to the start of the call. Investors can access replays of the conference call by visiting the Investor Relations website or by calling 1.800.934.4850 (U.S.) or 1.402.220.1178 (international) from noon on July 16 through 11:59 p.m. ET on July 23

**Investors May Contact:** 

Lee McEntire, Bank of America, 1.980.388.6780

Jonathan Blum, Bank of America (Fixed Income), 1.212.449.3112

Reporters May Contact:

Lawrence Grayson, Bank of America, 1.704.995.5825 lawrence.grayson@bankofamerica.com

#### Bank of America

Bank of America is one of the world's leading 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 47 million consumer and small business relationships with approximately 4,400 retail financial centers, approximately 16,100 ATMs, and award-winning digital banking with approximately 36 million active users, including 25 million mobile users. Bank of America is a global leader in wealth management, 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 across the United States, its territories and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

#### Forward-Looking Statements

Bank of America Corporation (the "Company") 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," "may," "might," "should," "would" and "could." Forward-looking statements represent the Company's current expectations, plans or forecasts of its future results, revenues, efficiency ratio, capital measures, strategy, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown risks, uncertainties and assumptions that are difficult to predict and are often beyond the Company'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 the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of the Company's 2017 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation, regulatory proceedings and enforcement actions, including inquiries into our retail sales practices, and the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; 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 Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to avoid the statute of limitations for repurchase claims; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; the impact of U.S. and global interest rates, currency exchange rates, economic conditions, trade policies and potential geopolitical instability; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior, adverse developments with respect to U.S. or global economic conditions and other uncertainties; the Company's ability to achieve its expense targets, net interest income expectations, or other projections; 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; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the potential impact of total loss-absorbing capacity requirements; potential adverse changes to our global systemically important bank surcharge; the potential impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate the shortcoming identified by banking regulators in the Company's Resolution Plan; the effect of regulations, other guidance or additional information on our estimated impact of the Tax Act; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, Federal Deposit Insurance Corporation (FDIC) assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyberattacks; the impact on the Company's business, financial condition and results of operations from the planned exit of the United Kingdom from the European Union; and other similar matters.

"Bank of America Merrill Lynch" is the marketing name for the Global Banking and Global Markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, financial advisory and other investment banking activities are performed by investment banking affiliates of Bank of America Corporation (Investment Banking Affiliates), including Merrill Lynch, Pierce, Fenner & Smith Incorporated, which are registered broker-dealers and members of FINRA and SIPC. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured \* May Lose Value \* Are Not Bank Guaranteed. Bank of America Corporation's 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.

For more Bank of America news, including dividend announcements and other important information, visit the Bank of America newsroom at https://newsroom.bankofamerica.com.

www.bankofamerica.com

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

(In millions, except per share data)

		,	hs E e 30	§ = 37		Second Quarter 2018		First Quarter 2018		Second Quarter 2017
Summary Income Statement	_	2018	_	2017	_		_		_	
Net interest income	\$	23,258	\$	22,044	\$	11,650	5	11,608	\$	10,986
Noninterest income	_	22,476	_	23,033	_	10,959	_	11,517	_	11,843
Total revenue, net of interest expense Provision for credit losses		45,734		45,077		22,609 827		23,125		22,829
Noninterest expense		1,661 27,181		1,561 28,075		13,284		834 13,897		726 13,982
Income before income taxes	_	16,892	_	15,441	_	8,498	_	8,394	_	8.121
Income tax expense		3,190		4,998		1,714		1,476		3,015
Net income	5	13,702	5	10,443	5	6,784	5	6,918	5	5,106
Preferred stock dividends	3	746	-	863	-	318	-	428	-	361
Net income applicable to common shareholders	Ś	12,956	5	9,580	Ś	6,466	5	6.490	Ś	4,745
							Т			
Average common shares issued and outstanding		10,251.7		10,056.1		10,181.7		10,322.4		10,013.5
Average diluted common shares issued and outstanding		10,389.9		10,876.7		10,309.4		10,472.7		10,834.8
Summary Average Balance Sheet										
Total debt securities	\$	431,133	5	430,685	\$	429,191	5	433,096	\$	431,132
Total loans and leases		933,375		914,432		934,818		931,915		914,717
Total earning assets		1,980,887		1,909,136		1,981,930		1,979,832		1,922,747
Total assets	3	2,324,269		2,250,575		2,322,678		2,325,878		2,269,293
Total deposits		1,298,973		1,256,735		1,300,659		1,297,268		1,256,838
Common shareholders' equity		242,009		244,127		241,313		242,713		245,756
Total shareholders' equity		265,330		269,347		265,181		265,480		270,977
Performance Ratios										
Return on average assets		1.19%		0.94%		1.17%		1.21%		0.90%
Return on average common shareholders' equity		10.80		7.91		10.75		10.85		7.75
Return on average tangible common shareholders' equity (1)		15.21		11.15		15.15		15.26		10.87
Per common share information										
Earnings	\$	1.26	5	0.95	\$	0.64	5	0.63	\$	0.47
Diluted earnings		1.25		0.89		0.63		0.62		0.44
Dividends paid		0.24		0.15		0.12		0.12		0.075
Book value		24.07		24.85		24.07		23.74		24.85
Tangible book value (1)		17.07		17.75		17.07		16.84		17.75
						June 30 2018		March 31 2018		June 30 2017
Summary Period-End Balance Sheet					_	2010	_	2010	-	2017
Total debt securities					\$	438,269	5	426,837	\$	434,517
Total loans and leases						935,824		934,078		916,666
Total earning assets						1,948,663		2,002,678		1,909,192
Total assets						2,291,670		2,328,478		2,254,714
Total deposits						1,309,691		1,328,664		1,262,980
Common shareholders' equity						241,035		241,552		245,440
Total shareholders' equity						264,216		266,224		270,660
Common shares issued and outstanding						10,012.7		10,175.9		9,878.1
		Six Mont		nded		Second		First		Second
Credit Quality		Jun 2018	e 30	2017		Quarter 2018		Quarter 2018		Quarter 2017
Total net charge-offs QI	5	1,907	5	1,842	5	996	5	911	5	908
Net charge-offs as a percentage of average loans and leases outstanding (3)		0.41%		0.41%		0.43%		0.40%		0.40%
Provision for credit losses	\$	1,661	\$	1,561	\$	827	5	834	\$	726
						June 30 2018		March 31 2018		June 30 2017
Total nonperforming loans, leases and foreclosed properties (4)					\$	6,181	5	6,694	\$	7,127
Nonperforming loans, leases and foreclosed properties as a percentage of total loans, lea	ses and fo	oreclosed prop	ertie	is <sup>(3)</sup>		0.66%		0,72%		0,78%
Allowance for loan and lease losses					\$	10,050	5	10,260	\$	10,875
Allowance for loan and lease losses as a percentage of total loans and leases outstanding	(3)					1.08%		1.11%		1.20%

For footnotes, see page 14.

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

			1	Basel 3		
Capital Management	_	June 30 2018	1	March 31 2018		June 30 2017
Regulatory capital metrics (5):	_					
Common equity tier 1 capital	s	164,872	\$	164,828	5	168,704
Common equity tier 1 capital ratio - Standardized approach		11.4%		11.4%		12.0%
Common equity tier 1 capital ratio - Advanced approaches		11.5%		11.3%		11.5%
Tier 1 leverage ratio		8.4		8.4		8.8
Tangible equity ratio (5)		8.7		8.7		9.2
Tangible common equity ratio (6)		7.7		7.6		8.0

Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on pages 18-19.
Includes non-U.S. credit card not charge-offs of 575 million for the six months ended Q2-17, and S31 million and S44 million for Q2-17 and Q1-17. These net charge-offs represent net charge-offs of 575 million for the six months ended Q2-17, and S31 million and S44 million for Q2-17 and Q1-17. These net charge-offs represent net charge-offs of non-U.S. credit card loans, which were sold in the second quarter of 2017.
Ratios do not include beat the consumer credit card loans, 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; and nonperforming loans held-for-sale or accounted for under the fair value option.
Regulatory capital ratios at June 30, 2018 are preliminary. The Corporation reports regulatory capital ratios under both the Standardized approaches. The approach that yields the lower ratio is used to assess capital adequacy, which for CETIT is the Standardized approache at June 30, 2018 and the Advanced approaches at March 31, 2018 and June 30, 2017. Basel 3 transition provisions for regulatory capital adjustments and deductions were fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in

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

#### Quarterly Results by Business Segment and All Other

(Dollars in millions)				£-		d Quarter 20	110			
	-	Consumer Banking		GWIM	Global Banking		Global Markets			All Other
Total revenue, net of interest expense (FTE basis) (1)	S	9,211	Ś	4,709	5	4,922	5	4,221	5	(300)
Provision for credit losses		944		12		(23)		(1)		(105)
Noninterest expense		4,397		3,399		2,154		2.715		619
Net income (loss)		2,883		968		2,064		1,116		(247)
Return on average allocated capital (2)		31%		27%		20%		13%		n/m
Balance Sheet										
Average										
Total loans and leases	5	280,689	\$	160,833	5	355,088	\$	75,053	\$	63,155
Total deposits		687,812		236,214		323,215		30,736		22,682
Allocated capital (2)		37,000		14,500		41,000		35,000		n/m
Period end										
Total loans and leases	5	283,565	\$	162,034	s	355,473	\$	73,496	s	61,256
Total deposits	Ĭ	695,530		233,925	1100	326,029		31,450	100	22,757
				- 1	First	Quarter 2018	8			
	-	Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	S	9.032	5	4,856	5	4.934	Ś	4,786	5	(333)
Provision for credit losses		935		38		16		(3)		(152)
Noninterest expense		4,480		3.428		2,195		2.818		976
Net income (loss)		2,695		1,035		2,016		1,458		(286)
Return on average allocated capital (2)		30%		29%		20%		17%		n/m
Balance Sheet										
Average										
Total loans and leases	s	279,557	s	159,095	S	351,689	s	73,763	5	67.811
Total deposits	Ť	674,351	7	243,077		324,405	7	32,320	-	23,115
Allocated capital (2)		37,000		14,500		41,000		35,000		n/m
Period end		31,000		1 1,200		11,000		22,000		
Total loans and leases	5	279,055	S	159,636	5	355,165	Ś	75,638	5	64,584
Total deposits	Ť	701,488	Ť	241,531	Ť	331,238	Ť	32,301	Ť	22,106
				S	ecor	nd Quarter 20	17			
	7	Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Total revenue, net of interest expense (FTE basis) (1)	Ś	8,509	5	4.695	5	5,039	5	3,947	5	876
Provision for credit losses	7	834	-	11	4	15	4	25	4	(159)
Noninterest expense		4,411		3,392		2,154		2,650		1,375
Net income (loss)		2,031		804		1,786		830		(345)
Return on average allocated capital (2)		22%		23%		18%		10%		n/m
Balance Sheet		22.70		2.370		10 70		1070		11/111
Average										
Total loans and leases	s	261,537	s	150,812	5	345,063	Ś	69,638	\$	87.667
Total deposits	÷	652,787	,	245,329	4	300,483	7	31,919	4	26,320
Allocated capital (2)		37,000		14,000		40,000		35,000		n/m
Period end		37,000		1-7,000		-10,000		33,000		11/111
Total loans and leases	5	265,938	s	153,468	5	344,457	s	73.973	5	78.830
Total deposits	,	662,678	9	237,131	Þ	303,205	2	33,363	þ	26,603
Total deposits		002,010		231,131		303,203		33,303		20,003

Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

[2] Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

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**

#### Year-to-Date Results by Business Segment and All Other

(Dollars in millions)				Siv Mon	the	Ended lune	20.2	018		
		Six Months Ended June 30, 2 Consumer Global Banking GWIM Banking				Global All Markets Other				
Total revenue, net of interest expense (FTE basis) (1)	\$	18,243	\$	9,565	5	9,856	\$	9,007	\$	(633)
Provision for credit losses		1,879		50		(7)		(4)		(257)
Noninterest expense		8,877		6,827		4,349		5,533		1,595
Net income (loss)		5,578		2,003		4,080		2,574		(533)
Return on average allocated capital (2)		30%		28%		20%		15%		n/m
Balance Sheet										
Average										
Total loans and leases	5	280,126	\$	159,969	5	353,398	\$	74,412	\$	65,470
Total deposits		681,119		239,627		323,807		31,524		22,896
Allocated capital [2]		37,000		14,500		41,000		35,000		n/m
Period end										
Total loans and leases	\$	283,565	\$	162,034	5	355,473	\$	73,496	\$	61,256
Total deposits		695,530		233,925		326,029		31,450		22,757

	Six Months Ended June 30, 2017									
	Consumer Banking		GWIM		Global Banking		Global Markets		100	All Other
Total revenue, net of interest expense (FTE basis) (1)	5	16,792	\$	9,287	\$	9,994	\$	8,654	5	784
Provision for credit losses		1,672		34		32		8		(185)
Noninterest expense		8,820		6,721		4,317		5,406		2,811
Net income (loss)		3,923		1,577		3,515		2,127		(699)
Return on average allocated capital (2)		21%		23%		18%		12%		n/m
Balance Sheet										
Average										
Total loans and leases	5	259,751	5	149,615	\$	343,966	\$	69,850	S	91,250
Total deposits		644,238		251,324		302,827		32,535		25,811
Allocated capital (2)		37,000		14,000		40,000		35,000		n/m
Period end										
Total loans and leases	S	265,938	\$	153,468	\$	344,457	\$	73,973	S	78,830
Total deposits		662,678		237,131		303,205		33,363		26,603

<sup>(</sup>Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

20 Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

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 Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data (1)		Six Months Ended June 30						First Quarter		Second Quarter
	53 <del></del>	2018	100	2017		Quarter 2018	2018		2017	
Net interest income	5	23,562	\$	22,478	\$	11,804	\$	11,758	\$	11,223
Total revenue, net of interest expense		46,038		45,511		22,763		23,275		23,066
Net interest yield		2.38%	,	2.37%		2.38%		2.39%		2.34%
Efficiency ratio		59.04		61.69		58.36		59.71		60.62

Other Data	June 30 2018	March 31 2018	June 30 2017
Number of financial centers - U.S.	4,411	4,435	4,542
Number of branded ATMs - U.S.	16,050	16,011	15,972
Headcount	207,992	207,953	210,904

<sup>&</sup>lt;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 a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. See Reconciliations to GAAP Financial Measures on pages 18-19,

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. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and nanlyses (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 21 percent for the first and second quarters of 2018 and 35 percent for all prior periods. 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 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 divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible 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 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 total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common 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 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 shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred t

See the tables below and on page 19 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the six months ended June 30, 2018 and 2017 and the three months ended June 30, 2018, March 31, 2018 and June 30, 2017. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

		1 20		Second Quarter		First Ouarter			Second Ouarter	
		2018		2017	. 1	2018		2018		2017
Reconciliation of net interest income to net interest income on a fully taxable-equiva	lent basis				_					
Net interest income	\$	23,258	\$	22,044	\$	11,650	\$	11,608	S	10,986
Fully taxable-equivalent adjustment		304		434		154		150		237
Net interest income on a fully taxable-equivalent basis	\$	23,562	\$	22,478	\$	11,804	\$	11,758	5	11,223
Reconciliation of total revenue, net of interest expense to total revenue, net of intere	est expense or	n a fully tax	able	-equivalent	basi	<u>s</u>				
Total revenue, net of interest expense	\$	45,734	\$	45,077	\$	22,609	\$	23,125	S	22,829
Fully taxable-equivalent adjustment		304		434		154		150		237
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	46,038	\$	45,511	\$	22,763	\$	23,275	5	23,066
Reconciliation of income tax expense to income tax expense on a fully taxable-equiva	lent basis									
Income tax expense	\$	3,190	\$	4,998	\$	1,714	\$	1,476	5	3,015
Fully taxable-equivalent adjustment		304		434		154		150		237
Income tax expense on a fully taxable-equivalent basis	\$	3,494	5	5,432	\$	1,868	\$	1,626	5	3,252
Reconciliation of average common shareholders' equity to average tangible common:	shareholders'	equity								
Common shareholders' equity	\$	242,009	\$	244,127	\$	241,313	\$	242,713	5	245,756
Goodwill		(68,951)		(69,616)		(68,951)		(68,951)		(69,489
Intangible assets (excluding mortgage servicing rights)		(2,193)		(2,833)		(2,126)		(2,261)		(2,743
Related deferred tax liabilities		927		1,522		916		939		1,506
	10-00		Ś	173,200	\$	171,152	\$	172,440	5	175,030
Tangible common shareholders' equity	\$	171,792								
Tangible common shareholders' equity  Reconciliation of average shareholders' equity to average tangible shareholders' equity	_	1/1,/92	_		_					
•	_	265,330	\$	269,347	\$	265,181	\$	265,480	s	270,977
Reconciliation of average shareholders' equity to average tangible shareholders' equi	ty =		\$	269,347 (69,616)	\$	265,181 (68,951)	\$	265,480 (68,951)	s	
Reconciliation of average shareholders' equity to average tangible shareholders' equity Shareholders' equity Goodwill	ty =	265,330	\$		\$		\$		s	(69,489
Reconciliation of average shareholders' equity to average tangible shareholders' equity Shareholders' equity	ty =	265,330 (68,951)	\$	(69,616)	\$	(68,951)	\$	(68,951)	S	270,977 (69,489 (2,743

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

#### Bank of America Corporation and Subsidiaries

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

(In millions, except per share data) Six Months Ended First Second Second Quarter 2018 June 30 Quarter 2018 Quarter 2017 2018 2017 Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity \$ 241,035 5 245,440 5 241.035 S 241.552 S 245,440 Common shareholders' equity Goodwill (68,951) (68,969) (68,951) (68,951) Intangible assets (excluding mortgage servicing rights) (2,043)(2,043)(2,610) (2,177)(2,610) Related deferred tax liabilities 900 1,471 900 920 1,471 \$ 170,941 175.332 \$ 170,941 171,344 175.332 Tangible common shareholders' equity Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity Shareholders' equity \$ 264,216 270,660 \$ 264,216 \$ 266,224 270,660 Goodwill (68.951) (68.969) (68.951) (68.951) (68.969) Intangible assets (excluding mortgage servicing rights) (2,043) (2,610) (2,043)(2,177)(2,610) Related deferred tax liabilities 900 1,471 900 920 1.471 Tangible shareholders' equity \$ 194,122 200,552 194,122 196,016 200,552 Reconciliation of period-end assets to period-end tangible assets \$ 2.291.670 S 2.254.714 \$ 2,291,670 \$ 2,328,478 \$ 2,254,714 Assets Goodwill (68,951) (68,969) (68,951) (68,951) Intangible assets (excluding mortgage servicing rights) (2,043)(2,610)(2,043)(2.177)(2,610) Related deferred tax liabilities 900 1,471 900 920 1,471 Tangible assets \$ 2,221,576 5 2.184.606 \$ 2,221,576 5 2,258,270 \$ 2,184,606 Book value per share of common stock Common shareholders' equity \$ 241,035 \$ 245,440 \$ 241,035 \$ 241,552 \$ 245,440 Ending common shares issued and outstanding 10,012.7 9,878.1 10,012.7 10,175.9 9.878.1 Book value per share of common stock 24.07 5 24.85 **24.07** S 23.74 S Tangible book value per share of common stock \$ 170.941 S 175.332 \$ 170.941 S 171.344 S 175.332 Tangible common shareholders' equity Ending common shares issued and outstanding 10,012.7 9,878.1 10,012.7 10,175.9 9,878.1 17.75 Tangible book value per share of common stock \$ 17.07 5 17.07 5 16.84 \$ 17.75

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

# Bank of America 2Q18 Financial Results

July 16, 2018



BANK OF AMERICA MERRILL LYNCH U.S. TRUST BANK OF AMERICA
MERRILL LYNCH

## Second Quarter 2018 Highlights

(Comparisons to 2Q17)

#### Earnings 1

- · Net income of \$6.8B, up 33%
- · Diluted earnings per share of \$0.63, up 43%
- · Total revenue of \$22.6B, down 1%
  - Excluding 2Q17 selected item, up 3%<sup>2</sup>
- · Noninterest expense of \$13.3B, down 5%
  - Excluding 2Q17 selected item, down 3% 2
- · 14 consecutive quarters of positive operating leverage

#### **Returns and Efficiency**

- Return on average assets of 1.17% improved 27 bps
- Return on average common shareholders' equity of 10.8% increased 300 bps
- Return on average tangible common shareholders' equity of 15.2% improved 428 bps<sup>2</sup>
- · Efficiency ratio of 59% improved 249 bps

#### **Client Balances**

- · Average loans and leases in business segments grew 5%
  - Consumer up 6% and commercial up 5%
- Average deposits increased 3%
- · Merrill Edge brokerage assets increased 20%
- Client balances within Global Wealth & Investment Management increased to nearly \$2.8T

#### **Capital and Liquidity**

- \$165B of Common Equity Tier 1 Capital (CET1) and CET1 ratio of 11.4%<sup>3</sup>
- \$512B of average Global Liquidity Sources <sup>4</sup>
- Plan to return ~\$26B of capital to common shareholders over next four quarters, which includes:
  - 25% increase in quarterly dividend
  - More than \$20B in gross share repurchases



<sup>&</sup>lt;sup>1</sup>On December 22, 2017, the Tax Cuts and Jobs Act (the "Tax Act") was enacted, which included a lower U.S. corporate tax rate effective in 2018.

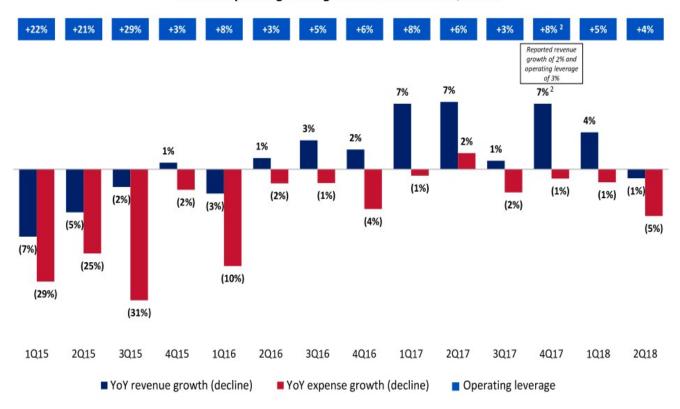
<sup>4</sup> See note A on slide 24 for definition of Global Liquidity Sources.

<sup>&</sup>lt;sup>2</sup>Represents a non-GAAP financial measure. For a description of selected items, see slide 6. For important presentation information, see slide 27.

<sup>&</sup>lt;sup>3</sup> Regulatory capital ratios at June 30, 2018 are preliminary. The Company reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which for CET1 is the Standardized approach for 2Q18 and the Advanced approaches for 1Q18 and 2Q17.

## Operating Leverage Trend

#### Positive Operating Leverage for 14 Consecutive Quarters <sup>1</sup>



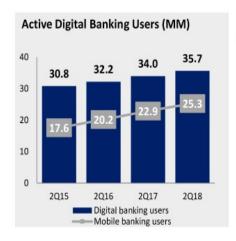


Note: Amounts may not total due to rounding.

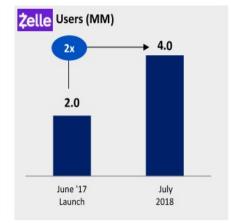
<sup>1</sup>Operating leverage calculated as the year-over-year percentage change in revenue, net of interest expense, less the percentage change in noninterest expense. Quarterly expense for 2017 and 2016 has been restated to reflect the accounting change for retirement-eligible equity incentives adopted in 4Q17; 2015 and 2014 periods are as reported.

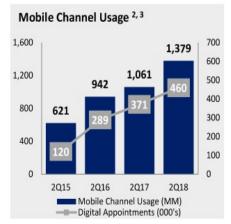
<sup>2</sup> Revenue growth and operating leverage adjusted to exclude the \$0.9B noninterest income charge in 4Q17 from the Tax Act; represents a non-GAAP financial measure.

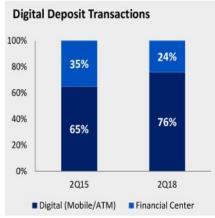
## Consumer Banking Digital Usage Trends <sup>1</sup>

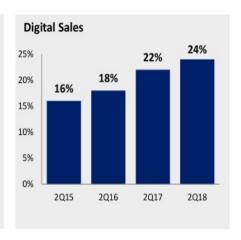








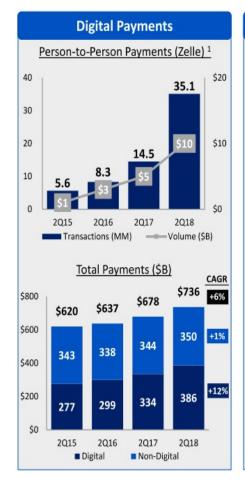




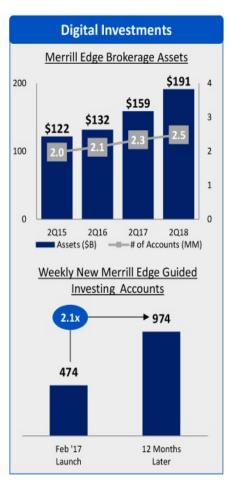


- <sup>1</sup> Digital users represent mobile and / or online users in consumer businesses.
- <sup>2</sup> Mobile channel usage represents the total number of application logins using a smartphone or tablet.
- <sup>3</sup> Digital appointments represent the number of appointments made via online, smartphone or tablet.

## Digital Capabilities Enabling Convenience and Increased Activity









<sup>1</sup> Includes Bank of America person-to-person payments sent and / or received through e-mail or mobile identification.

## **Financial Results**

Summary Income Statement (\$B, except per share data)	2Q18	2Q17	% Inc / (Dec)
Total revenue, net of interest expense	\$22.6	\$22.8	(1) %
Noninterest expense	13.3	14.0	(5)
Provision for credit losses	0.8	0.7	14
Pretax income	8.5	8.1	5
Income tax expense	1.7	3.0	(43)
Net income	\$6.8	\$5.1	33
Diluted earnings per share	\$0.63	\$0.44	43
Average diluted common shares (in millions)	10,309	10,835	(5)

Excl. 2Q17 Selected Items <sup>1</sup>
Revenue +3%
Expense (3%)
Pretax income +11%

Return Metrics and Efficiency	2Q18	2Q17		Inc / (Dec)	
Return on average assets	1.17 %	0.90	%	27 bps	
Return on average common shareholders' equity	10.8	7.8		300	
Return on average tangible common shareholders' equity $^{\mathrm{1}}$	15.2	10.9		428	
Efficiency ratio	59	61		(249)	

2Q17 Selected Items	2Q17
Revenue, net of interest expense	
Pretax gain on sale of non-U.S. consumer card 2	\$0.8
Noninterest expense	
Data center impairment charge	0.3
Pretax income	\$0.5



Note: Amounts may not total due to rounding.

¹ Represent non-GAAP financial measures. For important presentation information, see slide 27.

² 2Q17 included an after-tax gain of \$0.1B for the sale of the non-U.S. consumer credit card business of which a \$0.8B pretax gain was recorded in other income mostly offset by a

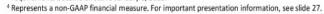
## Balance Sheet, Liquidity and Capital

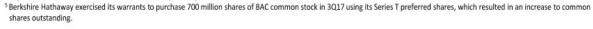
Balance Sheet (\$B, EOP balances)	2Q18	1Q18	2Q17	
Total assets	\$2,291.7	\$2,328.5 \$2,254.7		
Total loans and leases	935.8	934.1	916.7	
Total loans and leases in business segments 1	874.6	869.5	837.8	
Total deposits	1,309.7	1,328.7	1,263.0	
Funding & Liquidity (\$B)				
Long-term debt	\$226.6	\$232.3	\$223.9	
Global Liquidity Sources (average) 2	512	522	513	
Liquidity coverage ratio 2,3	122 %	124 %	n/a	
Time to Required Funding (in months) <sup>2</sup>	60	56	49	
Equity (\$B)				
Common shareholders' equity	\$241.0	\$241.6	\$245.4	
Common equity ratio	10.5 %	10.4 %	10.9 %	
Tangible common shareholders' equity 4	\$170.9	\$171.3	\$175.3	
Tangible common equity ratio <sup>4</sup>	7.7 %	7.6 %	8.0 %	
Per Share Data				
Book value per common share	\$24.07	\$23.74	\$24.85	
Tangible book value per common share 4	17.07	16.84	17.75	

Basel 3 Capital (\$B) 3	2Q18	1Q18	2Q17
Common equity tier 1 capital (CET1)	\$164.9	\$164.8	\$168.7
Standardized approach			
Risk-weighted assets	\$1,444	\$1,452	\$1,405
CET1 ratio	11.4 %	11.4	% 12.0 %
Advanced approaches			
Risk-weighted assets	\$1,438	\$1,458	\$1,464
CET1 ratio	11.5 %	11.3	% 11.5 %
Supplementary leverage			
Supplementary leverage ratio (SLR)	6.7 %	6.8	% n/a

Note: n/a = not applicable.

<sup>&</sup>lt;sup>3</sup> Regulatory capital and liquidity ratios at June 30, 2018 are preliminary. The Company reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which for CET1 is the Standardized approach for 2Q18 and the Advanced approaches for 1Q18 and 2Q17.
Basel 3 transition provisions for regulatory capital adjustments and deductions were fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in basis. SLR requirements became effective January 1, 2018.

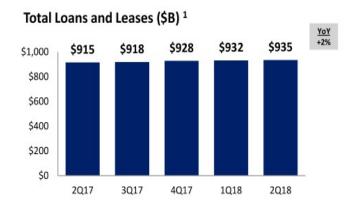


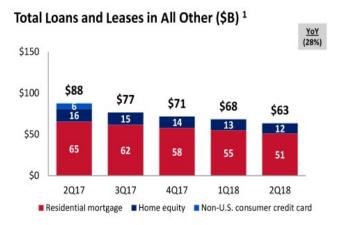


<sup>&</sup>lt;sup>1</sup> Excludes loans and leases in All Other

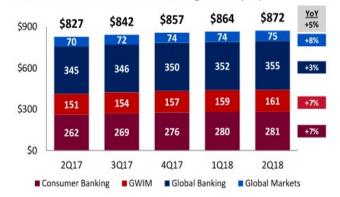
<sup>&</sup>lt;sup>2</sup> See notes A, B and C on slide 24 for definitions of Global Liquidity Sources, Liquidity Coverage Ratio and Time to Required Funding, respectively.

## Average Loans and Leases

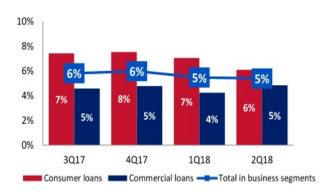




#### Loans and Leases in Business Segments (\$B)



#### Year-over-Year Growth in Business Segments



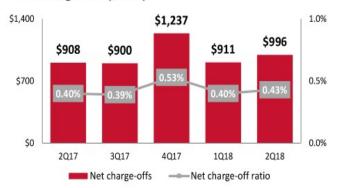


Notes: Amounts may not total due to rounding. GWIM defined as Global Wealth & Investment Management.

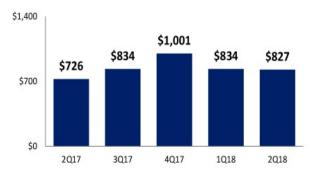
<sup>1</sup> Includes \$6B of average non-U.S. consumer credit card loans in 2Q17. During 2Q17, the Company sold its non-U.S. consumer credit card business.

## **Asset Quality**

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



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



- Total net charge-offs of \$1.0B increased \$0.1B from 1Q18; net charge-off ratio increased 3 bps to 0.43%
  - Consumer net charge-offs were flat at \$0.8B
    - Reflected seasonally higher losses in credit card, offset by improvement in home equity
    - Net charge-off ratio of 0.74%
  - Commercial net charge-offs increased \$0.1B to \$0.2B
    - Net charge-off ratio of 0.14% (0.09% excl. small business)
- Provision expense of \$0.8B decreased modestly from 1Q18
  - Net reserve release of \$0.2B in 2Q18, reflected improvements in consumer real estate and energy, partially offset by portfolio seasoning in consumer credit card
- Allowance for loan and lease losses of \$10.1B, represented 1.08% of total loans and leases <sup>1</sup>
- Nonperforming loans (NPLs) decreased \$0.5B from 1Q18, driven by improvements in both consumer and commercial
  - 47% of consumer NPLs are contractually current
- Commercial reservable criticized utilized exposure decreased \$1.0B from 1Q18, reflecting broad-based improvements

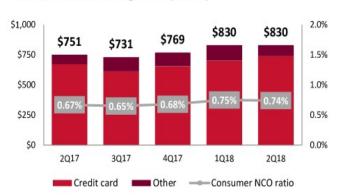


<sup>1</sup> Excludes loans measured at fair value.

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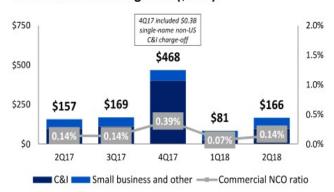
## Asset Quality – Consumer and Commercial Portfolios

#### Consumer Net Charge-offs (\$MM)



Consumer Metrics (\$MM)	2Q18		1Q18		2Q17	
Provision	\$757		\$748		\$606	
Nonperforming loans and leases	4,639		4,906		5,282	
% of loans and leases 1	1.03	%	1.10	%	1.18	%
Consumer 30+ days performing past due	\$7,233		\$7,823		\$8,650	
Fully-insured <sup>2</sup>	3,454		3,915		4,970	
Non fully-insured	3,779		3,908		3,680	
Allowance for loans and leases	5,140		5,250		5,695	
% of loans and leases 1	1.15	%	1.18	%	1.28	%
# times annualized NCOs	1.54	x	1.56	х	1.89	х

#### Commercial Net Charge-offs (\$MM)



Commercial Metrics (\$MM)	2Q18		1Q18		2Q17	
Provision	\$70		\$86		\$120	
Reservable criticized utilized exposure	12,357		13,366		15,640	
Nonperforming loans and leases	1,258		1,472		1,520	
% of loans and leases 1	0.26	%	0.31	%	0.33	%
Allowance for loans and leases	\$4,910		\$5,010		\$5,180	
% of loans and leases 1	1.02	%	1.04	%	1.12	%

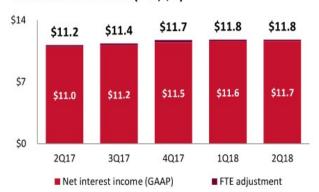


<sup>&</sup>lt;sup>1</sup> Excludes loans measured at fair value.

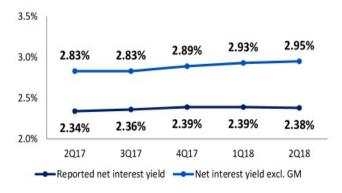
<sup>&</sup>lt;sup>2</sup> Fully-insured loans are FHA-insured loans and other loans individually insured under long-term standby agreements.

#### Net Interest Income

#### Net Interest Income (FTE, \$B) 1



#### Net Interest Yield (FTE) 1



- Net interest income of \$11.7B (\$11.8B FTE 1)
  - Increased \$0.7B from 2Q17, which reflected the benefits from higher interest rates and loan and deposit growth, partially offset by a decline resulting from the sale of the non-U.S. consumer credit card business in 2Q17 and higher funding costs in Global Markets
  - Increased modestly from 1Q18, driven by higher interest rates and one additional interest accrual day, partially offset by seasonally lower Global Markets and credit card NII
- Net interest yield of 2.38% increased 4 bps from 2Q17
  - Reflected the benefits from spread improvement, offset by a reduction in the non-U.S. consumer credit card portfolio (higher-yielding asset), as well as the impact from an increase in Global Markets assets (lower-yielding)
  - Excluding Global Markets, the net interest yield would have been 2.95%, up 12 bps from 2Q17  $^{\rm 1}$
- Interest rate sensitivity as of June 30, 2018<sup>2</sup>
  - Remain positioned for NII to benefit as rates move higher
  - +100bps parallel shift in interest rate yield curve is estimated to benefit NII by \$2.8B over the next 12 months, driven primarily by sensitivity to short-end interest rates





<sup>1</sup> Represents a non-GAAP financial measure. Net interest yield adjusted to exclude Global Markets NII of \$801MM, \$870MM, \$932MM, \$899MM and \$864MM, and average earnings assets of \$490B, \$486B, \$464B, \$447B and \$457B for 2Q18, 1Q18, 4Q17, 3Q17 and 2Q17, respectively. The Company believes the presentation of net interest yield excluding Global Markets provides investors with transparency of NII and net interest yield in core banking activities. For important presentation information, see slide 27.

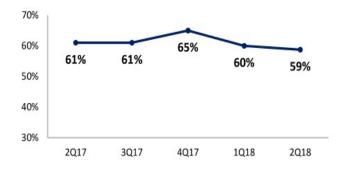
<sup>2</sup> NII asset sensitivity represents banking book positions.

## **Expense and Efficiency**

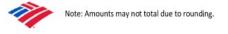
#### Total Noninterest Expense (\$B)



#### **Efficiency Ratio**



- Total noninterest expense of \$13.3B declined \$0.7B, or 5%, from 2Q17, due to the absence of a \$0.3B impairment charge in 2Q17 related to certain data centers, as well as reduced support costs and lower litigation
- Noninterest expense declined from 1Q18, due primarily to the absence of seasonally elevated payroll taxes
- Efficiency ratio improved to 59% in 2Q18
- Total headcount of 208K declined 1% from 2Q17, as growth in primary sales professionals across Consumer Banking, GWIM and Global Banking was more than offset by declines in non-sales professionals



## **Consumer Banking**

			Inc	/(	Dec)		
Summary Income Statement (\$MM) 1	2Q18	-	1Q18		2Q17		
Total revenue, net of interest expense	\$9,211		\$179		\$702		
Provision for credit losses	944		9		110		
Noninterest expense	4,397	0.00	(83)	(83)		)	
Pretax income	3,870	_	253	253 60			
Income tax expense	987		65	65 (246		)	
Net income	\$2,883		\$188		\$852	52	
Key Indicators (\$B)	2Q18		1Q18		2Q17		
Average deposits	\$687.8		\$674.4		\$652.8	1	
Rate paid on deposits	0.05	%	0.05	%	0.04	%	
Cost of deposits <sup>2</sup>	1.55		1.61		1.59		
Average loans and leases	\$280.7		\$279.6		\$261.5		
Net charge-off ratio	1.28	%	1.27	%	1.21	%	
Client brokerage assets	\$191.5		\$182.1		\$159.1		
Active mobile banking users (MM)	25.3		24.8		22.9		
% Consumer sales through digital channels	24	%	26	%	22	%	
Number of financial centers	4,411		4,435		4,542		
Combined credit / debit purchase volumes 3	\$147.5		\$137.4		\$137.0		
Total consumer credit card risk-adjusted margin <sup>3</sup>	8.07	%	8.32	%	8.40	%	
Return on average allocated capital	31		30		22		
Allocated capital	\$37		\$37		\$37		
Efficiency ratio <sup>1</sup>	48	%	50	%	52	%	

- Net income of \$2.9B increased 42% from 2Q17; ROAAC of 31%
  - 9% operating leverage (18<sup>th</sup> consecutive quarter of positive operating leverage)
- Revenue of \$9.2B increased \$0.7B, or 8%, from 2Q17
  - Strong NII growth, driven by higher interest rates and growth in deposits and loans
  - Noninterest income increased as higher card income and service charges more than offset lower mortgage banking income
- Provision increased from 2Q17, due primarily to credit card portfolio seasoning and loan growth
  - Net charge-offs increased \$0.1B to \$0.9B
- Noninterest expense declined modestly from 2Q17, as investments for business growth were offset by improved productivity
  - Efficiency ratio improved 409 bps to 48%
  - Continued investment in primary sales professionals, financial center builds/renovations and digital capabilities
- Average deposits of \$688B grew \$35B, or 5%, from 2Q17
  - 51% of deposits in checking accounts; 91% primary accounts <sup>4</sup>
  - Average cost of deposits of 1.55% <sup>2</sup>
- Average loans and leases of \$281B increased \$19B, or 7%, from 2Q17, driven by growth in residential mortgage and credit card
- Client brokerage assets of \$191B grew \$32B, or 20%, from 2Q17, driven by strong client flows and market performance
- Combined YoY growth in card spend increased to 8% (credit +8%, debit +7%) vs. 6% in the year-ago period
- Active mobile banking users of 25.3MM, up 11% from 2Q17, and mobile channel usage up 30% from 2Q17

Note: ROAAC defined as return on average allocated capital.





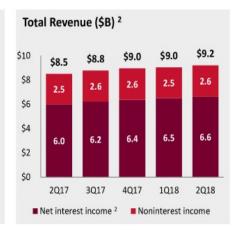
3 Includes U.S. consumer credit card portfolios in Consumer Banking and GWIM.

Represents the percentage of consumer checking accounts that are estimated to be the customer's primary account based on multiple relationship factors (e.g., linked to their direct deposit).

# **Consumer Banking Trends**

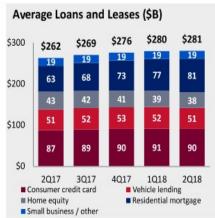
#### Business Leadership 1

- · #1 Consumer Deposit Market Share A
- · 2018 JD Power Certified Mobile App
- Named North America's Best Digital Bank <sup>B</sup>
- #1 Online Banking and Mobile Banking Functionality <sup>c</sup>
- #1 Digital U.S. Credit Card Sales Functionality D
- #1 Online Broker E
- #1 Home Equity Originator and #2 bank for Retail Mortgage Originations F
- #1 in Prime Auto Credit distribution of new originations among peers <sup>G</sup>
- #2 Small Business Lender H













Note: Amounts may not total due to rounding. 

See slide 25 for business leadership sources.

<sup>2</sup> FTE basis.

# Global Wealth & Investment Management

	Inc / (Dec)					
2Q18	1Q18	2Q17				
\$4,709	(\$147)	\$14				
12	(26)	1				
3,399	(29)	7				
1,298	(92)	6				
330	(25)	(158)				
\$968	(\$67)	\$164				
	\$4,709 12 3,399 1,298 330	2Q18 1Q18 \$4,709 (\$147) 12 (26) 3,399 (29) 1,298 (92) 330 (25)				

Key Indicators (\$B)	2Q18		1Q18		2Q17	
Average deposits	\$236.2		\$243.1		\$245.3	
Average loans and leases	160.8		159.1		150.8	
Net charge-off ratio	0.04	%	0.06	%	0.02	%
AUM flows	\$10.8		\$24.2		\$27.5	
Pretax margin	28	%	29	%	28	%
Return on average allocated capital	27		29		23	
Allocated capital	\$14.5		\$14.5		\$14.0	

- Net income of \$1.0B increased 20% from 2Q17; ROAAC of 27%
  - Strong pretax margin of 28%, stable to 2Q17
- Revenue of \$4.7B increased slightly from 2Q17 as higher asset management fees offset lower transactional revenue and net interest income
  - 85% of revenue from asset management fees and NII vs. 82% in 2017
- Noninterest expense increased modestly from 2Q17, as higher revenue-related incentives were largely offset by continued expense discipline
- Client balances grew to a record of nearly \$2.8T, up 5% from 2Q17, driven by higher market valuations and positive net flows
  - Assets under management (AUM) flows of \$11B in 2Q18, reflected solid client activity and, compared to 2Q17, less of a shift from brokerage to AUM
- Average deposits of \$236B declined 4% from 2Q17, due primarily to clients continuing to shift balances into investments
- Average loans and leases of \$161B increased \$10B, or 7%, from 2Q17, driven by mortgage and structured lending; 33<sup>rd</sup> consecutive quarter of loan growth
- Wealth advisors grew 2% from 2Q17 to 19,350<sup>2</sup>



<sup>1</sup> Revenue, pretax income, income tax expense and efficiency ratio shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax rate.

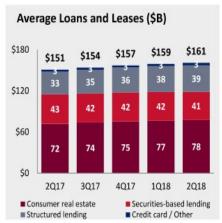
 $<sup>^{\</sup>rm 2}$  Includes financial advisors in Consumer Banking of 2,622 and 2,206 in 2Q18 and 2Q17.

# Global Wealth & Investment Management Trends

#### Business Leadership 1

- #1 U.S. wealth management market position across client assets, deposits and loans <sup>1</sup>
- · #1 in personal trust assets under management J
- #1 in Barron's U.S. high net worth client assets (2017)
- #1 in Barron's Top 1,200 ranked Financial Advisors (2018)
- #1 in Forbes' Top 500 America's Top Next Generation Advisors (2017)
- #1 in Financial Times Top 401K Retirement Plan Advisers (2017)
- #1 in Barron's Top 100 Women Advisors (2018)











Note: Amounts may not total due to rounding.

See slide 25 for business leadership sources.

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

<sup>&</sup>lt;sup>3</sup> Loans and leases include margin receivables which are classified in customer and other receivables on the consolidated balance sheet.

# **Global Banking**

			li	nc/(	c/(Dec)			
Summary Income Statement (\$MM) 1	2Q18	_	1Q18	(0.0)	2Q17			
Total revenue, net of interest expense 2	\$4,922		(\$12)		(\$117)	)		
Provision (benefit) for credit losses	(23)	(23) (39) (3		(38)	38)			
Noninterest expense	2,154		(41)		0			
Pretax income	2,791		68	(,,,		9)		
Income tax expense	727	10000	20		(357)	)		
Net income	\$2,064		\$48		\$278			
Selected Revenue Items (\$MM)	2Q18		1Q18		2Q17			
Total Corporation IB fees (excl. self-led) <sup>2</sup>	\$1,422		\$1,353		\$1,532	Y		
Global Banking IB fees 2	743		744		929			
Business Lending revenue	2,166		2,124		2,244			
Global Transaction Services revenue	1,960	_	1,930		1,796			
Key Indicators (\$B)	2Q18		1Q18		2Q17			
Average deposits	\$323.2		\$324.4		\$300.5			
Average loans and leases	355.1		351.7		345.1			
Net charge-off ratio	0.10	%	0.02	%	0.11	%		
Return on average allocated capital	20		20		18			
Allocated capital	\$41		\$41		\$40			
Efficiency ratio <sup>1</sup>	44	%	44	%	43	%		

- Net income of \$2.1B increased 16% from 2Q17; ROAAC of 20%
- Revenue of \$4.9B decreased 2% from 2Q17
  - Reflected lower investment banking fees and the impact of tax reform on certain tax-advantaged investments, partially offset by higher NII from the benefit of higher interest rates and growth in loans and deposits
- Total Corporation investment banking fees of \$1.4B (excl. selfled) declined 7% from 2Q17, due primarily to lower advisory fees compared to a record year-ago quarter
- Provision improved from 2Q17, driven primarily by reduced reserves due to continued improvement in energy
- Noninterest expense was flat compared to 2Q17
- Average loans and leases of \$355B increased 3% from 2Q17, driven by growth in international and domestic C&I
- Strong average deposit growth of 8% compared to 2Q17



<sup>&</sup>lt;sup>1</sup> Revenue, pretax income, income tax expense and efficiency ratio shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax rate.

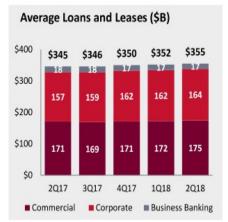
<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.

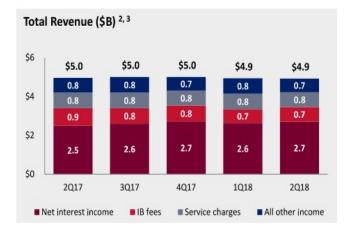
# **Global Banking Trends**

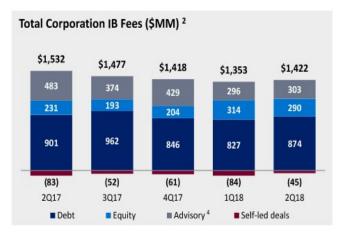
#### Business Leadership 1

- World's Best Bank for Advisory and North America's Best Bank for Small to Medium-sized Enterprises K
- Most Innovative Investment Bank of the Year and Best Bank for Global Payments <sup>L</sup>
- Best Global Debt Bank <sup>M</sup>
- 2017 Share and Quality Leader in U.S. Large Corporate Banking & U.S. Cash Management N
- Best Brand for Overall Middle Market Banking and Excellence Award for International Middle Market Banking - Payments, FX, Trade Finance
- Relationships with 79% of the Global Fortune 500; 95% of the U.S. Fortune 1,000 (2017)











Note: Amounts may not total due to rounding.

- <sup>1</sup> See slide 25 for business leadership sources.
- <sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.
- 3 FTE basis.
- <sup>4</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.

### Global Markets

			Inc	/(D	ec)	
Summary Income Statement (\$MM) 1	2Q18		1Q18		2Q17	
Total revenue, net of interest expense 2	\$4,221	37	(\$565)		\$274	
Net DVA	(179)		(243)		(20)	
Total revenue (excl. net DVA) 2,3	4,400	30.77	(322)		294	Τ
Provision for credit losses	(1)	)	2		(26)	)
Noninterest expense	2,715		(103)		65	
Pretax income	1,507		(464)		235	
Income tax expense	391	3	(122)		(51)	)
Net income	\$1,116		(\$342)		\$286	
Net income (excl. net DVA) 3	\$1,252	1000	(\$157)		\$323	Т
Selected Revenue Items (\$MM) 2	2Q18		1Q18		2Q17	
Sales and trading revenue	\$3,417	Si .	\$4,117		\$3,210	1
Sales and trading revenue (excl. net DVA) 3	3,596		4,053		3,369	
FICC (excl. net DVA)	2,290		2,536		2,254	
Equities (excl. net DVA)	1,306		1,517		1,115	
Global Markets IB fees	652		609		590	8
Key Indicators (\$B)	2Q18		1Q18		2Q17	
Average total assets	\$678.5		\$678.4		\$645.2	ğ
Average trading-related assets	473.1		463.2		452.6	
Average 99% VaR (\$ in MM) 4	30		42		43	
Average loans and leases	75.1		73.8		69.6	
Return on average allocated capital	13	%	17	%	10	9
Allocated capital	\$35		\$35		\$35	
Efficiency ratio <sup>1</sup>	64	%	59	%	67	9

- Net income of \$1.1B increased 34% from 2Q17; ROAAC of 13%
  - Excluding net DVA, net income of \$1.3B increased 35%
- Revenue grew 7% from 2Q17, driven by sales and trading revenue
- Sales and trading revenue of \$3.4B increased 6% from 2Q17, with FICC flat at \$2.1B and Equities up 19% to \$1.3B
- Excluding net DVA, sales and trading revenue of \$3.6B increased 7% from 2Q17<sup>3</sup>
  - FICC revenue of \$2.3B increased 2% from 2Q17, primarily due to improved performance in macro-related products, partially offset by weakness in credit products
  - Equities revenue of \$1.3B increased 17% from 2Q17, driven by increased client activity in financing and derivatives
- Noninterest expense increased 2% versus 2Q17, driven by higher revenue-related costs and continued investment in technology
- Average total assets increased 5% from 2Q17, primarily due to targeted investments to support clients in both Equities and FICC
- Average VaR remained low at \$30MM in 2Q18 <sup>4</sup>



<sup>1</sup> Revenue, pretax income, income tax expense and efficiency ratio shown on an FTE basis. Tax expense compared to prior year impacted by a lower U.S. corporate tax rate.

<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.

<sup>&</sup>lt;sup>3</sup> Represents a non-GAAP financial measure; see note D on slide 24.

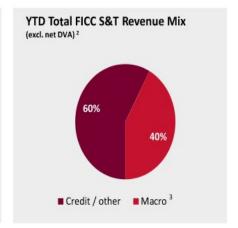
<sup>&</sup>lt;sup>4</sup> See note E on slide 24 for definition of VaR.

## Global Markets Trends and Revenue Mix

#### Business Leadership 1

- · Best Bank for Markets in Asia K
- European Trading House of the Year <sup>o</sup>
- · Equity Derivatives House of the Year P
- · #1 Equity Portfolio Trading Share North American Institutions N
- · 2017 U.S. Fixed Income Quality Leader in Credit and Securitized Products N
- · 2018 Quality Leader in Global Top-Tier Foreign Exchange Sales and Corporate FX Sales Q
- #2 Global Research Firm R

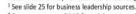








Note: Amounts may not total due to rounding.







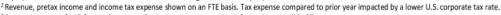
<sup>4</sup> See note E on slide 24 for definition of VaR.

### All Other 1

Inc/(Dec)						
2Q17						
(\$1,176)						
54						
(756)						
(474)						
(572)						
\$98						

- Net loss of \$0.2B improved \$0.1B from 2Q17
- Revenue declined \$1.2B from 2Q17
  - 2Q17 revenue included a gain of \$0.8B from the sale of the non-U.S. consumer credit card business, which was mostly offset by \$0.7B related tax expense
  - 2Q18 revenue included a \$0.2B charge for the combined impact of a \$0.7B charge related to the redemption of certain trust preferred securities and a \$0.6B gain from the sale of non-core mortgage loans
- Excluding the impact of the aforementioned items, revenue declined \$0.2B from 2Q17, due to the absence of the non-U.S. consumer card portfolio and lower gains on sale of debt securities<sup>3</sup>
- Noninterest expense declined \$0.8B from 2Q17, reflecting the absence of a \$0.3B impairment charge related to certain data centers in 2Q17, as well as lower non-core mortgage costs and reduced operational costs from the sale of the non-U.S. consumer credit card business in 2Q17
- Provision benefit declined from 2Q17, due to a slowing pace of portfolio improvement in consumer real estate

<sup>&</sup>lt;sup>1</sup> All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and the related economic hedge results, liquidating businesses and residual expense allocations. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as a portfolio of equity, real estate and other alternative investments. During 2Q17, the Company sold its non-U.S. consumer credit card business.







# Second Quarter 2018 Key Takeaways

- Produced solid returns
- Delivered responsible growth
- Solid client activity drove good deposit, loan and AUM growth
- Positive operating leverage for 14 consecutive quarters
- · Asset quality remained strong
- Increased capital returned to shareholders; repurchased \$5.0B of common shares and paid \$1.2B in common dividends
- Positioned to benefit from higher interest rates and an improving economic environment



# **Appendix**

### **Notes**

- A Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government 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 among legal entities may be subject to certain regulatory and other restrictions.
- <sup>B</sup> The Liquidity Coverage Ratio (LCR) represents the consolidated average amount of high-quality liquid assets as a percent of the prescribed average net cash outflows over a 30 calendar-day period of significant liquidity stress, under the U.S. LCR final rule.
- <sup>c</sup>Time to Required Funding (TTF) 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 the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation.
- PRevenue for all periods included net debit valuation adjustments (DVA) on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities. Net DVA gains (losses) were (\$179MM), \$64MM, (\$159MM) and (\$164MM) for 2Q18, 1Q18, 2Q17 and 2Q16, respectively. Net DVA gains (losses) included in FICC revenue were (\$184MM), \$78MM, (\$148MM) and (\$159MM) for 2Q18, 1Q18, 2Q17 and 2Q16, respectively. Net DVA gains (losses) included in Equities revenue were \$5MM, (\$14MM), (\$11MM) and (\$5MM) for 2Q18, 1Q18, 2Q17 and 2Q16, respectively.
- <sup>E</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 level, average VaR was \$17MM, \$22MM, \$23MM and \$24MM for 2Q18, 1Q18, 2Q17 and 2Q16, respectively.



# Sources

- <sup>A</sup> Estimated retail consumer deposits based on June 30, 2017 FDIC deposit data.
- <sup>B</sup> Euromoney, 2018.
- <sup>c</sup> Dynatrace 2Q18 Online Banker Scorecard and Javelin 2017 Mobile Banking Scorecard.
- $^{\rm D}$  For rester 2017 U.S. Credit Card Sales Functionality Benchmark.
- <sup>E</sup> Kiplinger's 2017 Best of the Online Brokers Review.
- <sup>F</sup> Inside Mortgage Finance as of 1Q18 and FY 2017, respectively.
- <sup>G</sup> Experian. Largest percentage of 740+ Scorex customers among key competitors as of May 2018.
- <sup>H</sup> FDIC, 1Q18.
- <sup>1</sup> U.S.-based full-service wirehouse peers based on 1Q18 earnings releases.
- Industry 1Q18 call reports.
- K Euromoney, 2017.
- L The Banker, 2017.
- <sup>M</sup> Global Finance, 2018.
- N Greenwich, 2017.
- <sup>o</sup> Financial News, 2017.
- P Risk Magazine, 2017.
- <sup>Q</sup> Greenwich, 2018.
- R Institutional Investor, 2017.



# Forward-Looking Statements

Bank of America Corporation (the "Company") and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "expects," "hopes," "estimates," "intends," "plans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "will," "may," "might," "should," "would" and "could." Forward-looking statements represent the Company's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, strategy and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown risks, uncertainties and assumptions that are difficult to predict and are often beyond the Company'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 the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of the Company's 2017 Annual Report on Form 10-K and in any of the Company's subsequent Securities and Exchange Commission filings: the Company's potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation, regulatory proceedings and enforcement actions, including inquiries into our retail sales practices, and the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; 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 Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to avoid the statute of limitations for repurchase claims; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; the impact of U.S. and global interest rates, currency exchange rates, economic conditions, trade policies, and potential geopolitical instability; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior, adverse developments with respect to U.S. or global economic conditions and other uncertainties; the Company's ability to achieve its expense targets, net interest income expectations, or other projections; 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; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the potential impact of total loss-absorbing capacity requirements; potential adverse changes to our global systemically important bank surcharge; the potential impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate the shortcoming identified by banking regulators in the Company's Resolution Plan; the effect of regulations, other guidance or additional information on our estimated impact of the Tax Act; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, Federal Deposit Insurance Corporation (FDIC) assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyberattacks; the impact on the Company's business, financial condition and results of operations from the planned exit of the United Kingdom from the European Union; and other similar matters.



# 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.
- The Company may present certain key performance indicators and ratios, including year-over-year comparisons of revenue, noninterest expense and pretax income, excluding certain items (e.g., DVA) which result in non-GAAP financial measures. The Company believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. 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 June 30, 2018 and other earnings-related information available through the Bank of America Investor Relations website at: <a href="http://investor.bankofamerica.com">http://investor.bankofamerica.com</a>.
- The Company views net interest income and related ratios and analyses on a fully taxable-equivalent (FTE) basis, which when presented on a consolidated basis are non-GAAP financial measures. The Company believes managing the business with net interest income on an FTE basis provides investors with a more accurate picture of the interest margin for comparative purposes. The Company believes that the presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The FTE adjustment was \$154MM, \$150MM, \$251MM, \$240MM and \$237MM for 2Q18, 1Q18, 4Q17, 3Q17 and 2Q17 respectively.
- The Company allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal risk-based 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. Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, risk-weighted assets measured under Basel 3 Standardized and Advanced approaches, business segment exposures and risk profile, and strategic plans. As a result of this process, in the first quarter of 2018, the Company adjusted the amount of capital being allocated to its business segments.





BANK OF AMERICA MERRILL LYNCH U.S. TRUST BANK OF AMERICA MERRILL LYNCH



# **Supplemental Information Second Quarter 2018**

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

Consolidated Statement of Income         3           Consolidated Statement of Comprehensive Income         4           Consolidated Balance Sheet         5           Capital Management         7           Quarterly Average Balances and Interest Rates         18           Vear-to-Date Average Balances and Interest Rates         10           Debt Securities         12           Supplemental Financial Data         13           Quarterly Results by Business Segment and All Other         14           Year-to-Date Results by Business Segment and All Other         16           Consumer Banking         17           Total Segment Results         17           Business Results         12           Key Indicators         22           Global Wealth & Investment Management         22           Total Segment Results         22           Key Indicators         23           Global Market         25           Key Indicators         25           Total Segment Results         26           Key Indicators         26           Global Markets         27           Total Segment Results         28           All Other         28           Total Results         29	<b>Table of Contents</b>	Page
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Exhibit A: Non-GAAP Reconciliations 39	Exhibit A: Non-GAAP Reconciliations	39

#### **Consolidated Financial Highlights**

(In millions, except per share information)														
		Six Mon Jui	ths En ie 30	ded		Second		First		Fourth		Third		Second
		2018		2017		Quarter 2018	Quarter 2018		Quarter 2017			Quarter 2017		Quarter 2017
Income statement														
Net interest income	\$	23,258	\$	22,044	s	11,650	\$	11,608	\$	11,462	\$	11,161	\$	10,986
Noninterest income		22,476		23,033		10,959		11,517		8,974		10,678		11,843
Total revenue, net of interest expense		45,734		45,077		22,609		23,125		20,436		21,839		22,829
Provision for credit losses		1,661		1,561		827		834		1,001		834		726
Noninterest expense		27,181		28,075		13,284		13,897		13,274		13,394		13,982
Income tax expense		3,190		4,998		1,714		1,476		3,796		2,187		3,015
Net income		13,702		10,443		6,784		6,918		2,365		5,424		5,106
Preferred stock dividends		746		863		318		428		286		465		361
Net income applicable to common shareholders		12,956		9,580		6,466		6,490		2,079		4,959		4,745
Diluted earnings per common share		1.25		0.89		0.63		0.62		0.20		0.46		0.44
Average diluted common shares issued and outstanding		10,389.9		10,876.7		10,309.4		10,472.7		10,621.8		10,746.7		10,834.8
Dividends paid per common share	\$	0.24	\$	0.15	s	0.12	\$	0.12	\$	0.12	\$	0.12	\$	0.075
Performance ratios														
Return on average assets		1.19 %		0.94%		1.17%		1.21%		0.41%		0.95%		0.90%
Return on average common shareholders' equity		10.80		7.91		10.75		10.85		3.29		7.89		7.75
Return on average shareholders' equity		10.41		7.82		10.26		10.57		3.43		7.88		7.56
Return on average tangible common shareholders' equity(1)		15.21		11.15		15.15		15.26		4.56		10.98		10.87
Return on average tangible shareholders' equity(1)		14.16		10.61		13.95		14.37		4.62		10.59		10.23
At period end		• • • •										22.05		2405
Book value per share of common stock	\$	24.07	\$	24.85	S	24.07	\$	23.74	\$	23.80	\$	23.87	\$	24.85
Tangible book value per share of common stock(1)		17.07		17.75		17.07		16.84		16.96		17.18		17.75
Market price per share of common stock:	s	28.19	s	24.26	s	28.19	\$	29.99	\$	29.52	s	25.34	\$	24.26
Closing price	3	32.84	3	25.50	3	31.22	3	32.84	3	29.32	2	25.45	3	24.20
High closing price for the period														
Low closing price for the period		28.19		22.05		28.19		29.17		25.45		22.89		22.23
Market capitalization		282,259		239,643		282,259		305,176		303,681		264,992		239,643
Number of financial centers - U.S.		4,411		4,542		4,411		4,435		4,470		4,511		4,542
Number of branded ATMs - U.S.		16,050		15,972		16,050		16,011		16,039		15,973		15,972
Headcount		207,992		210,904		207,992		207,953		209,376		209,839		210,904

<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 ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 39-40.)

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

(In millions, except per share information)			·				
		onths Ended une 30					
	2018	2017	Second Quarter 2018	First Quarter 2018	Fourth Quarter 2017	Third Quarter 2017	Second Quarter 2017
Interest income							
Loans and leases	\$ 19,694	\$ 17,674	\$ 10,071	\$ 9,623	\$ 9,344	\$ 9,203	\$ 8,920
Debt securities	5,660	5,135	2,856	2,804	2,707	2,629	2,594
	1,331	999	709	622	732	659	560
Federal funds sold and securities borrowed or purchased under agreements to resell							
Trading account assets	2,334	2,239	1,198	1,136	1,144	1,091	1,163
Other interest income	2,949	1,809	1,535	1,414	1,139	1,075	909
Total interest income	31,968	27,856	16,369	15,599	15,066	14,657	14,146
Interest expense							
Deposits	1,703	628	943	760	679	624	346
Short-term borrowings	2,597	1,564	1,462	1,135	1,030	944	917
Trading account liabilities	705	571	348	357	314	319	307
Long-term debt	3,705	3,049	1,966	1,739	1,581	1,609	1,590
Total interest expense	8,710	5,812	4,719	3,991	3,604	3,496	3,160
Net interest income	23,258	22,044	11,650	11,608	11,462	11,161	10,986
Noninterest income  Card income	2,999	2,918	1,542	1,457	1,555	1,429	1,469
Service charges	3,875	3,895	1,954	1,921	1,955	1,968	1,977
Investment and brokerage services	7,122	6,877	3,458	3,664	3,522	3,437	3,460
Investment banking income	2,775	3,116	1,422	1,353	1,418	1,477	1,532
Trading account profits	5,014	4,287	2,315	2,699	1,153	1,837	1,956
Other income (loss)	691	1,940	2,313	423	(629)	530	1,449
Total noninterest income	22,476 45,734	23,033	22,609	23,125	8,974	10,678 21,839	11,843 22,829
Total revenue, net of interest expense	45,/34	43,077	22,609	23,123	20,436	21,839	22,829
Provision for credit losses	1,661	1,561	827	834	1,001	834	726
Noninterest expense							
Personnel	16,424	16,515	7,944	8,480	7,605	7,811	8,040
Occupancy	2,036	2,001	1,022	1,014	1,009	999	1,001
Equipment	857	865	415	442	411	416	427
Marketing	740	774	395	345	511	461	442
Professional fees	780	941	399	381	471	476	485
Data processing	1,607	1,567	797	810	795	777	773
Telecommunications	349	368	166	183	161	170	177
Other general operating	4,388	5,044	2,146	2,242	2,311	2,284	2,637
	27,181	28,075	13,284	13,897	13,274	13,394	13,982
Total noninterest expense  Income before income taxes	16,892	15,441	8,498	8,394	6,161	7,611	8,121
Income tax expense	3,190	4,998	1,714	1,476	3,796	2,187	3,015
Net income Preferred stock dividends	\$ 13,702	\$ 10,443	\$ 6,784	\$ 6,918	\$ 2,365	\$ 5,424	\$ 5,106
Preterred stock dividends  Net income applicable to common shareholders	746 \$ 12,956	\$ 9,580	\$ 6,466	\$ 6,490	\$ 2,079	\$ 4,959	\$ 4,745
телис аррисанс и сошнов знагиниего	3 12,956	φ 7,300	9 0,400	9 0,490	φ 2,079	<i>₩</i> +,∀2∀	9 4,743
Per common share information							
Earnings	\$ 1.26	\$ 0.95	\$ 0.64	\$ 0.63	\$ 0.20	\$ 0.49	\$ 0.47
Diluted earnings	1.25	0.89	0.63	0.62	0.20	0.46	0.44
Dividends paid	0.24	0.15	0.12	0.12	0.12	0.12	0.075
Average common shares issued and outstanding	10,251.7	10,056.1	10,181.7	10,322.4	10,470.7	10,197.9	10,013.5
Average diluted common shares issued and outstanding	10,389.9	10,876.7	10,309.4	10,472.7	10,621.8	10,746.7	10,834.8

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

 Six Mont Jun		ed							
	ie 30		6	10		Founds Occupies	Third Occurre	C-	
2018		2017		d Quarter 2018	First Quarter 2018	Fourth Quarter 2017	Third Quarter 2017	Sei	cond Quarter 2017
\$ 13,702	\$	10,443	\$	6,784	\$ 6,918	\$ 2,365	\$ 5,424	\$	5,106
(4,994)		469		(1,031)	(3,963)	(870)	462		568
452		(69)		179	273	(144)	(80)		(78)
(367)		132		(92)	(275)	(92)	24		94
60		54		30	30	208	26		27
 (189)		97		(141)	(48)	(16)	5		100
 (5,038)		683		(1,055)	(3,983)	(914)	437		711
\$ 8,664	\$	11,126	\$	5,729	\$ 2,935	\$ 1,451	\$ 5,861	\$	5,817
s	\$ 13,702 (4,994) 452 (367) 60 (189) (5,038)	\$ 13,702 \$ (4,994) 452 (367) 60 (189) (5,038)	\$ 13,702 \$ 10,443 (4,994) 469 452 (69) (367) 132 60 54 (189) 97 (5,038) 683	2018         2017           S         13,702         S         10,443         S           (4,994)         469         452         (69)           (367)         132         60         54           (189)         97         (5,038)         683	2018         2017         2018           S         13,702         S         10,443         S         6,784           (4,994)         469         (1,031)           452         (69)         179           (367)         132         (92)           60         54         30           (189)         97         (141)           (5,038)         683         (1,055)	2018         2017         2018         First Quarter 2018           S         13,702         S         10,443         S         6,784         S         6,918           (4,994)         469         (1,031)         (3,963)           452         (69)         179         273           (367)         132         (92)         (275)           60         54         30         30           (189)         97         (141)         (48)           (5,038)         683         (1,055)         (3,983)	2018         2017         2018         First Quarter 2018         2017           S         13,702         S         10,443         S         6,784         S         6,918         S         2,365           (4,994)         469         (1,031)         (3,963)         (870)           452         (69)         179         273         (144)           (367)         132         (92)         (275)         (92)           60         54         30         30         208           (189)         97         (141)         (48)         (16)           (5,038)         683         (1,055)         (3,983)         (914)	2018         2017         2018         First Quarter 2018         2017         2017           S         13,702         S         10,443         S         6,784         S         6,918         S         2,365         S         5,424           (4,994)         469         (1,031)         (3,963)         (870)         462           452         (69)         179         273         (144)         (80)           (367)         132         (92)         (275)         (92)         24           60         54         30         30         208         26           (189)         97         (141)         (48)         (16)         5           (5,038)         683         (1,055)         (3,983)         (914)         437	2018         2017         2018         First Quarter 2018         2017         2017           S         13,702         S         10,443         S         6,784         S         6,918         S         2,365         S         5,424         S           (4,994)         469         (1,031)         (3,963)         (870)         462         452         (69)         179         273         (144)         (80)         60         54         30         30         208         26         24         60         54         30         30         208         26         26         (189)         97         (141)         (48)         (16)         5         (5,038)         683         (1,055)         (3,983)         (914)         437         437

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

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

#### **Consolidated Balance Sheet**

(Dollars in millions)		June 30 2018	March 31 2018	June 30 2017
Assets			 	 
Cash and due from banks	s	29,365	\$ 26,247	\$ 29,974
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks		141,834	177,994	128,730
Cash and cash equivalents		171,199	204,241	158,704
Time deposits placed and other short-term investments		8,212	8,069	10,152
Federal funds sold and securities borrowed or purchased under agreements to resell		226,486	244,630	217,201
Trading account assets		203,420	198,477	216,369
Derivative assets		45,210	47,869	39,190
Debt securities:				
Carried at fair value		275,256	303,298	315,509
Held-to-maturity, at cost		163,013	123,539	119,008
Total debt securities		438,269	426,837	434,517
Loans and leases		935,824	934,078	916,666
Allowance for loan and lease losses		(10,050)	(10,260)	(10,875)
Loans and leases, net of allowance		925,774	923,818	905,791
Premises and equipment, net		9,537	9,399	8,904
Goodwill		68,951	68,951	68,969
Loans held-for-sale		6,511	9,227	5,882
Customer and other receivables		57,813	58,127	59,342
Other assets		130,288	128,833	129,693
Total assets	s	2,291,670	\$ 2,328,478	\$ 2,254,714
Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)				
Trading account assets	s	5,692	\$ 6,065	\$ 4,543
Loans and leases		45,483	46,590	51,604
Allowance for loan and lease losses		(959)	(984)	(1,004)
Loans and leases, net of allowance		44,524	45,606	50,600
Loans held-for-sale		3	13	93
All other assets		396	399	1,136
Total assets of consolidated variable interest entities	s	50,615	\$ 52,083	\$ 56,372

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

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

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

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

(Dollars in millions)				
		June 30 2018	March 31 2018	June 30 2017
Liabilities				 
Deposits in U.S. offices:				
Noninterest-bearing	\$	420,995	\$ 434,709	\$ 427,715
Interest-bearing		811,193	811,212	757,888
Deposits in non-U.S. offices:				
Noninterest-bearing		14,247	13,768	13,446
Interest-bearing		63,256	68,975	63,931
Total deposits		1,309,691	1,328,664	1,262,980
Federal funds purchased and securities loaned or sold under agreements to repurchase		177,903	178,528	196,407
Trading account liabilities		87,028	100,218	77,933
Derivative liabilities		33,605	33,900	34,880
Short-term borrowings		40,622	38,073	36,494
Accrued expenses and other liabilities		152,010	150,615	151,437
Long-term debt		226,595	232,256	223,923
Total liabilities		2,027,454	2,062,254	1,984,054
Shareholders' equity				
Preferred stock, \$0.01 par value; authorized -100,000,000 shares; issued and outstanding -3,872,702, 3,931,683 and 3,887,329 shares		23,181	24,672	25,220
Common stock and additional paid-in capital, \$0.01 par value; authorized -12,800,000,000 shares; issued and outstanding - 10,012,719,225, 10,175,910,851 and 9,878,118,264 shares		128,822	133,532	142,744
Retained earnings		125,546	120,298	109,301
Accumulated other comprehensive income (loss)		(13,333)	(12,278)	(6,605
Total shareholders' equity		264,216	266,224	270,660
Total liabilities and shareholders' equity	\$	2,291,670	\$ 2,328,478	\$ 2,254,714
Liabilities of consolidated variable interest entities included in total liabilities above				
Short-term borrowings	s	396	\$ 286	\$ 9
Long-term debt		9,865	10,051	9,765
All other liabilities		39	38	52
Total liabilities of consolidated variable interest entities	s	10,300	\$ 10,375	\$ 9,914

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

#### **Capital Management**

(Dollars in millions)					
	_	June 30 2018		Basel 3 March 31 2018	 June 30 2017
Risk-based capital metrics <sup>(1)</sup> :					
Standardized Approach					
Common equity tier 1 capital	s	164,872	\$	164,828	\$ 168,704
Tier 1 capital		187,506		188,900	193,576
Total capital		220,232		223,772	228,536
Risk-weighted assets		1,443,896		1,451,791	1,405,109
Common equity tier 1 capital ratio		11.49	%	11.4%	12.0%
Tier 1 capital ratio		13.0		13.0	13.8
Total capital ratio		15.3		15.4	16.3
Advanced Approaches					
Common equity tier 1 capital	s	164,872	\$	164,828	\$ 168,704
Tier 1 capital		187,506		188,900	193,576
Total capital		211,952		215,261	219,511
Risk-weighted assets		1,437,602		1,457,795	1,464,088
Common equity tier 1 capital ratio		11.59	%	11.3 %	11.5%
Tier 1 capital ratio		13.0		13.0	13.2
Total capital ratio		14.7		14.8	15.0
Leverage-based metrics(1)					
Adjusted average assets	s	2,244,692	\$	2,247,247	\$ 2,191,824
Tier 1 leverage ratio		8.49	%	8.4%	8.8%
Supplementary leverage exposure	s	2,803,449	\$	2,794,363	n/a
Supplementary leverage ratio		6.79	%	6.8%	n/a
Tangible equity ratio <sup>(2)</sup>		8.7		8.7	9.2
Tangible common equity ratio(2)		7.7		7.6	8.0

<sup>(1)</sup> Regulatory capital ratios at June 30, 2018 are preliminary. We report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy. Basel 3 transition provisions for regulatory capital adjustments and deductions were fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in basis. SLR requirements became effective January 1, 2018.

(2) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 39-40.) n/a = not applicable

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

(Dollars in millions)

	s	econd Quarter 2018			First Quarter 2018		Second Quarter 2017						
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate				
Earning assets													
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$ 144,983	\$ 487	1.35 %	\$ 140,247	\$ 422	1.22%	\$ 129,201	\$ 261	0.81%				
Time deposits placed and other short-term investments	10,015	48	1.91	10,786	61	2.31	11,448	58	2.03				
Federal funds sold and securities borrowed or purchased under agreements to resell	251,880	709	1.13	248,320	622	1.02	226,700	435	0.77				
Trading account assets	132,799	1,232	3.72	131,123	1,147	3.54	135,931	1,199	3.54				
Debt securities	429,191	2,885	2.64	433,096	2,830	2.58	431,132	2,632	2.44				
Loans and leases (1):													
Residential mortgage	206,083	1,798	3.49	204,830	1,782	3.48	195,935	1,697	3.46				
Home equity	54,863	640	4.68	56,952	643	4.56	63,332	664	4.20				
U.S. credit card	93,531	2,298	9.86	94,423	2,313	9.93	89,464	2,128	9.54				
Non-U.S. credit card <sup>(2)</sup>	_	_	_	-	_	-	6,494	147	9.08				
Direct/Indirect and other consumer	93,620	766	3.28	95,292	728	3.10	95,775	669	2.80				
Total consumer	448,097	5,502	4.92	451,497	5,466	4.89	451,000	5,305	4.71				
U.S. commercial	305,372	2,983	3.92	299,850	2,717	3.68	291,162	2,403	3.31				
Non-U.S. commercial	99,255	816	3.30	99,504	738	3.01	92,708	615	2.66				
Commercial real estate	60,653	646	4.27	59,231	587	4.02	58,198	514	3.54				
Commercial lease financing	21,441	168	3.14	21,833	175	3.20	21,649	156	2.89				
Total commercial	486,721	4,613	3.80	480,418	4,217	3.56	463,717	3,688	3.19				
Total loans and leases (2)	934,818	10,115	4.34	931,915	9,683	4.20	914,717	8,993	3.94				
Other earning assets	78,244	1,047	5.36	84,345	984	4.72	73,618	713	3.88				
Total earning assets <sup>(3)</sup>	1,981,930	16,523	3.34	1,979,832	15,749	3.21	1,922,747	14,291	2.98				
Cash and due from banks	25,329			26,275			27,659						
Other assets, less allowance for loan and lease losses	315,419			319,771			318,887						
Total assets	\$ 2,322,678			\$ 2,325,878			\$ 2,269,293						

<sup>(1)</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 are recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

(2) The second quarter of 2017 includes assets of the Corporation's non-U.S. consumer credit card business, which was sold during the second quarter of 2017.

(3) 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:

	Second Quarter 2018	3	First Quarter 2018	Second Quarter 2017
Federal funds sold and securities borrowed or purchased under agreements to resell	s	(39)	\$ 5	\$ 10
Debt securities		_	(3)	(25)
U.S. commercial loans and leases		(10)	(9)	(9)
Net hedge expense on assets	s	(49)	\$ (7)	\$ (24)

	Second Quarter 2018							First Q	uarter 2018		Second Quarter 2017					
		Average Balance		Interest Income/ Expense	Yield/ Rate		Average Balance		Interest Income/ Expense	Yield/ Rate		Average Balance		Interest Income/ Expense	Yield/ Rate	
Interest-bearing liabilities																
U.S. interest-bearing deposits:																
Savings	\$	55,734	\$	2	0.01 %	\$	54,747	\$	1	0.01%	\$	54,494	\$	2	0.01%	
NOW and money market deposit accounts		664,002		536	0.32		659,033		406	0.25		619,593		105	0.07	
Consumer CDs and IRAs		39,953		36	0.36		41,313		33	0.33		45,682		30	0.27	
Negotiable CDs, public funds and other deposits		44,539		197	1.78		40,639		157	1.56		36,041		68	0.75	
Total U.S. interest-bearing deposits		804,228		771	0.38		795,732		597	0.30		755,810		205	0.11	
Non-U.S. interest-bearing deposits:																
Banks located in non-U.S. countries		2,329		11	1.89		2,243		9	1.67		3,058		6	0.77	
Governments and official institutions		1,113		_	0.01		1,154		_	0.02		981		2	0.90	
Time, savings and other		65,326		161	0.99		67,334		154	0.92		60,047		133	0.89	
Total non-U.S. interest-bearing deposits		68,768		172	1.00		70,731		163	0.93		64,086		141	0.89	
Total interest-bearing deposits		872,996		943	0.43		866,463		760	0.36		819,896		346	0.17	
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities		272,777		1,462	2.15		279,801		1,135	1.66		288,726		825	1.14	
Trading account liabilities		52,228		348	2.67		55,362		357	2.62		45,156		307	2.73	
Long-term debt		229,037		1,966	3.44		229,603		1,739	3.06		224,019		1,590	2.84	
Total interest-bearing liabilities (1)		1,427,038		4,719	1.33		1,431,229		3,991	1.13		1,377,797		3,068	0.89	
Noninterest-bearing sources:																
Noninterest-bearing deposits		427,663					430,805					436,942				
Other liabilities		202,796					198,364					183,577				
Shareholders' equity		265,181					265,480					270,977				
Total liabilities and shareholders' equity	\$	2,322,678				\$	2,325,878				\$	2,269,293				
Net interest spread					2.01 %					2.08 %					2.09%	
Impact of noninterest-bearing sources					0.37					0.31					0.25	
Net interest income/yield on earning assets	_		s	11,804	2.38 %	_		\$	11,758	2.39%	_		\$	11,223	2.34%	

<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:

	Second Quarter 201	8	First Quarter 2018	Second Quarter 2017
NOW and money market deposit accounts	s	(1)	s —	\$ (1)
Consumer CDs and IRAs		6	5	5
Negotiable CDs, public funds and other deposits		4	3	4
Banks located in non-U.S. countries		4	5	4
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities		30	29	88
Long-term debt		(10)	(246)	(426)
Net hedge (income) expense on liabilities	s	33	\$ (204)	\$ (326)

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

(Dollars in millions)

					Six Months E	nded	June 30		
			:	2018				2017	
		erage dance		Interest Income/ Expense	Yield/ Rate		Average Balance	Interest Income/ Expense	Yield/ Rate
Earning assets									
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$	142,628	s	909	1.29 %	\$	126,576	\$ 463	0.74%
Time deposits placed and other short-term investments		10,398		109	2.12		11,472	105	1.84
Federal funds sold and securities borrowed or purchased under agreements to resell		250,110		1,331	1.07		221,579	791	0.72
Trading account assets		131,966		2,379	3.63		130,824	2,310	3.56
Debt securities		431,133		5,715	2.61		430,685	5,205	2.41
Loans and leases (1):									
Residential mortgage		205,460		3,580	3.49		194,787	3,358	3.45
Home equity		55,902		1,283	4.62		64,414	1,303	4.07
U.S. credit card		93,975		4,611	9.89		89,545	4,239	9.55
Non-U.S. credit card <sup>(2)</sup>		_		_	_		7,923	358	9.12
Direct/Indirect and other consumer		94,451		1,494	3.19		95,807	1,304	2.74
Total consumer		449,788		10,968	4.90		452,476	10,562	4.69
U.S. commercial		302,626		5,700	3.80		289,325	4,625	3.22
Non-U.S. commercial		99,379		1,554	3.15		92,764	1,210	2.63
Commercial real estate		59,946		1,233	4.15		57,982	993	3.45
Commercial lease financing		21,636		343	3.17		21,885	387	3.54
Total commercial		483,587		8,830	3.68		461,956	7,215	3.15
Total loans and leases (2)		933,375		19,798	4.27		914,432	17,777	3.91
Other earning assets		81,277		2,031	5.03		73,568	1,473	4.03
Total earning assets <sup>(3)</sup>	1	,980,887		32,272	3.28		1,909,136	28,124	2.97
Cash and due from banks		25,800					27,429		
Other assets, less allowance for loan and lease losses		317,582					314,010		
Total assets	\$ 2	,324,269			_	\$	2,250,575		

<sup>(1)</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 are recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

(2) The six months ended June 30, 2017 includes assets of the Corporation's non-U.S. consumer credit card business, which was sold during the second quarter of 2017.

(3) 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:

	Six Months Ende June 30, 2018		Six Months Ended June 30, 2017
Federal funds sold and securities borrowed or purchased under agreements to resell	s	(34)	\$ 25
Debt securities		(3)	(47)
U.S. commercial loans and leases		(19)	(19)
Net hedge expense on assets	\$	(56)	\$ (41)

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

(Dollars in millions)

			Six Months E	nded June 30		
		2018			2017	
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate
Interest-bearing liabilities						
U.S. interest-bearing deposits:						
Savings	\$ 55,243	s 3	0.01 %	\$ 53,350	\$ 3	0.01%
NOW and money market deposit accounts	661,531	942	0.29	618,676	179	0.06
Consumer CDs and IRAs	40,629	69	0.34	46,194	61	0.27
Negotiable CDs, public funds and other deposits	42,600	354	1.68	34,874	120	0.69
Total U.S. interest-bearing deposits	800,003	1,368	0.34	753,094	363	0.10
Non-U.S. interest-bearing deposits:						
Banks located in non-U.S. countries	2,287	20	1.79	2,838	11	0.76
Governments and official institutions	1,133	_	0.01	997	4	0.85
Time, savings and other	66,325	315	0.95	59,237	250	0.85
Total non-U.S. interest-bearing deposits	69,745	335	0.97	63,072	265	0.85
Total interest-bearing deposits	869,748	1,703	0.39	816,166	628	0.16
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	276,269	2,597	1.90	278,458	1,398	1.01
Trading account liabilities	53,787	705	2.64	41,962	571	2.74
Long-term debt	229,318	3,705	3.25	222,751	3,049	2.75
Total interest-bearing liabilities <sup>(1)</sup>	1,429,122	8,710	1.23	1,359,337	5,646	0.84
Noninterest-bearing sources:						
Noninterest-bearing deposits	429,225			440,569		
Other liabilities	200,592			181,322		
Shareholders' equity	265,330			269,347		
Total liabilities and shareholders' equity	\$ 2,324,269			\$ 2,250,575		
Net interest spread			2.05 %			2.13 %
Impact of noninterest-bearing sources			0.33			0.24
Net interest income/yield on earning assets		\$ 23,562	2.38 %	-	\$ 22,478	2.37%

<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:

	Six Months Ended June 30, 2018	Six Months Ended June 30, 2017
NOW and money market deposit accounts	\$ (1)	\$ (1)
Consumer CDs and IRAs	11	11
Negotiable CDs, public funds and other deposits	7	7
Banks located in non-U.S. countries	9	9
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	59	180
Long-term debt	(256)	(956)
Net hedge income on liabilities	\$ (171)	\$ (750)

#### **Debt Securities**

(Dollars in millions)

June 30, 2018 Gross Gross Amortized Unrealized Unrealized Cost Gains Losses Value Available-for-sale debt securities Mortgage-backed securities: 125 Agency \$ 162,301 (5,426) 157,000 Agency-collateralized mortgage obligations 6,194 13 (172) 6,035 2 (558) Commercial 14,156 13,600 2,534 Non-agency residential 2,283 262 (11)Total mortgage-backed securities 184,934 402 (6,167) 179,169 U.S. Treasury and agency securities 54,758 12 (2,036) 52,734 Non-U.S. securities 6,659 7 (1) 6,665 Other taxable securities, substantially all asset-backed securities 4,412 (7) 4,486 Total taxable securities 250,763 502 (8,211) 243,054 19,065 Tax-exempt securities 19.085 82 (102)Total available-for-sale debt securities 269,848 584 (8,313) 262,119 13,137 12,853 306 (22) Total debt securities carried at fair value (8,335) 275,256 282,701 890  $Held-to-maturity\ debt\ securities,\ substantially\ all\ U.S.\ agency\ mortgage-backed\ securities \ \ 1)$ 163,013 131 (4,913) 158,231 Total debt securities 445,714 1,021 (13,248) 433,487 March 31, 2018 Available-for-sale debt securities Mortgage-backed securities: 184,111 \$ 189,426 168 \$ (5,483)Agency-collateralized mortgage obligations 6,525 15 (142) 6,398 Commercial 13,998 (440) 13,559 2,604 Non-agency residential 2,354 260 (10) Total mortgage-backed securities 212,303 444 (6,075) 206,672

#### Other Debt Securities Carried at Fair Value

Other taxable securities, substantially all asset-backed securities

Total available-for-sale debt securities

Total debt securities carried at fair value

U.S. Treasury and agency securities

Total taxable securities

Other debt securities carried at fair value

Total debt securities

Non-U.S. securities

Tax-exempt securities

(Dollars in millions)		June 30 2018	March 31 2018
Non-agency residential mortgage-backed securities	\$	2,535	\$ 2,736
Non-U.S. securities (1)		10,400	9,976
Other taxable securities, substantially all asset-backed securities		202	 226
Total	<u>\$</u>	13,137	\$ 12,938

54,753

6.918

4,619

278,593

19,133

297,726

12,682

310,408

123,539

433,947

13

7

100

564

58

622

291

913

12

925

(1,794)

(5)

(7,874)

(114)

(7,988)

(8,023)

(4,419)

(12,442)

(35)

52,972

6.925

4,714

271,283

19,077

290,360

12,938

303,298

119,132

422,430

Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities

<sup>(1)</sup> During the second quarter of 2018, we reclassified available-for-sale securities with an amortized cost \$25 billion to held to

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

#### **Supplemental Financial Data**

(Dollars in millions)

	Six Mon Jui	ths End ie 30	led		Second	First	Fourth	Third		Second
	2018	_	2017		Quarter 2018	 Quarter 2018	 Quarter 2017	 Quarter 2017	_	Quarter 2017
Fully taxable-equivalent (FTE) basis data <sup>(1)</sup>										
Net interest income	\$ 23,562	\$	22,478	s	11,804	\$ 11,758	\$ 11,713	\$ 11,401	\$	11,223
Total revenue, net of interest expense	46,038		45,511		22,763	23,275	20,687	22,079		23,066
Net interest yield	2.38 %		2.37%		2.38 %	2.39%	2.39 %	2.36%		2.34%
Efficiency ratio	59.04		61.69		58.36	59.71	64.16	60.67		60.62

<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. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 39-40.)

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

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

### Quarterly Results by Business Segment and All Other

(Dollars in millions)

						Second Qua	rter 20	18			
		Total Corporation		Consumer Banking		GWIM	Glo	bal Banking	Glob	oal Markets	All Other
Net interest income (FTE basis)	s	11,804	\$	6,620	s	1,543	\$	2,711	\$	801	\$ 129
Card income		1,542		1,342		38		138		25	(1)
Service charges		1,954		1,072		17		769		90	6
Investment and brokerage services		3,458		80		2,937		19		430	(8)
Investment banking income (loss)		1,422		_		73		743		652	(46)
Trading account profits		2,315		2		27		63		2,184	39
Other income (loss)	_	268		95		74		479		39	(419)
Total noninterest income (loss)	_	10,959		2,591		3,166		2,211		3,420	(429)
Total revenue, net of interest expense (FTE basis)		22,763		9,211		4,709		4,922		4,221	(300)
Provision for credit losses		827		944		12		(23)		(1)	(105)
Noninterest expense		13,284		4,397		3,399		2,154		2,715	619
Income (loss) before income taxes (FTE basis)		8,652		3,870		1,298		2,791		1,507	(814)
Income tax expense (benefit) (FTE basis)	_	1,868		987		330		727		391	(567)
Net income (loss)	<u>s</u>	6,784	\$	2,883	s	968	\$	2,064	s	1,116	\$ (247)
Average											
Total loans and leases	s	934,818	\$	280,689	s	160,833	\$	355,088	s	75,053	\$ 63,155
Total assets (1)		2,322,678		759,982		272,317		423,256		678,500	188,623
Total deposits		1,300,659		687,812		236,214		323,215		30,736	22,682
Period end											
Total loans and leases	s	935,824	s	283,565	s	162,034	\$	355,473	s	73,496	\$ 61,256
Total assets (1)		2,291,670		768,187		270,913		424,971		637,110	190,489
Total deposits		1,309,691		695,530		233,925		326,029		31,450	22,757

		First Quarter 2018									
	C	Total Corporation		Consumer Banking		GWIM	Glo	obal Banking	Glo	obal Markets	 All Other
Net interest income (FTE basis)	\$	11,758	\$	6,510	\$	1,594	\$	2,640	\$	870	\$ 144
Card income		1,457		1,279		21		135		22	_
Service charges		1,921		1,044		19		763		90	5
Investment and brokerage services		3,664		82		3,040		25		488	29
Investment banking income (loss)		1,353		_		84		744		609	(84)
Trading account profits (loss)		2,699		2		29		61		2,703	(96)
Other income (loss)		423		115		69		566		4	(331)
Total noninterest income (loss)		11,517		2,522		3,262		2,294		3,916	(477)
Total revenue, net of interest expense (FTE basis)		23,275		9,032		4,856		4,934		4,786	(333)
Provision for credit losses		834		935		38		16		(3)	(152)
Noninterest expense		13,897		4,480		3,428		2,195		2,818	976
Income (loss) before income taxes (FTE basis)		8,544		3,617		1,390		2,723		1,971	(1,157)
Income tax expense (benefit) (FTE basis)		1,626	_	922		355		707		513	(871)
Net income (loss)	\$	6,918	\$	2,695	\$	1,035	\$	2,016	\$	1,458	\$ (286)
Average											
Total loans and leases	\$	931,915	\$	279,557	\$	159,095	\$	351,689	\$	73,763	\$ 67,811
Total assets (1)		2,325,878		746,647		279,716		420,594		678,367	200,554
Total deposits		1,297,268		674,351		243,077		324,405		32,320	23,115
Period end											
Total loans and leases	\$	934,078	\$	279,055	\$	159,636	\$	355,165	\$	75,638	\$ 64,584
Total assets (1)		2,328,478		774,256		279,331		424,134		648,605	202,152
Total deposits		1,328,664		701,488		241,531		331,238		32,301	22,106

Total assets include asset allocations to match liabilities (i.e., deposits).

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

### Quarterly Results by Business Segment and All Other (continued)

(Dollars in millions)

	Second Quarter 2017										
		Total Corporation		Consumer Banking		GWIM	Gle	bal Banking	Glo	bal Markets	 All Other
Net interest income (FTE basis)	\$	11,223	\$	5,961	\$	1,597	\$	2,541	\$	864	\$ 260
Card income		1,469		1,248		34		134		24	29
Service charges		1,977		1,061		19		809		83	5
Investment and brokerage services		3,460		77		2,829		38		521	(5)
Investment banking income (loss)		1,532		_		96		929		590	(83)
Trading account profits		1,956		1		33		54		1,743	125
Other income		1,449		161		87		534		122	 545
Total noninterest income		11,843		2,548	<u> </u>	3,098		2,498		3,083	 616
Total revenue, net of interest expense (FTE basis)		23,066		8,509		4,695		5,039		3,947	876
Provision for credit losses		726		834		11		15		25	(159)
Noninterest expense		13,982		4,411		3,392		2,154		2,650	1,375
Income (loss) before income taxes (FTE basis)		8,358		3,264		1,292		2,870		1,272	(340)
Income tax expense (FTE basis)		3,252		1,233		488		1,084		442	 5
Net income (loss)	\$	5,106	\$	2,031	\$	804	\$	1,786	\$	830	\$ (345)
Average											
Total loans and leases	\$	914,717	\$	261,537	\$	150,812	\$	345,063	\$	69,638	\$ 87,667
Total assets (1)		2,269,293		724,753		281,167		413,950		645,227	204,196
Total deposits		1,256,838		652,787		245,329		300,483		31,919	26,320
Period end											
Total loans and leases	\$	916,666	\$	265,938	\$	153,468	\$	344,457	\$	73,973	\$ 78,830
Total assets (1)		2,254,714		735,176		274,746		410,580		633,188	201,024
Total deposits		1,262,980		662,678		237,131		303,205		33,363	26,603

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

#### Year-to-Date Results by Business Segment and All Other

(Dollars in millions)

(Sonias in initions)		Six Months Ended June 30, 2018											
	_	Total Corporation		Consumer Banking		GWIM		bal Banking	Glo	bal Markets		All Other	
Net interest income (FTE basis)	<u>s</u>	23,562	\$	13,130	s	3,137	\$	5,351	s	1,671	\$	273	
Card income		2,999		2,621		59		273		47		(1)	
Service charges		3,875		2,116		36		1,532		180		11	
Investment and brokerage services		7,122		162		5,977		44		918		21	
Investment banking income (loss)		2,775		_		157		1,487		1,261		(130)	
Trading account profits (loss)		5,014		4		56		124		4,887		(57)	
Other income (loss)		691		210		143		1,045		43		(750)	
Total noninterest income (loss)		22,476		5,113		6,428		4,505		7,336		(906)	
Total revenue, net of interest expense (FTE basis)		46,038		18,243		9,565		9,856		9,007		(633)	
Provision for credit losses		1,661		1,879		50		(7)		(4)		(257)	
Noninterest expense		27,181		8,877		6,827		4,349		5,533		1,595	
Income (loss) before income taxes (FTE basis)		17,196		7,487		2,688		5,514		3,478		(1,971)	
Income tax expense (benefit) (FTE basis)		3,494		1,909		685		1,434		904		(1,438)	
Net income (loss)	<u>\$</u>	13,702	\$	5,578	s	2,003	\$	4,080	\$	2,574	\$	(533)	
Average													
Total loans and leases	s	933,375	\$	280,126	s	159,969	\$	353,398	s	74,412	\$	65,470	
Total assets (1)		2,324,269		753,352		275,996		421,933		678,434		194,554	
Total deposits		1,298,973		681,119		239,627		323,807		31,524		22,896	
Period end													
Total loans and leases	\$	935,824	\$	283,565	\$	162,034	\$	355,473	s	73,496	\$	61,256	
Total assets (1)		2,291,670		768,187		270,913		424,971		637,110		190,489	
Total deposits		1,309,691		695,530		233,925		326,029		31,450		22,757	

		Six Months Ended June 30, 2017									
	(	Total Corporation		Consumer Banking		GWIM	Glo	bal Banking	Gle	obal Markets	All Other
Net interest income (FTE basis)	\$	22,478	\$	11,741	\$	3,157	\$	5,143	\$	1,913	\$ 524
Card income		2,918		2,473		70		259		46	70
Service charges		3,895		2,112		38		1,575		160	10
Investment and brokerage services		6,877		159		5,620		54		1,052	(8)
Investment banking income (loss)		3,116		_		147		1,855		1,255	(141)
Trading account profits		4,287		1		91		87		3,920	188
Other income		1,940		306		164		1,021		308	141
Total noninterest income		23,033		5,051		6,130		4,851		6,741	260
Total revenue, net of interest expense (FTE basis)		45,511		16,792		9,287		9,994		8,654	784
Provision for credit losses		1,561		1,672		34		32		8	(185)
Noninterest expense		28,075		8,820		6,721		4,317		5,406	 2,811
Income (loss) before income taxes (FTE basis)		15,875		6,300		2,532		5,645		3,240	(1,842)
Income tax expense (benefit) (FTE basis)		5,432		2,377		955		2,130		1,113	 (1,143)
Net income (loss)	\$	10,443	\$	3,923	\$	1,577	\$	3,515	\$	2,127	\$ (699)
Average											
Total loans and leases	\$	914,432	\$	259,751	\$	149,615	\$	343,966	\$	69,850	\$ 91,250
Total assets (1)		2,250,575		716,247		287,266		414,924		626,224	205,914
Total deposits		1,256,735		644,238		251,324		302,827		32,535	25,811
Period end											
Total loans and leases	\$	916,666	\$	265,938	\$	153,468	\$	344,457	\$	73,973	\$ 78,830
Total assets (1)		2,254,714		735,176		274,746		410,580		633,188	201,024
Total deposits		1,262,980		662,678		237,131		303,205		33,363	26,603

 $<sup>\</sup>overline{\mbox{(1)}}$  Total assets include asset allocations to match liabilities (i.e., deposits).

#### **Consumer Banking Segment Results**

(Dollars in millions)														
		Six Mont	ths Ei ie 30			Second		First		Fourth		Third		Second
		2018		2017		Quarter 2018	Quarter 2018		Quarter 2017		Quarter 2017			Quarter 2017
Net interest income (FTE basis)	s	13,130	\$	11,741	s	6,620	\$	6,510	\$	6,354	\$	6,212	\$	5,961
Noninterest income:														
Card income		2,621		2,473		1,342		1,279		1,354		1,243		1,248
Service charges		2,116		2,112		1,072		1,044		1,071		1,082		1,061
All other income		376		466		177		199		176		237		239
Total noninterest income	,	5,113		5,051		2,591		2,522		2,601		2,562		2,548
Total revenue, net of interest expense (FTE basis)		18,243		16,792		9,211		9,032		8,955		8,774		8,509
Provision for credit losses		1,879		1,672		944		935		886		967		834
Noninterest expense		8,877		8,820		4,397		4,480		4,507		4,460		4,411
Income before income taxes (FTE basis)		7,487		6,300		3,870		3,617		3,562		3,347		3,264
Income tax expense (FTE basis)		1,909		2,377		987		922		1,365		1,260		1,233
Net income	\$	5,578	\$	3,923	s	2,883	\$	2,695	\$	2,197	\$	2,087	\$	2,031
Net interest yield (FTE basis)		3.71 %		3.49%		3.68%		3.73%		3.61%		3.56%		3.48%
Return on average allocated capital <sup>(1)</sup>		30		21		31		30		24		22		22
Efficiency ratio (FTE basis)		48.66		52.53		47.75		49.60		50.33		50.83		51.84
Balance Sheet														
Average														
Total loans and leases	\$	280,126	\$	259,751	s	280,689	\$	279,557	\$	275,716	\$	268,810	\$	261,537
Total earning assets (2)		714,352		677,512		720,878		707,754		699,004		692,122		686,064
Total assets (2)		753,352		716,247		759,982		746,647		737,755		731,077		724,753
Total deposits		681,119		644,238		687,812		674,351		665,536		658,974		652,787
Allocated capital (1)		37,000		37,000		37,000		37,000		37,000		37,000		37,000
Period end														
Total loans and leases	\$	283,565	\$	265,938	s	283,565	\$	279,055	\$	280,473	\$	272,360	\$	265,938
Total earning assets (2)		729,036		696,350		729,036		735,247		709,832		703,277		696,350
Total assets (2)		768,187		735,176		768,187		774,256		749,325		742,513		735,176
Total deposits		695,530		662,678		695,530		701,488		676,530		669,647		662,678

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

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

### **Consumer Banking Year-to-Date Results**

Consumer Danking Tear-to-Date Result
(Dollars in millions)

(Donals in minions)		s	Six Mont	ths Ended June 30, 2018			
		Total Consumer Banking		Deposits		Consumer Lending	
Net interest income (FTE basis)	s	13,130	s	7,660	s	5,470	
Noninterest income:							
Card income		2,621	1	5		2,616	
Service charges		2,116		2,115		1	
All other income		376	l	210		166	
Total noninterest income		5,113		2,330		2,783	
Total revenue, net of interest expense (FTE basis)		18,243		9,990		8,253	
Provision for credit losses		1,879		87		1,792	
Noninterest expense		8,877		5,290		3,587	
Income before income taxes (FTE basis)		7,487		4,613		2,874	
Income tax expense (FTE basis)		1,909	1	1,176		733	
Net income	s	5,578	s	3,437	s	2,141	
Net interest yield (FTE basis)		3.71 %		2.27 %		4.00 %	
Return on average allocated capital (1)		30		58		17	
Efficiency ratio (FTE basis)		48.66		52.95		43.47	
Balance Sheet							
Average							
Total loans and leases	s	280,126	s	5,180	s	274,946	
Total earning assets (2)		714,352		680,020		275,597	
Total assets (2)		753,352		707,992		286,625	
Total deposits		681,119		675,630		5,489	
Allocated capital (1)		37,000		12,000		25,000	
Period end							
Total loans and leases	s	283,565	s	5,212	s	278,353	
Total earning assets (2)		729,036		693,709		279,399	
Total assets (2)		768,187		721,646		290,613	
Total deposits		695,530		689,258		6,272	
		:	Six Mon	nths Ended June 30, 2017			
	Tot	tal Consumer Banking		Deposits		Consumer Lending	
Net interest income (FTE basis)	s	11,741	s	6,365	s	5,376	
Noninterest income:							
Card income		2,473		4		2,469	
Service charges		2,112		2,111		1	
All other income		466	<u> </u>	195		271	
Total noninterest income		5,051	<u> </u>	2,310		2,741	
Total revenue, net of interest expense (FTE basis)		16,792		8,675		8,117	
Provision for credit losses		1,672		100		1,572	
Noninterest expense		8,820		5,086		3,734	
Income before income taxes (FTE basis)		6,300		3,489		2,811	
Income tax expense (FTE basis)		2,377	1	1,316		1,061	
Net income	\$	3,923	\$	2,173	\$	1,750	
Net interest yield (FTE basis)		3.49%		2.00%		4.24%	
Return on average allocated capital (1)		21		37		14	
Efficiency ratio (FTE basis)		52.53		58.63		46.00	
Balance Sheet							
Average							
Total loans and leases	s	259,751	s	4,998	s	254,753	
Total earning assets (2)		677,512		643,237		255,607	
Total assets (2)		716,247		670,340		267,239	
Total deposits		644,238		637,953		6,285	
Allocated capital (1)		37,000		12,000		25,000	
•		,	1	,		.,	

Period end			
Total loans and leases	\$ 265,938	\$ 5,039	\$ 260,899
Total earning assets (2)	696,350	661,577	261,696
Total assets (2)	735,176	688,801	273,298
Total deposits	662,678	656,374	6,304

For footnotes see page20.

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

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

## **Consumer Banking Quarterly Results**

Consumer	Dumming	~	cci	110
(Dollars in millions)		•		

(Donars in minions)			Second	Quarter 2018		
		onsumer				Consumer
Notice of Company		king		Deposits		Lending
Net interest income (FTE basis)	s	6,620	s	3,919	S	2,701
Noninterest income:						
Card income		1,342		3		1,339
Service charges		1,072		1,071		1
All other income		177		102		75
Total noninterest income		2,591		1,176		1,415
Total revenue, net of interest expense (FTE basis)		9,211		5,095		4,116
Provision for credit losses		944		46		898
Noninterest expense		4,397		2,639		1,758
Income before income taxes (FTE basis)		3,870		2,410		1,460
Income tax expense (FTE basis)		987		615		372
Net income	s	2,883	s	1,795	s	1,088
Net interest yield (FTE basis)		3.68%		2.29 %		3.92 %
Return on average allocated capital (1)		31		60		17
Efficiency ratio (FTE basis)		47.75		51.80		42.73
Balance Sheet						
Average						
Total loans and leases	s	280,689	s	5,191	s	275,498
Total earning assets (2)		720,878		686,331		276,436
Total assets (2)		759,982		714,494		287,377
Total deposits		687,812		682,202		5,610
Allocated capital (1)		37,000		12,000		25,000
		,		,		,
Period end						
Total loans and leases	\$	283,565	s	5,212	S	278,353
Total earning assets (2)		729,036		693,709		279,399
Total assets (2)		768,187		721,646		290,613
Total deposits		695,530		689,258		6,272
			First (	Quarter 2018		
	Total Consu	mer Banking		Deposits		Consumer Lending
Net interest income (FTE basis)	s	6,510	s	3,741	\$	2,769
Noninterest income:						
Card income		1,279		2		1,277
Service charges		1,044		1,044		_
All other income		199	_	108		91
Total noninterest income		2,522		1,154		1,368
Total revenue, net of interest expense (FTE basis)		9,032		4,895		4,137
Provision for credit losses		935		41		894
						1,829
Noninterest expense		4,480		2,651	_	-,
Noninterest expense  Income before income taxes (FTE basis)		4,480 3,617		2,651 2,203	_	1,414
·						
Income before income taxes (FTE basis)	\$	3,617	\$	2,203	s	1,414
Income before income taxes (FTE basis) Income tax expense (FTE basis) Net income	\$	3,617 922 2,695	s	2,203 561 1,642	s	1,414 361 1,053
Income before income taxes (FTE basis) Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)	<u>s</u>	3,617 922 2,695 3.73%	S	2,203 561 1,642	s	1,414 361 1,053
Income before income taxes (FTE basis) Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)	<u>s</u>	3,617 922 2,695	s	2,203 561 1,642	s	1,414 361 1,053
Income before income taxes (FTE basis)  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)	\$	3,617 922 2,695 3.73% 30	\$	2,203 561 1,642 2.25% 55	\$	1,414 361 1,053 4.09%
Income before income taxes (FTE basis)  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet	<u>s</u>	3,617 922 2,695 3.73% 30	\$	2,203 561 1,642 2.25% 55	S	1,414 361 1,053 4.09%
Income before income taxes (FTE basis)  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet  Average		3,617 922 2,695 3.73% 30 49.60		2,203 561 1,642 2,25% 55 54.15		1,414 361 1,053 4,09% 17 44.21
Income before income taxes (FTE basis)  Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases	<u>s</u>	3,617 922 2,695 3.73% 30 49.60	<u>s</u>	2,203 561 1,642 2,25% 55 54.15	s	1,414 361 1,053 4,09% 17 44,21
Income before income taxes (FTE basis) Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases  Total carning assets (2)		3,617 922 2,695 3.73% 30 49.60		2,203 561 1,642 2,25% 55 54.15 5,170 673,641		1,414 361 1,053 4,09% 17 44,21 274,387 274,748
Income before income taxes (FTE basis) Income tax expense (FTE basis)  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases  Total earning assets (2)  Total assets (2)		3,617 922 2,695 3.73% 30 49.60 279,557 707,754 746,647		2,203 561 1,642 2,25% 55 54.15 5,170 673,641 701,418		1,414 361 1,053 4,09% 17 44,21 274,387 274,748 285,864
Income before income taxes (FTE basis)  Income tax expense (FTE basis)  Net income  Net income  Net interest yield (FTE basis)  Return on average allocated capital (1)  Efficiency ratio (FTE basis)  Balance Sheet  Average  Total loans and leases  Total earning assets (2)		3,617 922 2,695 3.73% 30 49.60		2,203 561 1,642 2,25% 55 54.15 5,170 673,641		1,414 361 1,053 4,09% 17 44,21 274,387 274,748

Period end				
Total loans and leases	s	279,055	\$ 5,111	\$ 273,944
Total earning assets (2)		735,247	700,420	274,977
Total assets (2)		774,256	728,063	286,343
Total deposits		701,488	695,514	5,974

For footnotes see page20.

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

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

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#### **Consumer Banking Quarterly Results (continued)**

(Dollars in millions) Second Quarter 2017 Consumer Lending Total Consumer Banking Deposits Net interest income (FTE basis) 3,302 2,659 5,961 Noninterest income: Card income 1,248 1,247 1,061 Service charges 1,061 All other income 239 143 2,548 1,158 1,390 Total revenue, net of interest expense (FTE basis) 8,509 4.460 4.049 45 789 Provision for credit losses 834 Noninterest expense 4,411 2,561 1,850 Income before income taxes (FTE basis) 3,264 1,854 1,410 Income tax expense (FTE basis) 1.233 700 533 2 031 1.154 877 Net income Net interest yield (FTE basis) 3.48% 2.03% 4.15% Return on average allocated capital (1) 22 39 14 Efficiency ratio (FTE basis) 51.84 57.39 45.72 Balance Sheet Total loans and leases 261,537 5,016 256,521 Total earning assets (2) 257,130 686,064 651,678 Total assets (2) 724,753 678,817 268,680 Total deposits 652,787 646,474 6,313 Allocated capital (1) 12,000 25,000 37,000 Period end Total loans and leases 265,938 260,899 Total earning assets (2) 696,350 661,577 261,696 Total assets (2) 273,298 735,176 688,801

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

Total deposits

6,304

656,374

662,678

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

differently.
(2) For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets frodil 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 Banking.

# Consumer Banking Key Indicators

(Dollars in millions)													
		Six Mont	hs En e 30	ded		Second		First		Fourth	Third		Second
		2018	e 30	2017		Quarter 2018		Quarter 2018		Quarter 2017	Quarter 2017		Quarter 2017
Average deposit balances			_		_		_		_		 	_	
Checking	s	346,474	\$	320,664	s	351,686	\$	341,204	\$	334,345	\$ 329,048	\$	325,503
Savings		53,563		51,683		54,052		53,068		52,466	52,687		52,809
MMS		241,286		227,479		242,841		239,714		236,909	234,288		230,363
CDs and IRAs		36,767		41,558		36,173		37,366		38,732	40,067		41,196
Non-U.S. and other		3,029		2,854		3,060		2,999		3,084	2,884		2,916
Total average deposit balances	s	681,119	\$	644,238	s	687,812	\$	674,351	\$	665,536	\$ 658,974	\$	652,787
Deposit spreads (excludes noninterest costs)													
Checking		2.11 %		1.98%		2.13 %		2.08%		2.03 %	2.01%		2.03 %
Savings		2.39		2.26		2.40		2.37		2.34	2.35		2.30
MMS		1.92		1.48		2.00		1.85		1.70	1.66		1.71
CDs and IRAs		1.88		1.35		2.02		1.73		1.55	1.48		1.41
Non-U.S. and other		1.95		1.24		2.16		1.73		1.56	1.45		1.31
Total deposit spreads		2.05		1.78		2.10		2.00		1.91	1.88		1.89
Client brokerage assets	s	191,472	\$	159,131	s	191,472	\$	182,110	\$	177,045	\$ 167,274	\$	159,131
Active digital banking users (units in thousands) <sup>(1)</sup>		35,722		33,971		35,722		35,518		34,855	34,472		33,971
Active mobile banking users (units in thousands)		25,335		22,898		25,335		24,801		24,238	23,572		22,898
Financial centers		4,411		4,542		4,411		4,435		4,470	4,511		4,542
ATMs		16,050		15,972		16,050		16,011		16,039	15,973		15,972
ALMS		10,030		13,972		10,030		10,011		10,039	15,975		13,972
Total U.S. credit card <sup>(2)</sup>													
Loans					_								
Average credit card outstandings	\$	93,975	\$	89,545	\$	93,531	\$	94,423	\$	93,531	\$ 91,602	\$	89,464
Ending credit card outstandings		94,790		90,776		94,790		93,014		96,274	92,602		90,776
Credit quality													
Net charge-offs	S	1,440	\$	1,246	S	739	\$	701	\$	655	\$ 612	\$	640
		3.09 %		2.81%		3.17 %		3.01%		2.78%	2.65%		2.87 %
30+ delinquency	S	1,695	\$	1,550	\$	1,695	\$	1,795	\$	1,847	\$ 1,657	\$	1,550
		1.79 %		1.71%		1.79 %		1.93 %		1.92 %	1.79%		1.71 %
90+ delinquency	S	865	\$	772	\$	865	\$	925	\$	900	\$ 810	\$	772
Other Total U.S. credit card indicators(2)		0.91 %		0.85%		0.91 %		0.99%		0.93 %	0.87%		0.85 %
Gross interest yield		9.90 %		9.55%		9.86 %		9.93%		9.75%	9.76%		9.54%
Risk adjusted margin		8.19		8.65		8.07		8.32		8.74	8.63		8.40
New accounts (in thousands)		2,380		2,486		1,186		1,194		1,138	1,315		1,302
Purchase volumes	s	128,168	\$	116,986	s	66,821	\$	61,347	\$	65,523	\$ 62,244	\$	61,665
Debit card data													
Purchase volumes	s	156,749	\$	145,960	s	80,697	\$	76,052	\$	77,912	\$ 74,769	\$	75,349
Loan production (3)													
Total (4):													
First mortgage	s	21,096	\$	24,693	s	11,672	\$	9,424	\$	12,705	\$ 13,183	\$	13,251
Home equity		7,830		8,738		4,081		3,749		4,053	4,133		4,685
Consumer Banking:													
First mortgage	s	13,845	\$	16,635	s	7,881	\$	5,964	\$	8,386	\$ 9,044	\$	9,006
Home equity		6,989		7,882		3,644		3,345		3,595	3,722		4,215

Digital users represents mobile and/or online users across consumer businesses.

(2) In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWM.

(3) The above loan production amounts represent the unpaid principal balance of loans and, in the case of home equity, the principal amount of the total line of credit.

(4) In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.

## Global Wealth & Investment Management Segment Results

(Dollars in millions)													
	Six Mont Jun	ths Ei ie 30	ıded										
	 2018		2017	Sec	ond Quarter 2018	Firs	t Quarter 2018	Fou	rth Quarter 2017	Th	ird Quarter 2017	Sec	ond Quarter 2017
Net interest income (FTE basis)	\$ 3,137	\$	3,157	s	1,543	\$	1,594	\$	1,520	\$	1,496	\$	1,597
Noninterest income:													
Investment and brokerage services	5,977		5,620		2,937		3,040		2,920		2,854		2,829
All other income	 451		510		229		222		243		270		269
Total noninterest income	 6,428		6,130		3,166		3,262		3,163		3,124		3,098
Total revenue, net of interest expense (FTE basis)	9,565		9,287		4,709		4,856		4,683		4,620		4,695
Provision for credit losses	50		34		12		38		6		16		11
Noninterest expense	 6,827		6,721		3,399		3,428		3,473		3,371		3,392
Income before income taxes (FTE basis)	2,688		2,532		1,298		1,390		1,204		1,233		1,292
Income tax expense (FTE basis)	 685		955		330		355		462		464		488
Net income	\$ 2,003	\$	1,577	\$	968	\$	1,035	\$	742	\$	769	\$	804
Net interest yield (FTE basis)	2.44 %		2.34%		2.43 %		2.46%		2.32%		2.29%		2.41 %
Return on average allocated capital <sup>(1)</sup>	28		23		27		29		21		22		23
Efficiency ratio (FTE basis)	71.37		72.37		72.17		70.60		74.14		72.95		72.24
Balance Sheet													
Average													
Total loans and leases	\$ 159,969	\$	149,615	s	160,833	\$	159,095	\$	157,063	\$	154,333	\$	150,812
Total earning assets (2)	258,939		271,884		255,145		262,775		259,550		259,564		265,845
Total assets (2)	275,996		287,266		272,317		279,716		276,153		275,570		281,167
Total deposits	239,627		251,324		236,214		243,077		240,126		239,647		245,329
Allocated capital (1)	14,500		14,000		14,500		14,500		14,000		14,000		14,000
Period end													
Total loans and leases	\$ 162,034	\$	153,468	s	162,034	\$	159,636	\$	159,378	\$	155,871	\$	153,468
Total earning assets (2)	253,910		258,744		253,910		262,430		267,026		259,548		258,744
Total assets (2)	270,913		274,746		270,913		279,331		284,321		276,187		274,746
Total deposits	233,925		237,131		233,925		241,531		246,994		237,771		237,131

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

## Global Wealth & Investment Management Key Indicators

(Dollars in millions, except as noted)														
		Six mon Jur	ths en ie 30	ded										
		2018		2017	Se	cond Quarter 2018	Fir	st Quarter 2018	Fo	ourth Quarter 2017	Т	hird Quarter 2017	Se	cond Quarter 2017
Revenue by Business														
Merrill Lynch Global Wealth Management	\$	7,856	\$	7,656	\$	3,860	\$	3,996	\$	3,836	\$	3,796	\$	3,874
U.S. Trust		1,708		1,628		848		860		845		822		819
Other	_	1		3	l	1				2		2		2
Total revenue, net of interest expense (FTE basis)	\$	9,565	\$	9,287	\$	4,709	\$	4,856	\$	4,683	\$	4,620	\$	4,695
Client Balances by Business, at period end														
Merrill Lynch Global Wealth Management	\$	2,311,598	\$	2,196,238	\$	2,311,598	\$	2,284,803	\$	2,305,664	\$	2,245,499	\$	2,196,238
U.S. Trust		442,608		421,180		442,608		440,683		446,199		430,684		421,180
Total client balances	\$	2,754,206	\$	2,617,418	\$	2,754,206	\$	2,725,486	\$	2,751,863	\$	2,676,183	\$	2,617,418
Client Balances by Type, at period end														
Assets under management(1)	\$	1,101,001	\$	990,709	\$	1,101,001	\$	1,084,717	\$	1,080,747	\$	1,036,048	\$	990,709
Brokerage and other assets		1,254,135		1,233,313		1,254,135		1,236,799		1,261,990		1,243,858		1,233,313
Deposits		233,925		237,131		233,925		241,531		246,994		237,771		237,131
Loans and leases (2)		165,145		156,265		165,145		162,439		162,132		158,506		156,265
Total client balances	\$	2,754,206	\$	2,617,418	\$	2,754,206	\$	2,725,486	\$	2,751,863	\$	2,676,183	\$	2,617,418
Assets Under Management Rollforward														
Assets under management, beginning balance	\$	1,080,747	\$	886,148	\$	1,084,717	\$	1,080,747	\$	1,036,048	\$	990,709	\$	946,778
Net client flows		35,015		56,730		10,775		24,240		18,228		20,749		27,516
Market valuation/other		(14,761)		47,831	<u> </u>	5,509		(20,270)		26,471		24,590		16,415
Total assets under management, ending balance	\$	1,101,001	\$	990,709	\$	1,101,001	\$	1,084,717	\$	1,080,747	\$	1,036,048	\$	990,709
Associates, at period end (3)														
Number of financial advisors		17,442		17,017		17,442		17,367		17,355		17,221		17,017
Total wealth advisors, including financial advisors		19,350		18,881		19,350		19,276		19,238		19,108		18,881
Total primary sales professionals, including financial advisors and wealth advisors		20,447		19,863		20,447		20,398		20,344		20,115		19,863
Merrill Lynch Global Wealth Management Metric														
Financial advisor productivity <sup>(4)</sup> (in thousands)	\$	1,027	\$	1,016	\$	1,017	\$	1,038	\$	994	\$	994	\$	1,040
U.S. Trust Metric, at period end														
Primary sales professionals		1,722		1,665		1,722		1,737		1,714		1,696		1,665

<sup>(1)</sup> Defined as managed assets under advisory and/or discretion of *GWIM*.
(2) Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
(3) Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017, Includes financial advisors in the *Consumer Banking* segment of 2,622, 2,538, 2,402, 2,267 and 2,206 at June 30, 2018, March 31, 2018, December 31, 2017, Dece

respectively.

(4) Financial advisors (excluding financial advisors in the Consumer Banking segment).

## **Global Banking Segment Results**

(Dollars in millions)					i									
		Six Months E	nded	June 30	Seco	ond Quarter			Fou	rth Quarter	Tł	hird Quarter	Seco	ond Quarter
		2018		2017		2018	Firs	t Quarter 2018		2017		2017		2017
Net interest income (FTE basis)	\$	5,351	\$	5,143	\$	2,711	\$	2,640	\$	2,719	\$	2,642	\$	2,541
Noninterest income:														
Service charges		1,532		1,575		769		763		774		776		809
Investment banking fees		1,487		1,855		743		744		811		806		929
All other income		1,486		1,421		699		787		715	_	763		760
Total noninterest income		4,505		4,851		2,211		2,294		2,300		2,345		2,498
Total revenue, net of interest expense (FTE basis)		9,856		9,994		4,922		4,934		5,019		4,987		5,039
Provision for credit losses		(7)		32		(23)		16		132		48		15
Noninterest expense		4,349		4,317		2,154		2,195		2,161		2,119		2,154
Income before income taxes (FTE basis)		5,514		5,645	·	2,791		2,723		2,726		2,820		2,870
Income tax expense (FTE basis)		1,434		2,130		727		707		1,046		1,062		1,084
Net income	\$	4,080	\$	3,515	s	2,064	\$	2,016	\$	1,680	\$	1,758	\$	1,786
Net interest yield (FTE basis)		2.97 %		2.89%		2.98 %		2.96%		3.00%		2.94%		2.85 %
Return on average allocated capital <sup>(1)</sup>		20		18		20		20		17		17		18
Efficiency ratio (FTE basis)		44.13		43.19		43.78		44.47		43.02		42.52		42.72
Balance Sheet														
Average														
Total loans and leases	s	353,398	\$	343,966	s	355,088	\$	351,689	\$	350,262	\$	346,093	\$	345,063
Total earning assets (2)		363,212		358,500		364,587		361,822		359,199		357,014		357,407
Total assets (2)		421,933		414,924		423,256		420,594		419,513		414,755		413,950
Total deposits		323,807		302,827		323,215		324,405		329,761		315,692		300,483
Allocated capital (1)		41,000		40,000		41,000		41,000		40,000		40,000		40,000
Period end														
Total loans and leases	\$	355,473	\$	344,457	\$	355,473	\$	355,165	\$	350,668	\$	349,838	\$	344,457
Total earning assets (2)		364,428		353,649		364,428		365,895		365,560		364,591		353,649
Total assets (2)		424,971		410,580		424,971		424,134		424,533		423,185		410,580
Total deposits		326,029		303,205		326,029		331,238		329,273		319,545		303,205

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

## **Global Banking Key Indicators**

(Dollars in millions)					ı									
		Six Months E	nded	June 30	Con	ond Quarter			Eos	urth Quarter	т	hird Quarter	Can	ond Quarter
		2018		2017	Seco	2018	First	Quarter 2018	roi	2017		2017	300	2017
Investment Banking fees (1)														
Advisory (2)	\$	545	\$	856	s	269	\$	276	\$	381	\$	321	\$	465
Debt issuance		723		773		367		356		336		397		361
Equity issuance		219		226		107		112		94		88		103
Total Investment Banking fees (3)	\$	1,487	\$	1,855	s	743	\$	744	\$	811	\$	806	\$	929
Business Lending														
Corporate	\$	2,143	\$	2,195	s	1,093	\$	1,050	\$	1,065	\$	1,127	\$	1,093
Commercial		1,949		2,096		974		975		1,094		1,090		1,052
Business Banking		198		200		99		99		103		101		99
Total Business Lending revenue	\$	4,290	\$	4,491	s	2,166	\$	2,124	\$	2,262	\$	2,318	\$	2,244
Global Transaction Services														
Corporate	s	1,794	\$	1,630	s	912	\$	882	\$	852	\$	840	\$	833
Commercial	y	1,627	Ţ	1,459	,	811	ų.	816	Ψ	800	y	758	Ψ	752
Business Banking		469		408		237		232		224		217		211
Total Global Transaction Services revenue	s	3,890	\$	3,497	s	1,960	s	1,930	\$	1,876	s	1,815	\$	1,796
Average deposit balances  Interest-bearing	\$	116,889	\$	74,179	s	120,427	\$	113,312	\$	106,537	\$	94,232	\$	77,490
Noninterest-bearing		206,918		228,648		202,788		211,093		223,224		221,460	-	222,993
Total average deposits	s	323,807	\$	302,827	s	323,215	s	324,405	\$	329,761	\$	315,692	\$	300,483
	_		_		_					,				
Loan spread		1.54 %		1.60%		1.54%		1.53%		1.56%		1.56%		1.56%
Provision for credit losses	\$	(7)	\$	32	s	(23)	\$	16	\$	132	\$	48	\$	15
Credit quality (4, 5)														
Reservable criticized utilized exposure	\$	10,482	\$	14,074	s	10,482	\$	11,865	\$	12,038	\$	13,273	\$	14,074
		2.77 %		3.80%		2.77%		3.13%		3.21%		3.55%		3.80%
Nonperforming loans, leases and foreclosed properties	\$	1,133	\$	1,345	s	1,133	\$	1,286	\$	1,118	\$	1,123	\$	1,345
		0.32 %		0.39%		0.32 %		0.36%		0.32%		0.32%		0.39%
Average loans and leases by product														
U.S. commercial	\$	201,808	\$	199,604	s	202,879	\$	200,726	\$	201,432	\$	197,841	\$	200,577
Non-U.S. commercial		79,055		72,496		79,390		78,716		77,339		76,226		72,729
Commercial real estate		50,264		48,971		50,745		49,777		49,194		49,247		49,122
Commercial lease financing		22,268		22,892		22,069		22,469		22,297		22,778		22,634
Other		3		3		5		1		_		1		1
Total average loans and leases	\$	353,398	\$	343,966	s	355,088	\$	351,689	\$	350,262	\$	346,093	\$	345,063
Total Corporation Investment Banking fees														
Advisory (2)	s	599	\$	888	s	303	s	296	\$	429	\$	374	\$	483
Debt issuance		1,701		1,827		874		827		846		962		901
Equity issuance		604		543		290		314		204		193		231
Total investment banking fees including self-led deals		2,904		3,258		1,467		1,437		1,479		1,529		1,615
Self-led deals		(129)		(142)		(45)		(84)		(61)		(52)		(83)
Total Investment Banking fees	s	2,775	\$	3,116	s	1,422	\$	1,353	\$	1,418	\$	1,477	\$	1,532
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<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.
(2) Advisory includes fees on debt and equity advisory and mergers and

Advisory includes fees on debt and equity advisory and mergers and acquisitions.

(3) Investment banking fees represent only the fee component in Global Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.

(4) 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 reservable criticized unitized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

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

## **Investment Banking Product Rankings**

		Six Months Ended	June 30, 2018	
	Gle	bal	U.S.	
	Product Ranking	Market Share	Product Ranking	Market Share
Net investment banking revenue	4	5.6%	4	7.5%
Announced mergers and acquisitions	5	18.4	4	20.2
Equity capital markets	5	5.7	4	8.9
Debt capital markets	3	6.0	1	12.6
High-yield corporate debt	5	5.8	4	7.7
Leveraged loans	2	8.3	2	10.1
Mortgage-backed securities	3	9.2	5	11.1
Asset-backed securities	2	11.2	2	13.3
Convertible debt	4	8.3	3	15.5
Common stock underwriting	5	5.2	6	7.1
Investment-grade corporate debt	1	6.4	1	12.6
Syndicated loans	2	9.0	2	11.1

- Source: Dealogic data as of July 2, 2018. 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

- Desir capital markets excludes totals but includes agencies.
   Mergers and acquisitions fees included in net investment banking revenue 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 either side of the transaction.
- Frequest and acquisitions votatile talkings are for almounted transaction.
   Each advisor receives full credit for the deal amount unless advising a minority stakeholder.

#### **Highlights**

#### Global ton 3 rankings in

Global top 3 rankings in:	
Leveraged loans	Investment-grade corporate debt
Mortgage-backed securities	Syndicated loans
Asset-backed securities	Debt capital markets

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

Leveraged loans	Investment-grade corporate debt
Asset-backed securities	Syndicated loans
Convertible debt	Debt capital markets

## Top 3 rankings excluding self-led deals:

Global: Leveraged loans, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Debt capital markets

U.S.:

Leveraged loans, Asset-backed securities, Convertible debt, Investment-grade corporate debt, Syndicated loans, Debt capital markets

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

## **Global Markets Segment Results**

(Dollars in millions)					i									
		Six Months I	nded J	une 30	Seco	ond Quarter			For	ırth Quarter	Tł	nird Quarter	Sec	ond Quarter
		2018		2017	Sec	2018	First	Quarter 2018	100	2017	- 11	2017	300	2017
Net interest income (FTE basis)	\$	1,671	\$	1,913	s	801	\$	870	\$	932	\$	899	\$	864
Noninterest income:														
Investment and brokerage services		918		1,052		430		488		501		496		521
Investment banking fees		1,261		1,255		652		609		597		624		590
Trading account profits		4,887		3,920		2,184		2,703		1,075		1,714		1,743
All other income		270		514		154		116		291		168		229
Total noninterest income		7,336		6,741		3,420		3,916		2,464		3,002		3,083
Total revenue, net of interest expense (FTE basis)(1)		9,007		8,654		4,221		4,786		3,396		3,901		3,947
Provision for credit losses		(4)		8		(1)		(3)		162		(6)		25
Noninterest expense		5,533		5,406		2,715		2,818		2,614		2,711		2,650
Income before income taxes (FTE basis)		3,478		3,240		1,507		1,971		620		1,196		1,272
Income tax expense (FTE basis)		904		1,113		391		513		210		440		442
Net income	\$	2,574	s	2,127	s	1,116	\$	1,458	\$	410	\$	756	\$	830
Return on average allocated capital <sup>(2)</sup>		15%		12%		13%		17%		5 %		9%		10%
Efficiency ratio (FTE basis)		61.43		62.46		64.33		58.87		77.01		69.48		67.12
Balance Sheet														
Average														
Total trading-related assets <sup>(3)</sup>	\$	468,175	\$	437,545	s	473,126	\$	463,169	\$	449,737	\$	442,283	\$	452,563
Total loans and leases		74,412		69,850		75,053		73,763		73,552		72,347		69,638
Total earning assets (3)		488,307		443,321		490,482		486,107		464,171		446,754		456,588
Total assets		678,434		626,224		678,500		678,367		659,412		642,428		645,227
Total deposits		31,524		32,535		30,736		32,320		34,250		32,125		31,919
Allocated capital (2)		35,000		35,000		35,000		35,000		35,000		35,000		35,000
Period end														
Total trading-related assets(3)	s	441,657	\$	436,193	s	441,657	\$	450,512	\$	419,375	\$	426,371	\$	436,193
Total loans and leases		73,496		73,973		73,496		75,638		76,778		76,225		73,973
Total earning assets (3)		454,706		448,613		454,706		478,857		449,314		441,656		448,613
Total assets		637,110		633,188		637,110		648,605		629,013		629,222		633,188
Total deposits		31,450		33,363		31,450		32,301		34,029		33,382		33,363
Trading-related assets (average)														
Trading account securities	\$	209,772	\$	212,767	s	209,271	\$	210,278	\$	225,330	\$	216,988	\$	221,569
Reverse repurchases		128,125		99,206		132,257		123,948		107,125		101,556		101,551
Securities borrowed		82,831		84,695		83,282		82,376		77,580		81,950		88,041
Derivative assets		47,447		40,877		48,316		46,567		39,702		41,789		41,402
Total trading-related assets(3)	s	468,175												

<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 28.

(2) Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

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

## **Global Markets Key Indicators**

 Six Months l	Ended J	une 30		S	F:		F	ath Ossantsu	TI.:		C	ond Quarter
 2018		2017			FIF		rou	2017	1 m	2017		2017
\$ 4,720	\$	4,916	\$	2,106	\$	2,614	\$	1,597	\$	2,152	\$	2,106
2,814		2,193		1,311		1,503		942		977		1,104
\$ 7,534	\$	7,109	\$	3,417	\$	4,117	\$	2,539	\$	3,129	\$	3,210
\$ 4,826	\$	5,184	\$	2,290	\$	2,536	\$	1,709	\$	2,166	\$	2,254
2,823		2,214		1,306		1,517		948		984		1,115
\$ 7,649	\$	7,398	\$	3,596	\$	4,053	\$	2,657	\$	3,150	\$	3,369
\$ 1,418	\$	1,678	\$	675	\$	743	\$	805	\$	777	\$	749
896		1,038		420		476		492		487		514
4,885		3,919		2,183		2,702		1,075		1,712		1,743
335		474		139		196		167		153		204
\$ 7,534	\$	7,109	s	3,417	\$	4,117	\$	2,539	\$	3,129	\$	3,210
s s	\$ 4,720 2,814 \$ 7,534 \$ 4,826 2,823 \$ 7,649 \$ 1,418 896 4,885 335	\$ 4,720 \$ 2,814 \$ 7,534 \$ \$ 4,826 \$ 2,823 \$ 7,649 \$ \$ \$ 4,885 \$ 335	\$ 4,720 \$ 4,916  2,814 2,193  \$ 7,534 \$ 7,109  \$ 4,826 \$ 5,184  2,823 2,214  \$ 7,649 \$ 7,398  \$ 1,418 \$ 1,678  896 1,038  4,885 3,919  335 474	2018   2017   Quadratic	2018         2017         Second Quarter 2018           \$ 4,720         \$ 4,916         \$ 2,106           2,814         2,193         1,311           \$ 7,534         \$ 7,109         \$ 3,417           \$ 4,826         \$ 5,184         \$ 2,290           2,823         2,214         1,306           \$ 7,649         \$ 7,398         \$ 3,596           \$ 1,418         \$ 1,678         \$ 675           896         1,038         420           4,885         3,919         2,183           335         474         139	2018         2017         Second Quarter 2018         Fin           \$ 4,720         \$ 4,916         \$ 2,106         \$           2,814         2,193         1,311         \$           \$ 7,534         \$ 7,109         \$ 3,417         \$           \$ 4,826         \$ 5,184         \$ 2,290         \$           2,823         2,214         1,306         \$           \$ 7,649         \$ 7,398         \$ 3,596         \$           \$ 1,418         \$ 1,678         \$ 675         \$           896         1,038         420           4,885         3,919         2,183           335         474         139	2018         2017         Second Quarter 2018         First Quarter 2018           \$ 4,720         \$ 4,916         \$ 2,106         \$ 2,614           2,814         2,193         1,311         1,503           \$ 7,534         \$ 7,109         \$ 3,417         \$ 4,117           \$ 4,826         \$ 5,184         \$ 2,290         \$ 2,536           2,823         2,214         1,306         1,517           \$ 7,649         \$ 7,398         \$ 3,596         \$ 4,053           \$ 1,418         \$ 1,678         \$ 675         \$ 743           896         1,038         420         476           4,885         3,919         2,183         2,702           335         474         139         196	2018         2017         Second Quarter 2018         First Quarter 2018         Four Properties of the properties	2018         2017         Second Quarter 2018         First Quarter 2018         Fourth Quarter 2017           \$ 4,720         \$ 4,916         \$ 2,106         \$ 2,614         \$ 1,597           2,814         2,193         1,311         1,503         942           \$ 7,534         \$ 7,109         \$ 3,417         \$ 4,117         \$ 2,539           \$ 4,826         \$ 5,184         \$ 2,290         \$ 2,536         \$ 1,709           2,823         2,214         1,306         1,517         948           \$ 7,649         \$ 7,398         \$ 3,596         \$ 4,053         \$ 2,657           \$ 1,418         \$ 1,678         \$ 675         \$ 743         \$ 805           896         1,038         420         476         492           4,885         3,919         2,183         2,702         1,075           335         474         139         196         167	Second Quarter 2018         First Quarter 2018         Fourth Quarter 2017         Thi Pourth Quarter 2018           \$ 4,720         \$ 4,916         \$ 2,106         \$ 2,614         \$ 1,597         \$ 2,814           2,814         2,193         1,311         1,503         942           \$ 7,534         \$ 7,109         \$ 3,417         \$ 4,117         \$ 2,539         \$ \$           \$ 4,826         \$ 5,184         \$ 2,290         \$ 2,536         \$ 1,709         \$ \$           \$ 7,649         \$ 7,398         \$ 3,596         \$ 4,053         \$ 2,657         \$ \$           \$ 1,418         \$ 1,678         \$ 675         \$ 743         \$ 805         \$ \$           \$ 96         1,038         420         476         492           4,885         3,919         2,183         2,702         1,075           335         474         139         196         167	2018         2017         Second Quarter 2018         First Quarter 2018         Fourth Quarter 2017         Third Quarter 2017           \$ 4,720         \$ 4,916         \$ 2,106         \$ 2,614         \$ 1,597         \$ 2,152           2,814         2,193         1,311         1,503         942         977           \$ 7,534         \$ 7,109         \$ 3,417         \$ 4,117         \$ 2,539         \$ 3,129           \$ 4,826         \$ 5,184         \$ 2,290         \$ 2,536         \$ 1,709         \$ 2,166           2,823         2,214         1,306         1,517         948         984           \$ 7,649         \$ 7,398         \$ 3,596         \$ 4,053         \$ 2,657         \$ 3,150           \$ 1,418         \$ 1,678         \$ 675         \$ 743         \$ 805         \$ 777           896         1,038         420         476         492         487           4,885         3,919         2,183         2,702         1,075         1,712           335         474         139         196         167         153	2018         2017         Second Quarter 2018         First Quarter 2018         Fourth Quarter 2017         Third Quarter 2017         Second 2017           \$ 4,720         \$ 4,916         \$ 2,106         \$ 2,614         \$ 1,597         \$ 2,152         \$ 2,152         \$ 2,814         2,193         1,311         1,503         942         977         977         \$ 3,417         \$ 4,117         \$ 2,539         \$ 3,129         \$ 3

<sup>(1)</sup> Includes Global Banking sales and trading revenue o \$241 million and \$114 million for the six months ended June 30, 2018 and 2017; \$75 million and \$166 million for the second and first quarters of 2018, and \$61 million, \$61 million and \$56 million for the fourth, third and second quarters of 2017, respectively.
(2) For this presentation, sales and trading revenue excludes net debt valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

#### All Other Results (1)

(Dollars in millions)				_									
	 Six Mont Jun		nded	Sec	cond Quarter			Fo	urth Quarter	Th	nird Quarter	Seco	ond Quarter
	 2018		2017		2018	F	irst Quarter 2018		2017		2017		2017
Net interest income (FTE basis)	\$ 273	\$	524	s	129	\$	144	\$	188	\$	152	\$	260
Noninterest income (loss)	 (906)		260		(429)		(477)		(1,554)		(355)		616
Total revenue, net of interest expense (FTE basis)	(633)		784		(300)		(333)		(1,366)		(203)		876
Provision for credit losses	(257)		(185)		(105)		(152)		(185)		(191)		(159)
Noninterest expense	 1,595		2,811		619	_	976		519		733		1,375
Loss before income taxes (FTE basis)	(1,971)		(1,842)		(814)		(1,157)		(1,700)		(745)		(340)
Income tax expense (benefit) (FTE basis)	(1,438)	_	(1,143)		(567)		(871)	_	964		(799)		5
Net income (loss)	\$ (533)	\$	(699)	\$	(247)	\$	(286)	\$	(2,664)	\$	54	\$	(345)
Balance Sheet													
Average													
Total loans and leases	\$ 65,470	\$	91,250	\$	63,155	\$	,	\$	71,197	\$	76,546	\$	87,667
Total assets (2)	194,554		205,914		188,623		200,554		208,854		207,274		204,196
Total deposits	22,896		25,811		22,682		23,115		23,899		25,273		26,320
Period end													
Total loans and leases	\$ 61,256	\$	78,830	\$	61,256	\$	64,584	\$	69,452	\$	72,823	\$	78,830
Total assets (3)	190,489		201,024		190,489		202,152		194,042		213,067		201,024
Total deposits	22,757		26,603		22,757		22,106		22,719		24,072		26,603

<sup>(1)</sup> All Other consists of ALM activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and the related economic hedge results, liquidating businesses and residual expense allocations. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture, as well as a portfolio of equity, real estate and other alternative investments.

(2) Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity (\$517.1 billion and \$521.9 billion for thesix months ended June 30, 2018 and 2017, and \$519.6 billion, \$510.1 billion and \$521.9 billion for thesix months ended June 30, 2018 and 2017, and \$519.6 billion, \$510.6 billion, \$510.1 billion and \$517.7 billion and

#### **Outstanding Loans and Leases**

(Dollars in millions)				
		June 30 2018	 March 31 2018	June 30 2017
Consumer				
Residential mortgage	s	207,564	\$ 204,112	\$ 197,446
Home equity		53,587	55,308	61,942
U.S. credit card		94,790	93,014	90,776
Direct/Indirect consumer (1)		92,621	93,942	95,572
Other consumer (2)		167	131	579
Total consumer loans excluding loans accounted for under the fair value option		448,729	446,507	 446,315
Consumer loans accounted for under the fair value option <sup>(3)</sup>		848	 894	 1,035
Total consumer		449,577	447,401	447,350
Commercial				
U.S. commercial (4)		303,946	302,368	291,235
Non-U.S. commercial		94,450	97,365	90,786
Commercial real estate <sup>(5)</sup>		61,073	60,085	59,177
Commercial lease financing		21,399	21,764	21,828
Total commercial loans excluding loans accounted for under the fair value option		480,868	481,582	463,026
Commercial loans accounted for under the fair value option <sup>(3)</sup>		5,379	5,095	6,290
Total commercial		486,247	486,677	469,316
Total loans and leases	s	935,824	\$ 934,078	\$ 916,666

<sup>(1)</sup> Includes auto and specialty lending loans and leases o\$50.2 billion, \$51.8 billion and \$51.2 billion, unsecured consumer lending loans of\$410 million, \$428 million and \$509 million, U.S. securities-based lending loans of\$38.4 billion, \$38.1 billion and \$39.8 billion, non-U.S. consumer loans of\$2.8 billion, \$2.9 billion and \$2.9 billion, \$428 million and \$439.8 billion, \$428 million and \$657 million and \$657

<sup>(3)</sup> Consumer loans accounted for under the fair value option were residential mortgage loans of\$489 million, \$523 million and \$666 million and home equity loans of\$359 million, \$371 million and \$369 million at June 30, 2018, March 31, 2018 and June 30, 2017, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of\$3.5 billion and \$3.5 billion and \$3.2 billion and non-U.S. commercial loans of\$1.9 billion, \$1.9 billion and \$3.1 billion at June 30, 2018, March 31, 2018 and June 30, 2017, respectively.

(4) Includes U.S. small business commercial loans, including card-related products, of\$14.2 billion, \$13.9 billion and \$13.6 billion at June 30, 2018, March 31, 2018 and June 30, 2017,

respectively.

(5) Includes U.S. commercial real estate loans o\$57.1 billion, \$55.6 billion and \$55.6 billion and non-U.S. commercial real estate loans o\$4.0 billion, \$45.5 billion and \$3.6 billion and \$3.0 billion and \$3.6 billion and \$3.7 billion and \$3.6 billion and \$3.6 billion and \$3.6 billion and \$3.8 bil respectively.

# Quarterly Average Loans and Leases by Business Segment and All Other (Dollars in millions)

(Dollars in millions)					Second Qua	irter 2	018			
	Total Corporation		Consumer Banking		GWIM		Global Banking		Global Markets	All Other
Consumer										
Residential mortgage	\$ 206,083	\$	81,402	\$	73,663	\$	4	\$	_	\$ 51,014
Home equity	54,863		38,239		3,829		_		365	12,430
U.S. credit card	93,531		90,481		3,050		_		_	_
Direct/Indirect and other consumer	93,620		51,602		42,011		1			6
Total consumer	448,097		261,724		122,553		5		365	63,450
Commercial										
U.S. commercial	305,372		18,950		34,440		202,879		48,827	276
Non-U.S. commercial	99,255		_		24		79,390		19,800	41
Commercial real estate	60,653		15		3,813		50,745		6,061	19
Commercial lease financing	21,441		_		3		22,069		_	(631)
Total commercial	486,721		18,965		38,280		355,083		74,688	(295)
Total loans and leases	\$ 934,818	\$	280,689	s	160,833	\$	355,088	s	75,053	\$ 63,155
					First Quar	ter 201	8			
	Total Corporation		Consumer Banking		GWIM		Global Banking		Global Markets	All Other
Consumer										
Residential mortgage	\$ 204,830	\$	77,265	\$	72,587	\$	_	\$	_	\$ 54,978
Home equity	56,952		39,407		3,997		_		362	13,186
U.S. credit card	94,423		91,372		3,051		_		_	_
Direct/Indirect and other consumer	95,292		52,867		42,419		1		_	5
Total consumer	451,497	_	260,911		122,054		1		362	68,169
Commercial										
U.S. commercial	299,850		18,626		33,333		200,726		46,933	232
Non-U.S. commercial	99,504		_		27		78,716		20,737	24
Commercial real estate	59,231		20		3,678		49,777		5,731	25
Commercial lease financing	21,833		_		3		22,469		_	(639)
Total commercial	480,418		18,646		37,041		351,688		73,401	(358)
Total loans and leases	\$ 931,915	\$	279,557	\$	159,095	\$	351,689	\$	73,763	\$ 67,811
					Second Qua	arter 20	017			
	Total Corporation		Consumer Banking		GWIM		Global Banking		Global Markets	All Other
Consumer										
Residential mortgage	\$ 195,935	\$	62,983	\$	67,628	\$	_	\$	_	\$ 65,324
Home equity	63,332		42,675		4,563		1		351	15,742
U.S. credit card	89,464		86,519		2,945		_		_	_
Non-U.S. credit card <sup>(1)</sup>	6,494		_		_		_		_	6,494
Direct/Indirect and other consumer	95,775		51,509		43,358		_		_	908
Total consumer	451,000		243,686		118,494		1		351	88,468
Commercial										
U.S. commercial	291,162		17,831		29,125		200,577		43,353	276
Non-U.S. commercial	92,708		_		22		72,729		19,939	18
Commercial real estate	58,198		20		3,168		49,122		5,831	57
Commercial lease financing	21,649		_		3		22,634		164	(1,152)
Total commercial	463,717		17,851		32,318		345,062		69,287	(801)
Total loans and leases (1)	\$ 914,717	\$	261,537	\$	150,812	\$	345,063	\$	69,638	\$ 87,667
		' —		_		_		_		

During the second quarter of 2017, the Corporation sold its non-U.S. consumer credit card business.

## Commercial Credit Exposure by Industry (1, 2, 3, 4)

(Dollars in millions)

		Commercial Utilized  June 30 March 31 June 30							otal Cor	nmercial Comm	itted	
		June 30 2018		arch 31 2018		June 30 2017		June 30 2018		March 31 2018		June 30 2017
Asset managers and funds	s	67,210	\$	70,819	\$	57,549	\$	103,136	s	103,466	s	86,292
Real estate <sup>(5)</sup>		64,899		64,507		63,480		89,400		88,750		85,115
Capital goods		39,876		39,560		34,373		75,092		73,650		66,302
Healthcare equipment and services		35,299		37,456		36,749		57,893		58,960		56,365
Government and public education		45,827		47,499		46,057		55,565		57,269		54,695
Finance companies		34,173		31,984		34,233		54,010		52,392		51,643
Materials		26,261		26,213		22,964		50,435		50,569		45,851
Retailing		25,689		25,679		26,703		45,591		45,241		54,680
Consumer services		26,285		27,160		27,061		43,913		43,005		42,383
Food, beverage and tobacco		24,226		22,351		22,211		43,803		44,620		42,421
Commercial services and supplies		22,265		22,686		21,336		36,834		36,387		34,137
Energy		16,181		15,888		17,044		35,163		35,564		36,878
Media		12,205		13,089		13,195		31,296		36,778		24,911
Transportation		21,425		21,652		20,917		30,054		30,121		28,886
Global commercial banks		26,464		28,142		26,693		28,465		30,218		28,634
Utilities		10,881		11,515		12,176		26,884		28,639		27,273
Individuals and trusts		18,507		19,276		17,619		24,487		25,161		22,971
Technology hardware and equipment		9,827		10,116		9,429		20,933		21,691		22,738
Vehicle dealers		16,400		16,621		16,138		19,732		20,409		19,716
Pharmaceuticals and biotechnology		7,595		4,785		5,670		19,448		20,116		18,936
Consumer durables and apparel		9,201		9,286		9,166		18,568		18,535		17,457
Software and services		7,686		7,971		9,164		17,494		20,757		18,361
Automobiles and components		7,192		7,097		5,391		14,338		13,993		11,546
Telecommunication services		7,386		6,234		6,237		13,206		12,823		14,535
Insurance		6,215		6,230		6,049		12,778		12,853		11,938
Food and staples retailing		5,222		5,298		4,771		11,259		11,452		9,265
Religious and social organizations		3,807		3,823		4,259		5,587		5,697		6,071
Financial markets infrastructure (clearinghouses)		1,372		1,499		621		3,164		3,261		2,372
Other		5,482		5,252		6,109		5,521		5,247		5,520
Total commercial credit exposure by industry	<u>s</u>	605,058	\$	609,688	S	583,364	\$	994,049	s	1,007,624	\$	947,892

<sup>(1)</sup> Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of \$33.3 billion, \$36.5 billion and \$34.6 billion at June 30, 2018, March 31, 2018 and June 30, 2017, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$31.9 billion, \$36.9 billion and \$25.5 billion, which consists primarily of other marketable securities, at June 30, 2018, March 31, 2018 and June 30, 2018, March 31, 2018 and June 30, 2017, respectively.

(2) Total utilized and total committed exposure includes loans of \$5.4 billion, \$5.1 billion and \$6.3 billion and issued letters of credit with a notional amount of \$167 million, \$193 million and \$262 million accounted for under the fair value option with a notional amount of \$3.2 billion, \$4.2 billion and \$4.2 billion hand \$3.0 2018, March 31, 2018 and June 30, 2017, respectively.

(3) Includes U.S. small business commercial exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of \$3.2 billion, \$4.2 billion and \$4.2 billion hand \$4.2 billion ha

exposure.

(4) Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial

institutions.

(5) 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.

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

(Dollars in millions)	Funded Loans and Loan Equivalents (1)	Unfunded Loan Commitments	Net Counterparty Exposure	Securities/ Other Investments (2)	Country Exposure at June 30 2018	Hedges and Credit Default Protection (3)	Net Country Exposure at June 30 2018 <sup>(4)</sup>	Increase (Decrease) from March 31 2018
United Kingdom	\$ 27,911	\$ 15,780	\$ 5,366	\$ 991	\$ 50,048	\$ (4,123)	\$ 45,925	\$ (1,016)
Germany	17,979	6,469	1,825	733	27,006	(3,482)	23,524	(4,082)
Canada	7,378	7,214	1,983	3,062	19,637	(538)	19,099	1,450
Japan	12,179	2,229	1,426	1,182	17,016	(1,475)	15,541	1,591
China	13,306	307	972	838	15,423	(477)	14,946	(1,378)
France	5,704	5,774	3,085	3,344	17,907	(3,815)	14,092	2,327
Brazil	7,046	1,118	492	2,128	10,784	(410)	10,374	(883)
Netherlands	6,713	2,586	556	1,359	11,214	(1,302)	9,912	412
India	6,631	326	324	2,666	9,947	(56)	9,891	(1,430)
Australia	5,063	3,622	604	1,093	10,382	(506)	9,876	(178)
Hong Kong	6,688	233	521	1,042	8,484	(39)	8,445	(662)
South Korea	5,459	591	653	1,867	8,570	(264)	8,306	(368)
Switzerland	4,438	3,058	250	121	7,867	(982)	6,885	(354)
Singapore	3,360	207	541	2,206	6,314	(74)	6,240	(232)
Mexico	3,185	1,898	202	1,165	6,450	(578)	5,872	955
Belgium	2,650	1,036	163	739	4,588	(639)	3,949	(538)
Italy	2,412	1,494	593	1,076	5,575	(1,711)	3,864	(569)
United Arab Emirates	2,687	488	139	63	3,377	(70)	3,307	(157)
Spain	2,351	1,037	209	768	4,365	(1,106)	3,259	(1,324)
Taiwan	1,635	33	398	567	2,633	(1)	2,632	(60)
Total top 20 non-U.S. countries exposure	\$ 144,775	\$ 55,500	\$ 20,302	\$ 27,010	\$ 247,587	\$ (21,648)	\$ 225,939	\$ (6,496)

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

swaps.

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

(4) Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

#### Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)									
		June 30 2018		arch 31 2018	De	2017	Se	ptember 30 2017	June 30 2017
Residential mortgage	\$	2,140	s	2,262	\$	2,476	\$	2,518	\$ 2,579
Home equity		2,452		2,598		2,644		2,691	2,681
Direct/Indirect consumer		47		46		46		43	19
Other consumer						_			3
Total consumer		4,639		4,906		5,166		5,252	 5,282
U.S. commercial		881		1,059		814		863	1,039
Non-U.S. commercial		170		255		299		244	269
Commercial real estate		117		73		112		130	123
Commercial lease financing		34		27		24		26	 28
		1,202		1,414		1,249		1,263	1,459
U.S. small business commercial		56		58		55		55	 61
Total commercial		1,258		1,472		1,304		1,318	1,520
Total nonperforming loans and leases		5,897		6,378		6,470		6,570	 6,802
Foreclosed properties (1)		284		316		288		299	325
Total nonperforming loans, leases and foreclosed properties(2, 3, 4)	\$	6,181	s	6,694	s	6,758	s	6,869	\$ 7,127
Fully-insured home loans past due 30 days or more and still accruing	\$	3,454	\$	3,915	\$	4,466	\$	4,721	\$ 4,970
Consumer credit card past due 30 days or more and still accruing		1,695		1,795		1,847		1,657	1,550
Other loans past due 30 days or more and still accruing		3,682		3,684		3,845		3,885	 3,428
Total loans past due 30 days or more and still accruing(3, 5, 6)	s	8,831	\$	9,394	\$	10,158	\$	10,263	\$ 9,948
Fully-insured home loans past due 90 days or more and still accruing	s	2,483	s	2,885	\$	3,230	s	3,372	\$ 3,699
Consumer credit card past due 90 days or more and still accruing		865		925		900		810	772
Other loans past due 90 days or more and still accruing		341		234		285		220	199
Total loans past due 90 days or more and still accruing $(3,5,6)$	\$	3,689	\$	4,044	\$	4,415	\$	4,402	\$ 4,670
Nonperforming loans, leases and foreclosed properties/Total assets(7)		0.27 %		0.29%		0.30%		0.30%	0.32%
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(7)</sup>		0.66		0.72		0.73		0.75	0.78
Nonperforming loans and leases/Total loans and leases(7)		0.63		0.69		0.69		0.71	0.75
Commercial reservable criticized utilized exposure(8)	s	12,357	\$	13,366	\$	13,563	\$	14,824	\$ 15,640
Commercial reservable criticized utilized exposure/Commercial reservable utilized exposure(8)		2.40 %		2.58%		2.65 %		2.91 %	3.13%
Total commercial criticized utilized exposure/Commercial utilized exposure(8)		2.34		2.45		2.60		2.93	3.14

<sup>(1)</sup> Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally loans insured by the Federal Housing Administration (FHA), that entered foreclosure \$\frac{x}{17}\$73 million, \$\frac{x}{879}\$ million and \$\frac{x}{1}\$.0 billion at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017, respectively.
(2) Balances do not include past due consumer credit card, consumer loans secured by real estate.
(3) 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.

(4) Balances do not include the following:	J	une 30 2018	March 31 2018	I	December 31 2017	S	September 30 2017	June 30 2017
Nonperforming loans held-for-sale	s	220	\$ 233	\$	341	\$	325	\$ 267
Nonperforming loans accounted for under the fair value option		46	37		69		62	79
Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010		17	24		26		24	22

<sup>(5)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$28 million, \$8 million, \$8 million, \$8 million and \$25 million more and still accruing interest.

(6) These balances are excluded from total nonperforming loans, leases and foreclosed

properties. (7) Total assets and total loans and leases do not include loans accounted for under the fair value option d86.2 billion, \$6.0 billion, \$5.7 billion, \$6.3 billion and \$7.3 billion at June 30, 2018, March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017, respectively.

(8) 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

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

(Dollars in millions)						
	Seco	nd Quarter 2018	First Quarter 2018	Fourth Quarter 2017	Third Quarter 2017	nd Quarter 2017
Nonperforming Consumer Loans and Leases:						
Balance, beginning of period	\$	4,906	\$ 5,166	\$ 5,252	\$ 5,282	\$ 5,546
Additions		599	812	755	999	682
Reductions:						
Paydowns and payoffs		(261)	(245)	(241)	(253)	(262)
Sales		(117)	(269)	(88)	(162)	(119)
Returns to performing status <sup>(2)</sup>		(336)	(364)	(337)	(347)	(368)
Charge-offs (3)		(114)	(147)	(125)	(210)	(167)
Transfers to foreclosed properties		(38)	(45)	(50)	(57)	(53)
Transfers (to) from loans held-for-sale			(2)			 23
Total net reductions to nonperforming loans and leases		(267)	(260)	(86)	(30)	 (264)
Total nonperforming consumer loans and leases, end of period		4,639	4,906	5,166	5,252	5,282
Foreclosed properties		263	264	236	259	 285
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$	4,902	\$ 5,170	\$ 5,402	\$ 5,511	\$ 5,567
Nonperforming Commercial Loans and Leases (4):						
Balance, beginning of period	\$	1,472	\$ 1,304	\$ 1,318	\$ 1,520	\$ 1,728
Additions		244	436	444	412	288
Reductions:						
Paydowns		(193)	(169)	(127)	(270)	(266)
Sales		(50)	(24)	(20)	(61)	(33)
Return to performing status <sup>(5)</sup>		(91)	(27)	(40)	(100)	(86)
Charge-offs		(112)	(48)	(143)	(145)	(85)
Transfers to foreclosed properties		_	_	(13)	_	(5)
Transfers to loans held-for-sale		(12)		(115)	(38)	 (21)
Total net additions (reductions) to nonperforming loans and leases		(214)	168	(14)	(202)	 (208)
Total nonperforming commercial loans and leases, end of period		1,258	1,472	1,304	1,318	1,520
Foreclosed properties		21	52	52	40	 40
Nonperforming commercial loans, leases and foreclosed properties, end of period	\$	1,279	\$ 1,524	\$ 1,356	\$ 1,358	\$ 1,560

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

page 34.

(2) 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.

(3) 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.

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

nonperforming.

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

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

(Dollars in millions)															
		Seco Qua 20	rter		Fir Quar 201	rter		Four Quar 201	ter		Third Quarte 2017	er		Sec Qua 20	irter
	A	mount	Percent	Amou	nt	Percent		Amount	Percent	_	Amount	Percent	An	nount	Percent
Net Charge-offs															
Residential mortgage (3)	\$	7	0.01 %	\$	(6)	(0.01)%	\$	(16)	(0.03)%	\$	(82)	(0.16)%	\$	(19)	(0.04)%
Home equity		_	_		33	0.23		16	0.11		83	0.54		50	0.32
U.S. credit card		739	3.17		701	3.01		655	2.78		612	2.65		640	2.87
Non-U.S. credit card(4)		_	_		_	_		_	_		_	_		31	1.89
Direct/Indirect consumer		41	0.18		59	0.25		65	0.27		68	0.28		33	0.14
Other consumer		43	n/m		43	n/m		49	n/m		50	n/m		16	n/m
Total consumer		830	0.74		830	0.75		769	0.68		731	0.65		751	0.67
U.S. commercial		78	0.11		24	0.03		56	0.08		80	0.11		52	0.08
Non-U.S. commercial		19	0.08		4	0.02		346	1.43		33	0.14		46	0.21
Commercial real estate		4	0.03		(3)	(0.02)		6	0.04		2	0.02		5	0.03
Commercial lease financing		1	0.01		(1)	(0.01)		5	0.09		(1)	(0.02)		1	0.01
		102	0.09		24	0.02		413	0.36		114	0.10		104	0.09
U.S. small business commercial		64	1.82		57	1.67		55	1.58		55	1.61		53	1.60
Total commercial		166	0.14		81	0.07	_	468	0.39		169	0.14		157	0.14
Total net charge-offs	\$	996	0.43	\$	911	0.40	\$	1,237	0.53	\$	900	0.39	\$	908	0.40
By Business Segment and All Other															
Consumer Banking	\$	896	1.28 %	\$	877	1.27 %	\$	839	1.21 %	\$	800	1.18 %	\$	791	1.21 %
Global Wealth & Investment Management		15	0.04		25	0.06		4	0.01		11	0.03		8	0.02
Global Banking		86	0.10		19	0.02		264	0.30		106	0.12		98	0.11
Global Markets		14	0.08		6	0.03		146	0.83		23	0.13		1	0.01
All Other(4)		(15)	(0.10)		(16)	(0.10)		(16)	(0.09)		(40)	(0.21)		10	0.05
Total net charge-offs	\$	996	0.43	\$	911	0.40	\$	1,237	0.53	\$	900	0.39	\$	908	0.40

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease

category.

(2) Excludes write-offs of purchased credit-impaired loans of \$36 million and \$35 million for the second and first quarters of 2018, and \$46 million, \$73 million and \$55 million for the fourth, third and second quarters of 2017,

respectively.

(3) Includes loan sales recoveries of \$5 million and \$18 million for the second and first quarters of 2018, and \$3 million, \$88 million and \$3 million for the fourth, third and second quarters of 2017,

respectively.

(4) Represents net charge-offs recorded in *All Other* related to the non-U.S. credit card loan portfolio, which was sold during the second quarter of 2017.

n/m = not meaningful

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

(Dollars in millions)			Six Months En		
		2018	Six Months En	2017	
		Amount	Percent	Amount	Percent
Net Charge-offs					
Residential mortgage (3)	s	1	— %	\$ (2)	-%
Home equity		33	0.12	114	0.36
U.S. credit card		1,440	3.09	1,246	2.81
Non-U.S. credit card <sup>(4)</sup>		_	_	75	1.90
Direct/Indirect consumer		100	0.21	81	0.17
Other consumer		86	n/m	64	n/m
Total consumer		1,660	0.75	1,578	0.71
U.S. commercial		102	0.07	96	0.07
Non-U.S. commercial		23	0.05	61	0.14
Commercial real estate		1	_	1	_
Commercial lease financing			_	1	0.01
		126	0.05	159	0.07
U.S. small business commercial		121	1.75	105	1.60
Total commercial		247	0.10	264	0.12
Total net charge-offs	\$	1,907	0.41	\$ 1,842	0.41
By Business Segment and All Other					
Consumer Banking	\$	1,773	1.28 %	\$ 1,563	1.21%
Global Wealth & Investment Management		40	0.05	29	0.04
Global Banking		105	0.06	149	0.09
Global Markets		20	0.06	1	_
All Other <sup>(4)</sup>		(31)	(0.10)	100	0.22
Total net charge-offs	<u>\$</u>	1,907	0.41	\$ 1,842	0.41

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease

Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for category.
 Excludes write-offs of purchased credit-impaired loans of \$71\$ million and \$88\$ million for the six months endedJune 30, 2018 and 2017.
 Includes loan sales recoveries of \$23\$ million and \$14\$ million for the six months endedJune 30, 2018 and 2017.
 Represents net charge-offs recorded in All Other related to the non-U.S. credit card loan portfolio, which was sold during the second quarter of 2017.
 n/m = not meaningful

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

(Dollars in millions)

		June 30, 20	018		March 31, 2	018		June 30, 20	17
	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)	Amount	Percent of Total	Percent of Loans and Leases Outstanding (1, 2)
Allowance for loan and lease losses									
Residential mortgage	\$ 553	5.50 %	0.27 %	\$ 611	5.96%	0.30%	\$ 901	8.28%	0.46%
Home equity	813	8.09	1.52	919	8.96	1.66	1,408	12.95	2.27
U.S. credit card	3,477	34.60	3.67	3,425	33.38	3.68	3,063	28.17	3.37
Direct/Indirect consumer	269	2.68	0.29	265	2.58	0.28	275	2.53	0.29
Other consumer	28	0.28	n/m	30	0.29	n/m	48	0.44	n/m
Total consumer	5,140	51.15	1.15	5,250	51.17	1.18	5,695	52.37	1.28
U.S. commercial (3)	3,045	30.30	1.00	3,091	30.12	1.02	3,250	29.89	1.12
Non-U.S.commercial	751	7.47	0.79	801	7.81	0.82	830	7.63	0.91
Commercial real estate	952	9.47	1.56	953	9.29	1.59	949	8.73	1.60
Commercial lease financing	162	1.61	0.76	165	1.61	0.76	151	1.38	0.69
Total commercial	4,910	48.85	1.02	5,010	48.83	1.04	5,180	47.63	1.12
Allowance for loan and lease losses	10,050	100.00 %	1.08	10,260	100.00%	1.11	10,875	100.00%	1.20
Reserve for unfunded lending commitments	787			782			757		
Allowance for credit losses	\$ 10,837			\$ 11,042			\$ 11,632		
Asset Quality Indicators									
Allowance for loan and lease losses/Total loans and leases (2)		1.08 %			1.11%			1.20%	
Allowance for loan and lease losses/Total nonperforming loans and leases (4)		170			161			160	
Ratio of the allowance for loan and lease								• • •	

<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 include residential mortgage loans of \$489 million, \$523 million and \$666 million and home equity loans of \$359 million, \$371 million and \$369 million at June 30, 2018, March 31, 2018 and June 30, 2017, respectively. Commercial loans of \$3.5 billion, \$3.2 billion and \$3.2 billion and son-U.S. commercial loans of \$1.9 billion at June 30, 2018, March 31, 2018 and June 30, 2017, respectively.

(2) Total loans and leases do not include loans accounted for under the fair value option of \$6.2 billion, \$6.0 billion and \$7.3 billion at June 30, 2018, March 31, 2018 and June 30, 2017, respectively.

2.78

2.52

losses/Annualized net charge-offs

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

2.99

respectively.

(3) Includes allowance for loan and lease losses for U.S. small business commercial loans \$465 million, \$446 million and \$417 million at June 30, 2018, March 31, 2018 and June 30, 2017,

respectively.

(4) Allowance for loan and lease losses includes\$4.0 billion, \$4.0 billion and \$3.8 billion allocated to products (primarily the Consumer Lending portfolios within\*Consumer Banking and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at June 30, 2018, March 31, 2018 and June 30, 2017. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wak02 percent, 98 percent and 104 percent at June 30, 2018, March 31, 2018 and June 30, 2017, respectively. n/m = not meaningful

#### **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. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents 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 21 percent for the first and second quarters of 2018 and 35 percent for all prior periods. 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 common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity. 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 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 share solved ending common shareholders' equity as key measures to support our overall growth goals.

See the tables below and on page40 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the months ended June 30, 2018 and 2017 and the three months ended June 30, 2018 March 31, 2018, December 31, 2017, September 30, 2017 and June 30, 2017. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

econciliation of net interest income to net interest income on a fully taxable-equivalent basis et interest income ally taxable-equivalent adjustment Net interest income on a fully taxable-equivalent basis	s						First Quarter 2018			2017		2017		Second Quarter 2017
et interest income illy taxable-equivalent adjustment	s													
ılly taxable-equivalent adjustment	3		s	22.044		11.650	s	11.608	s	11.462	s	11.161	S	10.096
		23,258	\$	22,044	\$	,	\$	,	\$	11,462	2	11,161	2	10,986
Net interest income on a fully taxable-equivalent basis	s	304	S	434	<u></u>	154	S	150	S	251	s	240	S	11,223
	3	23,562	3	22,478	3	11,804	3	11,758	3	11,713	3	11,401	3	11,223
econciliation of total revenue, net of interest expense to total revenue, net of interest expense on a ful	lly taxa	ble-equivalen	<u>bas</u> is											
otal revenue, net of interest expense	s	45,734	\$	45,077	\$	22,609	\$	23,125	\$	20,436	\$	21,839	\$	22,829
ılly taxable-equivalent adjustment		304		434		154		150		251		240		237
Total revenue, net of interest expense on a fully taxable-equivalent basis	\$	46,038	\$	45,511	\$	22,763	\$	23,275	\$	20,687	\$	22,079	\$	23,066
	_						_							
econciliation of income tax expense to income tax expense on a fully taxable-equivalent basis														
come tax expense	\$	3,190	\$	4,998	\$	1,714	\$	1,476	\$	3,796	\$	2,187	\$	3,015
lly taxable-equivalent adjustment		304		434		154		150		251		240		237
Income tax expense on a fully taxable-equivalent basis	\$	3,494	\$	5,432	\$	1,868	\$	1,626	\$	4,047	\$	2,427	\$	3,252
econciliation of average common shareholders' equity to average tangible common shareholders' eq	mity													
ommon shareholders' equity	s	242,009	s	244,127	\$	241,313	s	242,713	s	250,838	s	249,214	s	245,756
oodwill		(68,951)	Ψ	(69,616)		(68,951)	Ψ	(68,951)	Ψ	(68,954)	Ψ.	(68,969)		(69,489)
tangible assets (excluding mortgage servicing rights)		(2,193)		(2,833)		(2,126)		(2,261)		(2,399)		(2,549)		(2,743)
elated deferred tax liabilities		927		1,522		916		939		1,344		1,465		1,506
Tangible common shareholders' equity	s	171,792	\$	173,200	\$	171,152	\$	172,440	\$	180,829	\$	179,161	\$	175,030
	_				_		_				_		_	
econciliation of average shareholders' equity to average tangible shareholders' equity														
areholders' equity	S	265,330	\$	269,347	\$	265,181	\$	265,480	\$	273,162	\$	273,238	\$	270,977
odwill		(68,951)		(69,616)		(68,951)		(68,951)		(68,954)		(68,969)		(69,489)
tangible assets (excluding mortgage servicing rights)		(2,193)		(2,833)		(2,126)		(2,261)		(2,399)		(2,549)		(2,743)
elated deferred tax liabilities		927		1,522		916		939		1,344		1,465		1,506
Tangible shareholders' equity	s	195,113	\$	198,420	\$	195,020	\$	195,207	\$	203,153	S	203,185	s	200,251

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

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

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

		C' M d E LLI 20			Second		First		Fourth			Third		Second
		Six Months Ended 2018		2017		Quarter 2018		Quarter 2018		Quarter 2017		Quarter 2017		Quarter 2017
Reconciliation of period-end common shareholders' equity to period-end tangible common shareho	olders' ea	quity												
Common shareholders' equity	s	241,035	\$	245,440	\$	241,035	\$	241,552	\$	244,823	\$	249,646	\$	245,440
Goodwill		(68,951)		(68,969)		(68,951)		(68,951)		(68,951)		(68,968)		(68,969)
Intangible assets (excluding mortgage servicing rights)		(2,043)		(2,610)		(2,043)		(2,177)		(2,312)		(2,459)		(2,610)
Related deferred tax liabilities		900		1,471		900		920		943		1,435		1,471
Tangible common shareholders' equity	s	170,941	\$	175,332	\$	170,941	\$	171,344	\$	174,503	\$	179,654	\$	175,332
Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity														
Shareholders' equity	s	264,216	\$	270,660	\$	264,216	\$	266,224	\$	267,146	\$	271,969	\$	270,660
Goodwill		(68,951)		(68,969)		(68,951)		(68,951)		(68,951)		(68,968)		(68,969)
Intangible assets (excluding mortgage servicing rights)		(2,043)		(2,610)		(2,043)		(2,177)		(2,312)		(2,459)		(2,610)
Related deferred tax liabilities		900		1,471		900		920		943		1,435		1,471
Tangible shareholders' equity	s	194,122	\$	200,552	\$	194,122	\$	196,016	\$	196,826	\$	201,977	\$	200,552
			_		_									
Reconciliation of period-end assets to period-end tangible assets														
Assets	S	2,291,670	\$	2,254,714	\$	2,291,670	\$	2,328,478	\$	2,281,234	\$		\$	2,254,714
Goodwill		(68,951)		(68,969)		(68,951)		(68,951)		(68,951)		(68,968)		(68,969)
Intangible assets (excluding mortgage servicing rights)		(2,043)		(2,610)		(2,043)		(2,177)		(2,312)		(2,459)		(2,610)
Related deferred tax liabilities	_	900		1,471	_	900	_	920	_	943	_	1,435	_	1,471
							\$	2,258,270	\$	2,210,914	\$	2,214,182	\$	2,184,606
Tangible assets	S	2,221,576	\$	2,184,606	3	2,221,576	_		_					
Tangible assets  Book value per share of common stock	<u>s</u>	2,221,576	\$	2,184,606	3	2,221,370	_							
·	<u>s</u> s	241,035	\$	2,184,606	\$		\$	241,552	\$	244,823	\$	249,646	\$	245,440
Book value per share of common stock	_				' =		\$	241,552 10,175.9	\$	244,823 10,287.3	\$	249,646 10,457.5	\$	245,440 9,878.1
Book value per share of common stock  Common shareholders' equity	_	241,035		245,440	' =	241,035	\$ \$		\$	· ·	\$ \$		\$	
Book value per share of common stock  Common shareholders' equity  Ending common shares issued and outstanding	s	241,035 10,012.7	\$	245,440 9,878.1	s	241,035 10,012.7		10,175.9		10,287.3		10,457.5		9,878.1
Book value per share of common stock  Common shareholders' equity  Ending common shares issued and outstanding  Book value per share of common stock  Tangible book value per share of common stock	s	241,035 10,012.7	\$	245,440 9,878.1	s	241,035 10,012.7 24.07		10,175.9		10,287.3		10,457.5		9,878.1
Book value per share of common stock  Common shareholders' equity  Ending common shares issued and outstanding  Book value per share of common stock	s	241,035 10,012.7 24.07	\$	245,440 9,878.1 24.85	s	241,035 10,012.7 24.07	\$	10,175.9	\$	10,287.3 23.80	\$	10,457.5 23.87	\$	9,878.1 24.85