# 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 17, 2019

## **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))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.01 per share	BAC	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of Floating Rate Non- Cumulative Preferred Stock, Series E	BAC PrE	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.625% Non-Cumulative Preferred Stock, Series W	BAC PrW	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.500% Non-Cumulative Preferred Stock, Series Y	BAC PrY	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.200% Non-Cumulative Preferred Stock, Series CC	BAC PrC	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.000% Non-Cumulative Preferred Stock, Series EE	BAC PrA	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 6.000% Non-Cumulative Preferred Stock, Series GG	BAC PrB	New York Stock Exchange
Depositary Shares, each representing a 1/1,000th interest in a share of 5.875% Non-Cumulative Preferred Stock, Series HH	BAC PrK	New York Stock Exchange
7.25% Non-Cumulative Perpetual Convertible Preferred Stock, Series L	BAC PrL	New York Stock Exchange
Depositary Shares, each representing a 1/1,200th interest in a share of Bank of America Corporation Floating Rate Non-Cumulative Preferred Stock, Series 1	BML PrG	New York Stock Exchange
Depositary Shares, each representing a 1/1,200th interest in a share of Bank of America Corporation Floating Rate Non-Cumulative Preferred Stock, Series 2	BML PrH	New York Stock Exchange
Depositary Shares, each representing a 1/1,200th interest in a share of Bank of America Corporation Floating Rate Non-Cumulative Preferred Stock, Series 4	BML PrJ	New York Stock Exchange
Depositary Shares, each representing a 1/1,200th interest in a share of Bank of America Corporation Floating Rate Non-Cumulative Preferred Stock, Series 5	BML PrL	New York Stock Exchange
Floating Rate Preferred Hybrid Income Term Securities of BAC Capital Trust XIII (and the guarantee related thereto)	BAC/PF	New York Stock Exchange
5.63% Fixed to Floating Rate Preferred Hybrid Income Term Securities of BAC Capital Trust XIV (and the guarantee related thereto)	BAC/PG	New York Stock Exchange
Income Capital Obligation Notes initially due December 15, 2066 of Bank of America Corporation	MER PrK	New York Stock Exchange
Senior Medium-Term Notes, Series A, Step Up Callable Notes, due November 28, 2031 of BofA Finance LLC (and the guarantee of the Registrant with respect thereto)	BAC/31B	New York Stock Exchange
Depositary Shares, each representing 1/1,000th interest in a share of 5.375% Non-Cumulative Preferred Stock, Series KK	BAC PrM	New York Stock Exchange

Depositary Shares, each representing 1/1,000th interest in a share of 5.375% Non-Cumulative Preferred Stock, Series KK	BAC PrM	New York Stock Exchange			
Indicate by check mark whether the registrant is an emerging growth company as do of the Securities Exchange Act of 1934 (17 CFR 240.12b-2).	efined in Rule 405 of the Sect	urities Act of 1933 (17 CFR 230.405) or Rule 12b-2			
If an emerging 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 financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.					

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

On July 17, 2019, Bank of America Corporation (the "Corporation") announced financial results for thesecond quarter ended June 30, 2019, reporting second quarter net income of \$7.3 billion, or \$0.74 per diluted share. A copy of the press release announcing the Corporation's results for thesecond quarter ended June 30, 2019 (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 17, 2019, the Corporation will hold an investor conference call and webcast to discuss financial results for thesecond quarter ended June 30, 2019, 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, 2019 (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.

DESCRIPTION OF EXHIBIT
The Press Release
The Presentation Materials
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 17, 2019



## Bank of America Reports Record Quarterly Earnings of \$7.3 Billion, EPS \$0.74

## 18th Consecutive Quarter of Positive Operating Leverage

## 2Q19 Financial Highlights<sup>1</sup>

## 2Q19 Business Segment Highlights<sup>1,2</sup>

•	Net income of \$7.3 billion rose 8%, driven by
	continued positive operating leverage and strong
	asset quality

- · Diluted earnings per share of \$0.74 rose 17%
- Revenue, net of interest expense, of \$23.1 billion increased 2%
  - Net interest income (NII) rose 3% from increased interest rates and growth in loans and deposits; noninterest income increased nearly 2%
- Net interest yield (FTE basis) of 2.44%, up 3 bps<sup>(A)</sup>
- Provision for credit losses stable at \$857 million
  - Net charge-off ratio remained low at 0.38%
- Noninterest expense up modestly to \$13.3 billion; efficiency ratio improved to 57%
- Average loan and lease balances in business segments rose \$34 billion, or 4%, to \$906 billion
  - Consumer and commercial loans each up 4%
- Average deposit balances rose \$75 billion, or 6%, to \$1.4 trillion
- Repurchased \$6.5 billion in common stock and paid \$1.4 billion in common dividends
  - Returned 112% of net income available to common shareholders
- Book value per share increased 10% to \$26.41 per share

#### Consumer Banking



- Net income rose 13% to \$3.3 billion
- Loans up 6% to \$296 billion
- · Deposits up 3% to \$707 billion
- Consumer investment assets up 15% to \$220 billion
- · Efficiency ratio improved to 45%
- · 27.8 million active mobile banking users

#### Global Wealth and Investment Management



- · Net income rose 11% to \$1.1 billion
- · Record pretax margin increased to 29%
- Total client balances of \$2.9 trillion
- · Loans up 3%; deposits up 7%
- Year-to-date net new Merrill Lynch households up 45%

#### Global Banking



- · Net income decreased 9% to \$1.9 billion
- Firmwide investment banking fees of \$1.4 billion (excludes self-led)
- No. 1 in U.S. IPOs by both volume and deals<sup>3</sup>
- · Loans increased 5% to \$373 billion
- · Deposits increased 12% to \$363 billion

#### Global Markets



- Sales and trading revenue of \$3.2 billion, including net debit valuation adjustment (DVA) losses of \$31 million
- Excluding net DVA, sales and trading revenue down 10% to \$3.3 billion<sup>(B)</sup>
  - FICC down 8% to \$2.1 billion(B)
  - Equities down 13% to \$1.1 billion<sup>(B)</sup>

#### Commentary from Chairman and CEO Brian Moynihan:

"Our commitment to responsible growth resulted in the best quarter and first-half year of earnings in our company's history. In the second quarter, we generated \$7.3 billion in earnings and delivered \$7.9 billion back to shareholders. Our return on assets was over 120 basis points and our return on equity was well above the firm's cost of capital.

"Our view of the economy reflects the activity by the one-in-two American households we serve, which points to a steadily growing economy. We see solid consumer activity across the board, with spending by Bank of America consumers up five percent this quarter over the second quarter of last year.

"Our customers gave us more of their assets to handle for them. That includes an increase of \$75 billion in deposits, with \$37 billion from consumers. And customers gave us more of their investment dollar, as we reached \$2.9 trillion in balances. This quarter, we also regained the leading U.S. market share in lending to the important small business economy. These customers continue to engage in solid activity to build their businesses. We also see consistent borrowing and activity from our commercial and corporate clients, who are well positioned to take advantage of opportunities that arise as trade and other open issues are resolved. Importantly, we have seen improvement in our investment banking market share as we have repositioned that business."

Financial Highlights	Three months ended			
(\$ in billions, except per share data)	6/30/2019	3/31/2019	6/30/2018	
Total revenue, net of interest expense	\$23.1	\$23.0	\$22.5	
Net income	\$7.3	\$7.3	\$6.8	
Diluted earnings per share	\$0.74	\$0.70	\$0.63	
Return on average assets	1.23%	1.26%	1.17%	
Return on average common shareholders' equity	11.62	11.42	10.75	
Return on average tangible common shareholders' equity <sup>4</sup>	16.24	16.01	15.15	
Efficiency ratio	57	57	59	

See page 10 for endnotes.

<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.

<sup>&</sup>lt;sup>2</sup> The Corporation reports the results of operations of its four business segments and All Other on a fully taxable-equivalent (FTE) basis.

<sup>3</sup> Per Dealogic as of July 1, 2019.

A Represents a non-GAAP financial measure. For additional information, see endnote C on page 10 and reconciliation on page 18.



#### Commentary from Chief Financial Officer Paul M. Donofrio:

"Diluted EPS grew seventeen percent from the year-ago quarter, aided in part by the repurchase of seven percent of our shares in the past twelve months as book value per share grew ten percent and capital and liquidity measures strengthened. We have recorded eighteen consecutive quarters of positive operating leverage while consistently making significant investments in the franchise. In the next twelve months, we plan to return \$37 billion to shareholders through common dividends and share repurchases."

## Consumer Banking

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

- · Net income of \$3.3 billion, up \$372 million, or 13%
- Revenue increased \$484 million, or 5%, to \$9.7 billion, driven by NII, which reflected growth in deposits and loans as well as higher short-term interest rates
- Provision for credit losses remained stable at \$947 million
  - Net charge-off ratio improved to 1.24%, compared to 1.28% in 2Q18
- Noninterest expense increased \$40 million, or 1%, to \$4.4 billion, as investments for business growth, including marketing, and higher compensation and benefits were largely offset by improved productivity and lower FDIC expense

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018
Total revenue <sup>2</sup>	\$9,717	\$9,632	\$9,233
Provision for credit losses	947	974	944
Noninterest expense	4,407	4,356	4,367
Pretax income	4,363	4,302	3,922
Income tax expense	1,069	1,054	1,000
Net income	\$3,294	\$3,248	\$2,922

Comparisons are to the year-ago quarter unless noted.

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

- Average deposits grew \$19 billion, or 3%; average loans grew \$16 billion, or 6%
- Consumer investment assets grew \$28 billion, or 15%, to \$220 billion, driven by strong client flows and market performance
- 17 new financial centers opened in 2Q19
  - 45 renovated in 2Q19
- · Digital usage continued to grow
  - 27.8 million active mobile banking users, up 10%
  - Digital sales were 25% of all Consumer Banking sales
  - 1.5 billion mobile logins in 2Q19
  - 8.0 million active Zelle® users with 69 million transactions in 2Q19
- · Combined credit/debit card spend increased 5%
- Efficiency ratio improved to 45% from 47%

	Three months ended			
(\$ in billions)	6/30/2019	3/31/2019	6/30/2018	
Average deposits	\$707.0	\$696.9	\$687.8	
Average loans and leases	296.4	292.3	280.7	
Consumer investment assets (EOP)	219.7	210.9	191.5	
Active mobile banking users (MM)	27.8	27.1	25.3	
Number of financial centers	4,349	4,353	4,433	
Efficiency ratio	45%	45%	47%	
Return on average allocated capital	36	36	32	
Total U.S. Consumer Credit	Card <sup>2</sup>			
Average credit card outstanding balances	\$93.6	\$95.0	\$93.5	
Total credit/debit spend	154.3	141.2	147.5	
Risk-adjusted margin	7.9%	8.0%	8.0%	

Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>2</sup> Revenue, net of interest expense.

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





#### Global Wealth and Investment Management

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

- · Net income of \$1.1 billion, up \$102 million, or 11%
- Revenue increased \$158 million, or 3%
  - Net interest income increased \$86 million, or 6%, reflecting higher interest rates as well as growth in deposits and loans
  - Noninterest income increased \$72 million, or 2%, driven by higher asset management fees
- · Noninterest expense increased 1% as investments for business growth, including marketing, and higher revenue-related incentives were mostly offset by lower amortization of intangibles and FDIC expense

#### Three months ended

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018
Total revenue <sup>2</sup>	\$4,900	\$4,820	\$4,742
Provision for credit losses	21	5	12
Noninterest expense	3,458	3,428	3,427
Pretax income	1,421	1,387	1,303
Income tax expense	348	340	332
Net income	\$1,073	\$1,047	\$971

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Revenue, net of interest expense.

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

- · Total client balances of \$2.9 trillion up 5%, driven by higher market valuations and positive net flows
- · Average deposits of \$254 billion increased 7% from
- · Average loans and leases grew \$5 billion, or 3%, driven by residential mortgages and custom lending
- · Pretax margin improved to 29%
- · Strong wealth management household growth continues
  - YTD net new Merrill Lynch households up 45%
  - YTD net new Private Bank households up 49%
- · Merrill Lynch mobile channel usage increased 39% from 2Q18

(\$ in billions)	6/30/2019	3/31/2019	6/30/2018
Average deposits	\$253.9	\$261.8	\$236.2
Average loans and leases	166.3	164.4	160.8
Total client balances (EOP)	2,898.8	2,837.0	2,754.2
AUM flows	5.3	5.9	10.4
Pretax margin	29%	29%	27%
Return on average allocated capital	30	29	27

Comparisons are to the year-ago quarter unless noted.





#### Global Banking

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

- · Net income of \$1.9 billion decreased \$185 million, or 9%
- Revenue of \$5.0 billion decreased 1% from 2Q18; reflects the benefit of deposit and loan growth, which was more than offset by the firm's allocation of ALM activities and loan spread compression
- Provision for credit losses increased \$148 million to \$125 million, driven primarily by the absence of 2Q18 energy reserve releases
- · Noninterest expense increased 1%, primarily due to continued investments in the business

#### Three months ended

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018
Total revenue <sup>2,3</sup>	\$4,975	\$5,155	\$5,014
Provision for credit losses	125	111	(23)
Noninterest expense	2,212	2,266	2,185
Pretax income	2,638	2,778	2,852
Income tax expense	712	750	741
Net income	\$1,926	\$2,028	\$2,111

loan origination activities, and sales and trading activities.

<sup>3</sup> Revenue, net of interest expense.

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

- Average deposits increased \$39 billion, or 12%, to \$363 billion
- · Average loans and leases grew \$17 billion, or 5%, to \$373 billion
- · Total Corporation investment banking fees of \$1.4 billion (excl. self-led) declined 4%, driven by lower debt underwriting fees partially offset by higher equity underwriting fees
- · Gained market share in Investment Banking YTD 2019 versus 2018 across most major products<sup>3</sup>
- · Efficiency ratio remained at 44%

(\$ in billions)	6/30/2019	3/31/2019	6/30/2018
Average deposits	\$362.6	\$349.0	\$323.2
Average loans and leases	372.5	370.1	355.1
Total Corp. IB fees (excl. self-led) <sup>2</sup>	1.4	1.3	1.4
Global Banking IB fees <sup>2</sup>	0.7	0.7	0.7
Business Lending revenue	2.1	2.2	2.2
Global Transaction Services revenue	2.2	2.2	2.0
Efficiency ratio	44%	44%	44%
Return on average allocated capital	19	20	21

<sup>&</sup>lt;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.

<sup>&</sup>lt;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> Per Dealogic as of July 1, 2019.





#### Global Markets

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

- Net income of \$1.0 billion decreased \$83 million, or 7%
- · Revenue of \$4.1 billion decreased \$106 million, or 2%; excluding net DVA, revenue decreased 6%4
  - Reflects lower sales and trading revenue and lower investment banking fees, partially offset by a gain on sale of an equity investment (excluded from sales and trading revenue)
- · Noninterest expense decreased \$49 million, or 2%, to \$2.7 billion, driven primarily by lower revenue-related compensation
- Average VaR of \$34 million remained low<sup>5</sup>

#### Three months ended

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018
Total revenue <sup>2,3</sup>	\$4,145	\$4,181	\$4,251
Net DVA <sup>4</sup>	(31)	(90)	(179)
Total revenue (excl. net DVA) <sup>2,3,4</sup>	\$4,176	\$4,271	\$4,430
Provision for credit losses	5	(23)	(1)
Noninterest expense	2,677	2,755	2,726
Pretax income	1,463	1,449	1,526
Income tax expense	417	413	397
Net income	\$1,046	\$1,036	\$1,129
Net income (excl. net DVA) <sup>4</sup>	\$1,070	\$1,104	\$1,265

Revenue, net of interest expense.

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

- · Reported sales and trading revenue decreased 6% to \$3.2 billion
- · Excluding net DVA, sales and trading revenue decreased 10% to \$3.3 billion(B)
  - FICC revenue of \$2.1 billion decreased 8% primarily due to lower client activity across most products
  - Equities revenue of \$1.1 billion decreased 13% primarily due to weaker performance in EMEA derivatives versus a stronger year-ago quarter

(\$ in billions)	6/30/2019	3/31/2019	6/30/2018
Average total assets	\$685.4	\$664.1	\$678.5
Average trading-related assets	496.2	474.3	473.1
Average loans and leases	70.6	70.1	75.1
Sales and trading revenue <sup>2</sup>	3.2	3.5	3.5
Sales and trading revenue (excl. net DVA) <sup>(B),2</sup>	3.3	3.6	3.6
Global Markets IB fees <sup>2</sup>	0.6	0.5	0.7
Efficiency ratio	65%	66%	64%
Return on average allocated capital	12	12	13

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> 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>4</sup>Revenue and net income, excluding net DVA, are non-GAAP financial measures. See endnote B

on page 10 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. Average VaR was \$34MM, \$37MM and \$30MM for 2Q19, 1Q19 and 2Q18, respectively.

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 income of \$9 million, compared to net loss of \$349 million in 2Q18
- · Revenue improved \$33 million
- Benefit in provision for credit losses increased \$136 million to \$241 million primarily due to recoveries from sales of previously charged-off non-core home equity loans
- Tax rate improved from 2Q18

#### Three months ended

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018		
Total revenue <sup>2</sup>	\$(504)	\$(631)	\$(537)		
Provision for credit losses	(241)	(54)	(105)		
Noninterest expense	514	419	519		
Pretax loss	(777)	(996)	(951)		
Income tax expense (benefit)	(786)	(948)	(602)		
Net income (loss)	\$9	\$(48)	\$(349)		

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Revenue, net of interest expense.

Note: All Other consists of asset and liability management (ALM) activities, equity investments, non-core mortgage loans and servicing activities, liquidating businesses and certain expenses not otherwise allocated to a business segment. ALM activities encompass certain residential mortgages, debt securities, and interest rate and foreign currency risk management activities. Substantially all of the results of 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.



### **Credit Quality**

## Highlights1

- · Overall credit quality remained strong across both the consumer and commercial portfolios
- Net charge-offs decreased \$109 million to \$887 million, primarily driven by recoveries from sales of previously charged-off non-core home equity loans, partially offset by an increase in commercial chargeoffs
  - The net charge-off ratio decreased 5 bps to 0.38%; excluding the impact of the loan sales mentioned above, net charge-off ratio of 43 bps is unchanged compared to 1Q19 and 2Q18
- · The provision for credit losses increased \$30 million to \$857 million
- Nonperforming assets declined \$1.7 billion to \$4.5 billion, driven by improvements in consumer and commercial, including loan sales
- Commercial reservable criticized utilized exposure of \$11.8 billion declined \$0.5 billion, and the reservable criticized ratio remains near historic lows

#### Three months ended

(\$ in millions)	6/30/2019	3/31/2019	6/30/2018	
Provision for credit losses	\$857	\$1,013	\$827	
Net charge-offs	887	991	996	
Net charge-off ratio <sup>2</sup>	0.38%	0.43%	0.43%	
At period-end				
Nonperforming assets	\$4,452	\$5,145	\$6,181	
Nonperforming assets ratio <sup>3</sup>	0.47%	0.55%	0.66%	
Allowance for loan and lease losses	\$9,527	\$9,577	\$10,050	
Allowance for loan and lease losses ratio <sup>4</sup>	1.00%	1.02%	1.08%	

<sup>4</sup> 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.

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.
2 Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.
3 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.
4 Nonperforming assets ratio is calculated as allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses.



## Leadership in high-tech, high-touch

(Figures are for 2Q19 unless otherwise specified)

#### High-Tech

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

Digital banking has won **40+ digital awards** in the last two years Online and Mobile certified by J.D. Power as providing

"Outstanding Customer Experience"

"Best in Class" in Javelin's 2019 Mobile Banking Scorecard and Online Banking Scorecard, 3<sup>rd</sup> consecutive win

No. 1 Overall | No. 1 Ease of Use | No. 1 in Functionality in Dynatrace's 2Q19 Online Banker Scorecard and 1Q19 Mobile Banker Scorecard

**North America's Best Digital Bank** (Euromoney, 2019), 2<sup>nd</sup> consecutive year

#### Consumer digital banking momentum

37.3MM active digital banking users

27.8MM active mobile banking users

1.5B logins to consumer banking app

25% of all Consumer sales through digital

- 50% of all digital sales came from mobile
- 33% of total consumer mortgage applications came from digital
- 60% of total direct auto applications came from digital
   69MM sent and received payments via Zelle®, representing \$18B,

583K digital appointments

up 79% YoY

**7.6MM** total users have completed **55MM** interactions with Erica® since launch

#### Innovation in Global Banking

**497K** CashPro® Online users (digital banking platform) across our commercial, corporate and business banking businesses

- Mobile users up 94% YoY; mobile logins up 165% YoY with 59% using biometrics to login in June of 2019
- \$123B of mobile payment approvals over the last 12 months, up 103%
- Mobile checks deposited up 212% YoY; dollar volume up 283%
- Domestic volume of Digital Disbursements (business-toconsumer payment solution that leverages the bank's investment in Zelle®) grew 155% YoY

Volume of Intelligent Receivables (uses AI to match payments and receivables) increased 10x YoY (May 2018-May 2019)

Mobile Wallet adoption for commercial cards grew 87% over the first five months of 2019

#### Innovation in Wealth Management

Increased usage of digital platforms by Wealth Management clients

- 62% of Merrill Lynch clients actively using an online or mobile platform across Merrill and Bank of America
- Ranked as No. 2 mobile app by J.D. Power Wealth Management Mobile App Satisfaction Study
- Client usage of MyMerrill Mobile app grew 39% YoY
- 52% YoY growth in mobile active users and 17% YoY growth in online platform users in Private Bank

## High-Touch



4,349 financial centers

- 17 new openings in 2Q19
- 45 renovations in 2Q19



#### 16,561 ATMs

- 277 new ATMs in 2Q19
- 811 upgraded ATMs in 2Q19
- 100% contactless-enabled



Expanded in 11 new and existing markets in 2Q19



**66MM** Consumer and Small Business



**19,512** Wealth advisors in Global Wealth and Investment Management and Consumer Banking



Global footprint serving middlemarket, large corporate and institutional clients in 35 countries

**79%** of the 2018 Global Fortune 500 and **94%** of the 2018 U.S. Fortune 1,000 have a relationship with us

Increased client-facing professionals to further strengthen local market coverage

Leading dealer in FX cash, derivatives, electronic trading and payments services in 148 currencies

**No. 2** Global Research firm (Institutional Investor magazine)

 No. 1 U.S. Broker for StarMine Analyst Awards (Source: Refinitiv)

650+ analysts covering 3K+ companies, 1.1K+ corporate bond issuers across 54 economies and 25 industries

#### Innovation in technology

- Most U.S.-granted patents in the financial services industry
- Ranked in top 10 of all holders of banking-related patents and applications
- Own 3.5K+ patents and applications



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

	6/30/2019	3/31/2019	6/30/2018
Ending Balance Sheet			
Total assets	\$2,395.9	\$2,377.2	\$2,291.7
Total loans and leases	963.8	945.6	935.8
Total loans and leases in business segments (excluding All Other)	920.5	900.0	874.6
Total deposits	1,375.1	1,379.3	1,309.7
Average Balance Sheet			
Average total assets	\$2,399.1	\$2,361.0	\$2,322.7
Average loans and leases	950.5	944.0	934.8
Average deposits	1,375.5	1,359.9	1,300.7
Funding and Liquidity			
Long-term debt	\$238.0	\$233.9	\$226.7
Global Liquidity Sources, average <sup>(D)</sup>	552	546	512
Equity			
Common shareholders' equity	\$246.7	\$244.7	\$241.0
Common equity ratio	10.3%	10.3%	10.5%
Tangible common shareholders' equity <sup>1</sup>	\$176.8	\$174.8	\$170.9
Tangible common equity ratio <sup>1</sup>	7.6%	7.6%	7.7%
Per Share Data			
Common shares outstanding (in billions)	9.34	9.57	10.01
Book value per common share	\$26.41	\$25.57	\$24.07
Tangible book value per common share <sup>1</sup>	18.92	18.26	17.07
Regulatory Capital <sup>(E)</sup>			
CET1 capital	\$171.5	\$169.2	\$164.9
Standardized approach			
Risk-weighted assets	\$1,466	\$1,455	\$1,444
CET1 ratio	11.7%	11.6%	11.4%
Advanced approaches			
Risk-weighted assets	\$1,431	\$1,423	\$1,437
CET1 ratio	12.0%	11.9%	11.5%
Supplementary leverage			
Supplementary leverage ratio (SLR)	6.8%	6.8%	6.7%
\$100 - ANNOUNCES NO NO SERVICE NO			

<sup>&</sup>lt;sup>1</sup> Represents a non-GAAP financial measure. For reconciliation, see page 18 of this press release.



#### **Endnotes**

- A We also measure net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in operating the business that management believes provides investors a more accurate picture of the interest margin for comparative purposes. We believe 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 \$12.3 billion, \$12.5 billion and \$12.0 billion for the three months ended June 30, 2019, March 31, 2019 and June 30, 2018, respectively. The FTE adjustment was \$149 million, \$153 million and \$154 million for the three months ended June 30, 2019, March 31, 2019 and June 30, 2018, respectively.
- B Global Markets revenue and net income, excluding net debit valuation adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA gains (losses) were \$(31) million, \$(90) million and \$(179) million for the three months ended June 30, 2019, March 31, 2019 and June 30, 2018, respectively. FICC net DVA gains (losses) were \$(30) million, \$(79) million and \$(184) million for the three months ended June 30, 2019, March 31, 2019 and June 30, 2018, respectively. Equities net DVA gains (losses) were \$(1) million, \$(11) million and \$5 million for the three months ended June 30, 2019, March 31, 2019 and June 30, 2018, respectively.
- C. Return on average tangible common shareholders' equity is a non-GAAP financial measure. See page 18 of this press release for reconciliation to GAAP financial measures.
- D 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.
- E Regulatory capital ratios at June 30, 2019 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, which for CET1 is the Standardized approach at June 30, 2019, March 31, 2019 and June 30, 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 2019 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 July 17 through July 24.

#### **Investors May Contact:**

Lee McEntire, Bank of America, 1.980.388.6780 lee.mcentire@bofa.com

Jonathan Blum, Bank of America (Fixed Income), 1.212.449.3112 jonathan.blum@bankofamerica.com

#### Reporters May Contact:

Lawrence Grayson, Bank of America, 1.704.995.5825 lawrence.grayson@bofa.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 66 million consumer and small business clients with approximately 4,300 retail financial centers, including approximately 2,200 lending centers, 2,400 financial centers with a Consumer Investment Financial Solutions Advisor and 1,700 business centers; approximately 16,600 ATMs; and award-winning digital banking with more than 37 million active users, including approximately 28 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 approximately 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, 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 2018 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; the possibility that the Company's future liabilities may be in excess of its recorded liability and estimated range of possible loss for litigation, regulatory, and representations and warranties exposures; the possibility that the Company could face increased servicing, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, monolines, private-label and other investors, or other parties involved in securitizations; 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; the risks related to the discontinuation of the London InterBank Offered Rate and other reference rates, including increased expenses and litigation and the effectiveness of hedging strategies; 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, inflation, currency exchange rates, economic conditions, trade policies, including tariffs, and potential geopolitical instability; the impact of the interest rate environment on the Company's business, financial condition and results of operations; 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 and expectations regarding net interest income, net charge-offs, effective tax rate, loan growth or other projections; adverse changes to the Company's credit ratings from the major credit rating agencies; an inability to access capital markets or maintain deposits or borrowing costs; estimates of the fair value and other accounting values, subject to impairment assessments, of certain of the Company's assets and liabilities, including the Company's merchant services joint venture; the estimated or actual impact of changes in accounting standards or assumptions in applying those standards, including the new credit loss accounting standard; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the impact of adverse changes to total loss-absorbing capacity requirements and/or global systemically important bank surcharges; the potential impact of actions of the Board of Governors of the Federal Reserve System on the Company's capital plans; the effect of regulations, other guidance or additional information on the impact from the Tax Cuts and Jobs 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 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 cyber-attacks; 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; the impact of a federal government shutdown and uncertainty regarding the federal government's debt limit; and other similar matters.

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

"Bank of America 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 BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp., both of which are registered broker-dealers and members of FINRA and SIPC, and in other jurisdictions, by locally registered entities. BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the U.S. Commodity Futures Trading Commission and are members of the National Futures Association. 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)

S	Six Months Ended June 30					Second Quarter		First Quarter		Second Quarter
Summary Income Statement		2019		2018	_	2019	_	2019	_	2018
Net interest income	\$	24,564	\$	23,597	\$	12,189	\$		\$	11,828
Noninterest income		21,524	_	22,022	_	10,895	_	10,629	_	10,721
Total revenue, net of interest expense		46,088		45,619		23,084		23,004		22,549
Provision for credit losses		1,870		1,661		857		1,013		827
Noninterest expense		26,492		27,066	-	13,268	_	13,224	_	13,224
Income before income taxes		17,726		16,892		8,959		8,767		8,498
Income tax expense	_	3,067	_	3,190	_	1,611	_	1,456	_	1,714
Net income	<u>\$</u>	14,659	\$	13,702	\$	7,348	\$	A STATE OF THE PARTY OF THE PAR	\$	6,784
Preferred stock dividends	_	681	_	746	_	239	_	442	_	318
Net income applicable to common shareholders	\$	13,978	\$	12,956	\$	7,109	<u>\$</u>	6,869	<u>\$</u>	6,466
Average common shares issued and outstanding		9,624.0		10,251.7		9,523.2		9,725.9		10,181.7
Average diluted common shares issued and outstanding		9,672.4		10,389.9		9,559.6		9,787.3		10,309.4
Summary Average Balance Sheet										
Total debt securities	\$	444,077	\$	431,133	\$	446,447	\$	441,680	5	429,191
Total loans and leases		947,291		933,375	-	950,525	~	944,020	*	934,818
Total earning assets		2,017,555		1,980,887		2,023,722		2,011,318		1,981,930
Total assets		2,380,127		2,324,269		2,399,051		2,360,992		2,322,678
Total deposits		1,367,700		1,298,973		1,375,450		1,359,864		1,300,659
Common shareholders' equity		244,668		242,009		245,438		243,891		241,313
Total shareholders' equity		267,101		265,330		267,975		266,217		265,181
Performance Ratios										
Return on average assets		1.24%		1.19%		1.23%		1.26%		1.17%
Return on average common shareholders' equity		11.52		10.80		11.62		11.42		10.75
Return on average tangible common shareholders' equity (1)		16.13		15.21		16.24		16.01		15.15
Per Common Share Information										
	\$	1.45	\$	1.26	\$	0.75	\$	0.71	5	0.64
Earnings Diluted cornings	7	1.45	2	1.25	7	0.74	Þ	0.70	2	0.63
Diluted earnings Dividends paid		0.30		0.24		0.74		0.70		0.03
Book value		26.41		24.07		26.41		25.57		24.07
Tangible book value (1)		18.92		17.07		18.92		18.26		17.07
rangine soon value.		10.22		17.07		10.52		10.20		17.07
Summary Period-End Balance Sheet						June 30 2019		March 31 2019		June 30 2018
Total debt securities					\$	446,075	\$	440,674	\$	438,269
Total loans and leases						963,800		945,615		935,824
Total earning assets						2,027,935		2,011,503		1,948,663
Total assets						2,395,892		2,377,164		2,291,670
Total deposits						1,375,093		1,379,337		1,309,691
Common shareholders' equity						246,719		244,684		241,035
Total shareholders' equity						271,408		267,010		264,216
Common shares issued and outstanding						9,342.6		9,568.4		10,012.7
		Six Mon	ths F	nded		Second		First		Second
	9-	Jun	e 30	-		Quarter		Quarter		Quarter
Credit Quality		2019	_	2018	_	2019	_	2019	_	2018
Total net charge-offs	\$	1,878	\$	1,907	\$	887	\$		\$	996
Net charge-offs as a percentage of average loans and leases outstanding (2)		0.40%	63	0.41%		0.38%		0.43%		0.43%
Provision for credit losses	\$	1,870	\$	1,661	\$	857	\$	1,013	\$	827
						June 30 2019		March 31 2019		June 30 2018
Total nonperforming loans, leases and foreclosed properties (3)		ay and the same are the		333 TV 244 JV <b>(784</b> -11	\$	4,452	\$		\$	6,181
Nonperforming loans, leases and foreclosed properties as a percentage of total lo	ans, leases	and foreclose	d prop	perties (2)	120	0.47%	85	0.55%	535	0.66%
Allowance for loan and lease losses					\$	9,527	\$	9,577	\$	10,050
Allowance for loan and lease losses as a percentage of total loans and leases outs	tanding (2)					1.00%		1.02%		1.08%

For footnotes, see page 14.

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

(Dollars in millions)

Capital Management	June 30 2019			June 30 2018	
Regulatory capital metrics (4):					
Common equity tier 1 capital	\$ 171,498	\$	169,243	5	164,872
Common equity tier 1 capital ratio - Standardized approach	11.7%		11.6%		11.4%
Common equity tier 1 capital ratio - Advanced approaches	12.0		11.9		11.5
Tier 1 leverage ratio	8.4		8.4		8.4
Tangible equity ratio (5)	8.7		8.5		8.7
Tangible common equity ratio (5)	7.6		7.6		7.7

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 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 Reconciliations to GAAP Financial Measures on page 18.

Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.

Regulatory capital ratios at June 30, 2019 are preliminary. Bank of America Corporation (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, 2019, March 31, 2019 and June 30, 2018.

Balances do not include past due 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.

Tangible equity ratio equals period-end tangible sasets 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 Reconciliations to GAAP Financial Measures on page 18.

#### Bank of America Corporation and Subsidiaries Quarterly Results by Business Segment and All Other

(Dollars in millions)								
		Se	con	d Quarter 20	119			
	nsumer anking	GWIM		Global Banking		Global Markets	And I	All Other
Total revenue, net of interest expense	\$ 9,717	\$ 4,900	\$	4,975	\$	4,145	\$	(504)
Provision for credit losses	947	21		125		5		(241)
Noninterest expense	4,407	3,458		2,212		2,677		514
Net income	3,294	1,073		1,926		1,046		9
Return on average allocated capital (1)	36%	30%		19%		12%		n/m
Balance Sheet								
Average								
Total loans and leases	\$ 296,388	\$ 166,324	\$	372,531	\$	70,587	\$	44,695
Total deposits	707,028	253,925		362,619		31,128		20,750
Allocated capital (1)	37,000	14,500		41,000		35,000		n/m
Quarter end								
Total loans and leases	\$ 300,412	\$ 168,993	\$	376,948	\$	74,136	\$	43,311
Total deposits	714,223	251,818		358,902		29,961		20,189

	First Quarter 2019									
		onsumer Banking		GWIM	****	Global Banking		Global Markets		All Other
Total revenue, net of interest expense	\$	9,632	\$	4,820	\$	5,155	\$	4,181	5	(631)
Provision for credit losses		974		5		111		(23)		(54)
Noninterest expense		4,356		3,428		2,266		2,755		419
Net income (loss)		3,248		1,047		2,028		1,036		(48)
Return on average allocated capital (1)		36%		29%		20%		12%		n/m
Balance Sheet										
Average										
Total loans and leases	\$	292,269	\$	164,403	\$	370,108	\$	70,080	S	47,160
Total deposits		696,939		261,831		349,037		31,366		20,691
Allocated capital (1)		37,000		14,500		41,000		35,000		n/m
Quarter end										
Total loans and leases	\$	292,454	\$	164,483	\$	373,017	\$	70,052	\$	45,609
Total deposits		721,727		261,168		343,897		31,073		21,472

			S	econ	d Quarter 20	18				
	onsumer Banking	GWIM		Global Banking		Global Markets			All Other	
Total revenue, net of interest expense	\$ 9,233	\$	4,742	\$	5,014	\$	4,251	5	(537)	
Provision for credit losses	944		12		(23)		(1)		(105)	
Noninterest expense	4,367		3,427		2,185		2,726		519	
Net income (loss)	2,922		971		2,111		1,129		(349)	
Return on average allocated capital (1)	32%		27%		21%		13%		n/m	
Balance Sheet										
Average										
Total loans and leases	\$ 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 (1)	37,000		14,500		41,000		35,000		n/m	
Quarter end										
Total loans and leases	\$ 283,565	\$	162,034	\$	355,473	\$	73,496	\$	61,256	
Total deposits	695,530		233,925		326,029		31,450		22,757	

<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.

n/m = not meaningful

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

The Company reports the results of operations of its four business segments and All Other on a fully taxable-equivalent (FTE) basis.

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

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

(Dollars in millions)								
	Ø <u>-</u>		Six Mon	ths	Ended June 3	30, 2	019	
		onsumer Banking	GWIM		Global Banking		Global Markets	All Other
Total revenue, net of interest expense	s	19,349	\$ 9,720	\$	10,130	\$	8,326	\$ (1,135)
Provision for credit losses		1,921	26		236		(18)	(295)
Noninterest expense		8,763	6,886		4,478		5,432	933
Net income (loss)		6,542	2,120		3,954		2,082	(39)
Return on average allocated capital (1)		36%	30%		19%		12%	n/m
Balance Sheet								
Average								
Total loans and leases	\$	294,340	\$ 165,369	\$	371,326	\$	70,335	\$ 45,921
Total deposits		702,011	257,856		355,866		31,246	20,721
Allocated capital (1)		37,000	14,500		41,000		35,000	n/m
Period end								
Total loans and leases	s	300,412	\$ 168,993	\$	376,948	\$	74,136	\$ 43,311
Total deposits		714,223	251,818		358,902		29,961	20,189

		Six Mo	nths	Ended June 3	0, 20	18		
	W-1-	GWIM		Global Banking		Global Markets		All Other
\$ 18,214	\$	9,597	\$	10,009	\$	9,063	\$	(960)
1,879		50		(7)		(4)		(257)
8,915		7,008		4,477		5,651		1,015
5,527		1,892		4,099		2,528		(344)
30%		26%		20%		15%		n/m
\$ 280,126	5	159,969	\$	353,398	\$	74,412	\$	65,470
681,119		239,627		323,807		31,524		22,896
37,000		14,500		41,000		35,000		n/m
\$ 283,565	\$	162,034	\$	355,473	\$	73,496	\$	61,256
695,530		233,925		326,029		31,450		22,757
\$	\$ 280,126 681,119 37,000 \$ 283,565	Banking \$ 18,214 \$ 1,879 8,915 5,527 30%  \$ 280,126 \$ 681,119 37,000  \$ 283,565 \$	Consumer Banking         GWIM           \$ 18,214         \$ 9,597           1,879         50           8,915         7,008           5,527         1,892           30%         26%           \$ 280,126         \$ 159,969           681,119         239,627           37,000         14,500           \$ 283,565         \$ 162,034	Consumer Banking         GWIM           \$ 18,214         \$ 9,597         \$ 1,879         \$ 50           8,915         7,008         \$ 5,527         1,892         30%         26%           \$ 280,126         \$ 159,969         \$ 681,119         239,627         37,000         14,500           \$ 283,565         \$ 162,034         \$	Consumer Banking         GWIM         Global Banking           \$ 18,214         \$ 9,597         \$ 10,009           1,879         50         (7)           8,915         7,008         4,477           5,527         1,892         4,099           30%         26%         20%           \$ 280,126         \$ 159,969         \$ 353,398           681,119         239,627         323,807           37,000         14,500         41,000           \$ 283,565         \$ 162,034         \$ 355,473	Consumer Banking         GWIM         Global Banking           \$ 18,214         \$ 9,597         \$ 10,009         \$ 1,879         \$ 0         (7)           8,915         7,008         4,477         5,527         1,892         4,099         30%         26%         20%           \$ 280,126         \$ 159,969         \$ 353,398         \$ 681,119         239,627         323,807         37,000         14,500         41,000           \$ 283,565         \$ 162,034         \$ 355,473         \$	Banking         GWIM         Banking         Markets           \$ 18,214         \$ 9,597         \$ 10,009         \$ 9,063           1,879         50         (7)         (4)           8,915         7,008         4,477         5,651           5,527         1,892         4,099         2,528           30%         26%         20%         15%           \$ 280,126         \$ 159,969         \$ 353,398         \$ 74,412           681,119         239,627         323,807         31,524           37,000         14,500         41,000         35,000           \$ 283,565         \$ 162,034         \$ 355,473         \$ 73,496	Consumer Banking         GWIM         Global Banking         Global Markets           \$ 18,214         \$ 9,597         \$ 10,009         \$ 9,063         \$ 1,879         \$ 0         (7)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (4)         (7)         (4)

<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.

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)		Six Mon	ths Ei e 30	nded		Second Quarter		First Quarter	Second Quarter
FTE basis data (1)	3.0	2019		2018	-1	2019		2019	2018
Net interest income	\$	24,866	\$	23,901	\$	12,338	\$	12,528	\$ 11,982
Total revenue, net of interest expense		46,390		45,923		23,233		23,157	22,703
Net interest yield		2.48%		2.42%		2.44%	i i	2.51%	2.41%
Efficiency ratio		57.11		58.94		57.11		57.10	58.25

Other Data	June 30 2019	March 31 2019	June 30 2018
Number of financial centers - U.S.	4,349	4,353	4,433
Number of branded ATMs - U.S.	16,561	16,378	16,050
Headcount	208,984	205,292	207,992

<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. Net interest income includes FTE adjustments of \$302 million and \$304 million for the six months ended June 30, 2019 and 2018, respectively; \$149 million and \$153 million for the second and first quarters of 2019, respectively, and \$154 million for the second quarter of 2018.

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, except per share information)

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

See the tables below for reconciliations of these non-GAAP financial measures to the most closely related financial measures defined by GAAP for the six months ended June 30, 2019 and 2018 and the three months ended June 30, 2019, March 31, 2019 and June 30, 2018. 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.

	Six Months Ended June 30			Second First Quarter Quarter		Second Quarter				
	_	2019	_	2018	_	2019		2019	_	2018
Reconciliation of average shareholders' equity to average tangible common shareholders' equity and average tangible shareholders' equity										
Shareholders' equity	5	267,101	\$	265,330	5	267,975	5	266,217	\$	265,181
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951
Intangible assets (excluding mortgage servicing rights)		(1,750)		(2,193)		(1,736)		(1,763)		(2,126
Related deferred tax liabilities		805		927		770		841		916
Tangible shareholders' equity	\$	197,205	\$	195,113	\$	198,058	\$	196,344	\$	195,020
Preferred stock		(22,433)		(23,321)	38	(22,537)		(22,326)		(23,868
Tangible common shareholders' equity	\$	174,772	\$	171,792	\$	175,521	\$	174,018	\$	171,152
Reconciliation of period-end shareholders' equity to period-end tangible common shareholders' equity and period-end tangible shareholders' equity										
Shareholders' equity	\$	271,408	\$	264,216	\$	271,408	\$	267,010	\$	264,216
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951
Intangible assets (excluding mortgage servicing rights)		(1,718)		(2,043)		(1,718)		(1,747)		(2,043
Related deferred tax liabilities		756		900		756		773		900
Tangible shareholders' equity	\$	201,495	\$	194,122	\$	201,495	5	197,085	\$	194,122
Preferred stock		(24,689)		(23,181)		(24,689)		(22,326)		(23,181
Tangible common shareholders' equity	\$	176,806	\$	170,941	\$	176,806	\$	174,759	\$	170,941
Reconciliation of period-end assets to period-end tangible assets										
Assets	\$	2,395,892	\$	2,291,670	\$	2,395,892	\$	2,377,164	\$	2,291,670
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951
Intangible assets (excluding mortgage servicing rights)		(1,718)		(2,043)		(1,718)		(1,747)		(2,043
Related deferred tax liabilities		756		900	-20	756		773		900
Tangible assets	\$	2,325,979	\$	2,221,576	\$	2,325,979	\$	2,307,239	\$	2,221,576
Book value per share of common stock					2					
Common shareholders' equity	\$	246,719	\$	241,035	\$	246,719	\$	244,684	\$	241,035
Ending common shares issued and outstanding		9,342.6		10,012.7		9,342.6		9,568.4		10,012.7
Book value per share of common stock	\$	26.41	\$	24.07	\$	26.41	Ş	25.57	\$	24.07
Tangible book value per share of common stock										
Tangible common shareholders' equity	\$	176,806	\$	170,941	\$	176,806	\$	174,759	\$	170,941
Ending common shares issued and outstanding		9,342.6		10,012.7		9,342.6		9,568.4		10,012.7
Tangible book value per share of common stock	\$	18.92	\$	17.07	\$	18.92	\$	18.26	\$	17.07

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

# Bank of America 2Q19 Financial Results

July 17, 2019



# 2Q19 Financial Results

Summary Income Statement (\$B, except per share data)	2Q19	2Q18	% Inc / (Dec)	
Total revenue, net of interest expense	\$23.1	\$22.5	2 %	
Noninterest expense	13.3	13.2	0	
Provision for credit losses	0.9	0.8	4	
Pretax income	9.0	8.5	5	
Income tax expense	1.6	1.7	(6)	
Net income	\$7.3	\$6.8	8	
Diluted earnings per share	\$0.74	\$0.63	17	
Average diluted common shares (in millions)	9,560	10,309	(7)	

## **Return Metrics and Efficiency**

Return on average assets	1.22 0/	1 17 0/	
neturi on average assets	1.23 %	1.17 %	
Return on average common shareholders' equity	11.6	10.8	
Return on average tangible common shareholders' equity $^{1}$	16.2	15.2	
Efficiency ratio	57	59	



# 2Q19 Highlights

(Comparisons are to 2Q18)

#### **Earnings**

- Diluted earnings per share of \$0.74, up 17%
- Record net income of \$7.3B, up 8%
- Operating leverage of >200 bps
  - Total revenue up 2% to \$23.1B
  - Noninterest expense stable at \$13.3B
- Strong asset quality
- Average diluted common shares down 7% to 9.6B

#### **Returns and Efficiency**

- Return on average assets of 1.23% improved 6 bps
- Return on average common shareholders' equity of 11.62% increased 87 bps
- Return on average tangible common shareholders' equity of 16.24% improved 109 bps <sup>1</sup>
- Efficiency ratio of 57% improved 117 bps

#### **Client Balances**

- · Average loans and leases in business segments grew 4%
  - Consumer and commercial each up 4%
- Average deposits increased \$75B, or 6%
- GWIM total client balances of \$2.9T, up 5%
  - Assets Under Management (AUM) of \$1.2T included \$24B of AUM flows since 2Q18
- Consumer investment assets of \$220B increased 15%<sup>2</sup>
  - \$24B of client flows since 2Q18

#### **Capital and Liquidity**

- \$171B of Common Equity Tier 1 Capital (CET1) and CET1 ratio of 11.7% <sup>3</sup>
- \$552B of average Global Liquidity Sources 4
- Plan to return \$37B of capital to common shareholders over next four quarters
  - 20% increase in quarterly dividend
  - More than \$30B in gross share repurchases
- Book value per share increased 10% to \$26.41

<sup>4</sup> See note A on slide 25 for definition of Global Liquidity Sources.

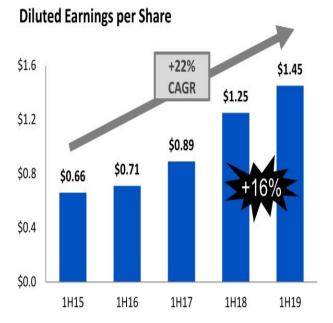


<sup>&</sup>lt;sup>1</sup>Represents a non-GAAP financial measure. For important presentation information, see slide 28.

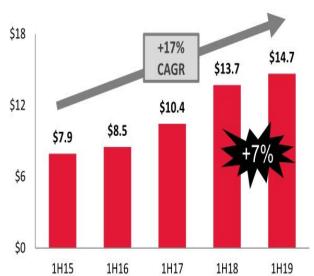
<sup>&</sup>lt;sup>2</sup> Consumer investment assets include client brokerage assets, certain deposit sweep balances and assets under management in Consumer Banking.

<sup>&</sup>lt;sup>3</sup> Regulatory capital ratios at June 30, 2019 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 2Q19.

## Record First Half Net Income

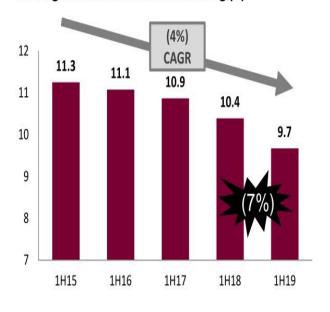


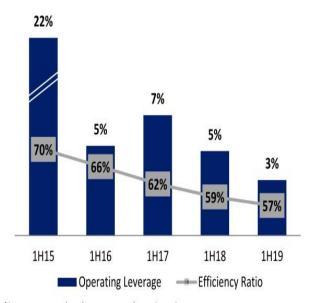
Net Income (\$B)



Average Diluted Shares Outstanding (B)

Operating Leverage <sup>1</sup> and Efficiency Ratio





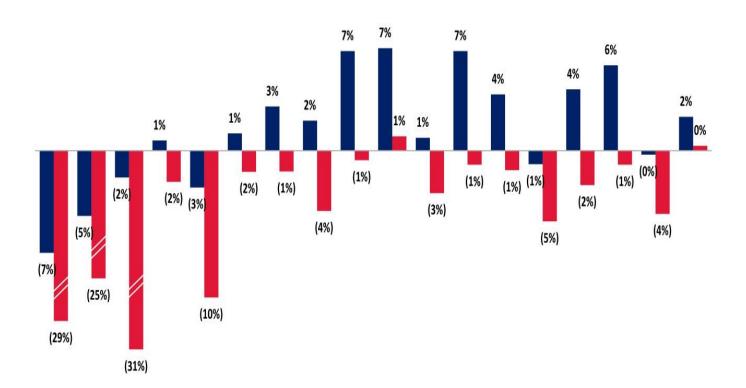


<sup>&</sup>lt;sup>1</sup>Operating leverage calculated as the year-over-year percentage change in revenue, net of interest expense, less the percentage change in noninterest expense.

# Delivered Positive Operating Leverage for 18 Consecutive Quarters

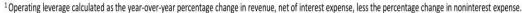
#### Operating Leverage Trend 1





1Q16 2Q16 1Q15 2Q15 3Q15 3Q16 4Q16 1Q17 2Q17 3Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 ■ YoY revenue growth (decline) ■ YoY expense growth (decline) Operating leverage

Note: Amounts may not total due to rounding.



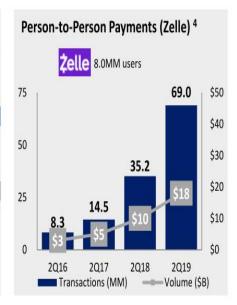


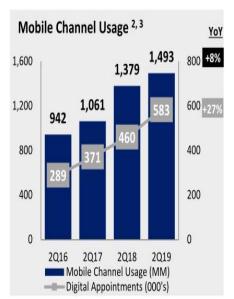
<sup>2</sup> Operating leverage calculated after adjusting 4Q17 revenue for the impact of the Tax Cuts and Jobs Act (Tax Act) is a non-GAAP financial measure. Reported revenue growth and operating leverage were 11% and 12% for 4Q18, and 2% and 3% for 4Q17. Reported revenue was \$22.7B, \$20.4B and \$20.0B for 4Q18, 4Q17 and 4Q16, respectively. Excluding a 5 \$0.9B noninterest income charge from enactment of the Tax Act, 4Q17 revenue was \$21.4B. For important presentation information, see slide 28.

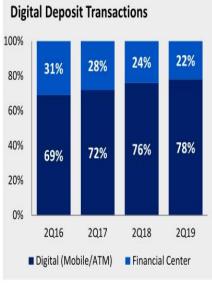
# Consumer Banking Digital Usage Trends <sup>1</sup>

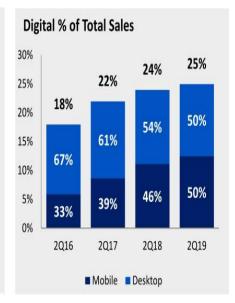














Digital users represent mobile and/or online users.

<sup>&</sup>lt;sup>2</sup> Mobile channel usage represents the total number of mobile banking sessions.

<sup>&</sup>lt;sup>3</sup> Digital appointments represent the number of client-scheduled appointments made via online, smartphone or tablet.

<sup>4</sup> Includes Bank of America person-to-person payments sent and received through e-mail or mobile identification. Zelle users represent 90-day active users.

## Global Banking Digital Update

## CashPro® Digital Banking Platform

Leveraging same underlying technology as the retail bank to enable Anywhere, Anytime Execution

#### CashPro® Online Users

across commercial, corporate and business banking clients <sup>1</sup>

497K



CashPro® Mobile
Payment Approvals

\$123B<sup>1</sup> up 103% YoY (last 12 months)

#### CashPro® Assistant

Utilizing AI, Predictive Analytics and APIs to make it easier for clients to analyze info



Investing in Digital Technology to Develop Integrated Solutions for Our Clients

## **Making Business Easier**



Solving Client
Pain Points

## Faster, Cheaper, More Secure



Leveraging Data and Insights

## Anytime, Anywhere



Improving Connectivity
and Access



# Balance Sheet, Liquidity and Capital

(EOP basis unless noted)

Balance Sheet (\$B)	2Q19	1Q19	2Q18
Total assets	\$2,395.9	\$2,377.2	\$2,291.7
Total loans and leases	963.8	945.6	935.8
Total loans and leases in business segments <sup>1</sup>	920.5	900.0	874.6
Total debt securities	446.1	440.7	438.3
Funding & Liquidity (\$B)			
Total deposits	\$1,375.1	\$1,379.3	\$1,309.7
Long-term debt	238.0	233.9	226.7
Global Liquidity Sources (average) <sup>2</sup>	552	546 51	
Equity (\$B)			
Common shareholders' equity	\$246.7	\$244.7	\$241.0
Common equity ratio	10.3 %	10.3 %	10.5 %
Tangible common shareholders' equity 3	\$176.8	\$174.8	\$170.9
Tangible common equity ratio <sup>3</sup>	7.6 %	7.6 %	7.7 %
Per Share Data			
Book value per common share	\$26.41	\$25.57	\$24.07
Tangible book value per common share 3	18.92	18.26	17.07
Common shares outstanding (in billions)	9.34	9.57	10.01

Basel 3 Capital (\$B) 4	2Q19	1Q19	2Q18	
Common equity tier 1 capital (CET1)	\$171.5	\$169.2	\$164.9	
Standardized approach				
Risk-weighted assets	\$1,466	\$1,455	\$1,444	
CET1 ratio	11.7 %	11.6 %	11.4 %	
Advanced approaches				
Risk-weighted assets	\$1,431	\$1,423	\$1,437	
CET1 ratio	12.0 %	11.9 %	11.5 %	
Supplementary leverage				
Supplementary leverage ratio (SLR)	6.8 %	6.8 %	6.7 %	

<sup>&</sup>lt;sup>3</sup> Represents a non-GAAP financial measure. For important presentation information, see slide 28.



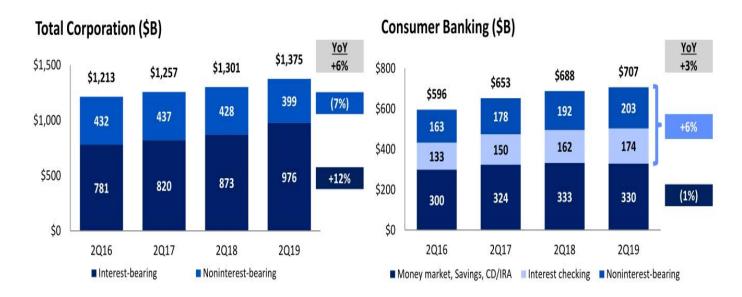
<sup>&</sup>lt;sup>4</sup> Regulatory capital metrics at June 30, 2019 are preliminary. The Company reports regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which for CET1 is the Standardized approach for 2Q19.

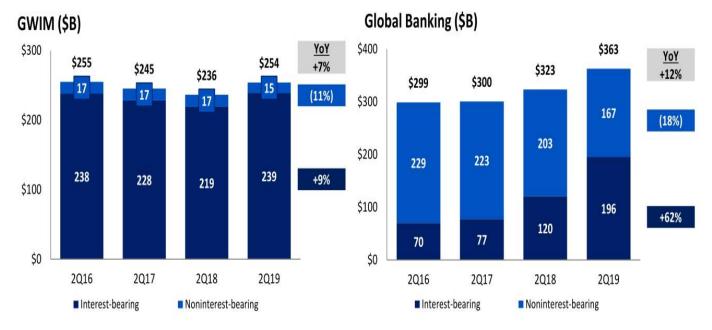
<sup>&</sup>lt;sup>1</sup> Excludes loans and leases in All Other.

<sup>&</sup>lt;sup>2</sup> See note A on slide 25 for definition of Global Liquidity Sources.

# **Average Deposits**

Bank of America Ranked #1 in U.S. Deposit Market Share 1



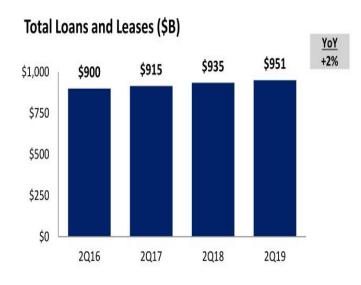




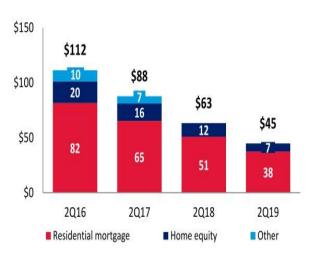
Note: Amounts may not total due to rounding. Total corporation also includes Global Markets and All Other. 

Based on June 30, 2018 FDIC deposit data.

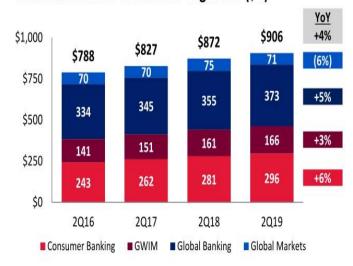
# Average Loans and Leases



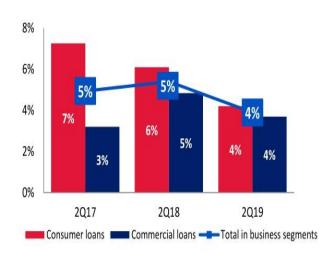
#### Total Loans and Leases in All Other (\$B)



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



#### **Year-Over-Year Growth in Business Segments**

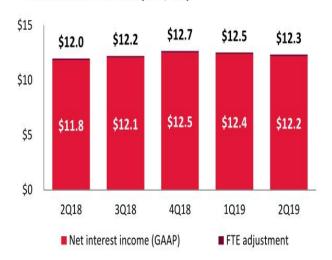




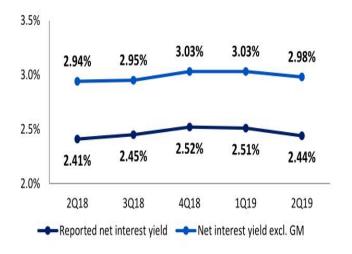
Note: Amounts may not total due to rounding.

## Net Interest Income

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



#### Net Interest Yield (FTE) 1



- Net interest income of \$12.2B (\$12.3B FTE 1)
  - Increased \$0.4B from 2Q18, or 3%, reflecting the benefits from higher short-term interest rates, as well as loan and deposit growth
  - Decreased \$0.2B from 1Q19
    - Reflected lower short-term rates (impacting variablerate assets and improving long-term debt costs), higher bond premium amortization expense driven by lower long-term rates and higher funding costs in Global Markets
    - Partially offset by one additional interest accrual day
- Net interest yield of 2.44% increased 3 bps from 2Q18 and decreased 7 bps from 1Q19 <sup>1</sup>
  - Excluding Global Markets, the net interest yield was 2.98%, up 4 bps from 2Q18 <sup>1</sup>
- Asset sensitivity position increased, primarily driven by lower long-term rates



Notes: FTE stands for fully taxable-equivalent basis. GM stands for Global Markets.

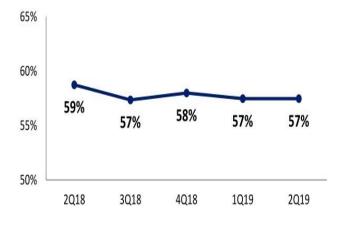
<sup>1</sup>Represent non-GAAP financial measures. Net interest yield adjusted to exclude Global Markets NII of \$811MM, \$953MM, \$935MM, \$933MM and \$968MM, and average earning assets of \$474B, \$472B, \$458B, \$459B and \$490B for 2Q19, 1Q19, 4Q18, 3Q18 and 2Q18, respectively. The Company believes 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 28.

# **Expense and Efficiency**

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

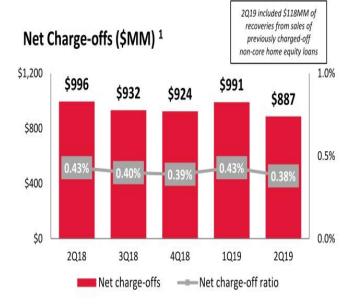


#### **Efficiency Ratio**

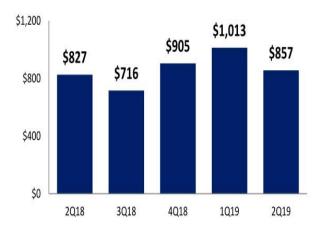


- Noninterest expense of \$13.3B increased modestly vs. 2Q18
  - Reflects investments across the franchise, including higher marketing expense
  - Partially offset by efficiency savings through operational excellence work, lower FDIC costs and lower amortization of intangibles
- Noninterest expense increased modestly from 1Q19, as higher initiative spend and marketing expense were partially offset by the absence of seasonally elevated payroll tax costs
  - 2Q19 reflected increase in minimum wage to \$17/hour; announced plans to move to \$20/hour in 2021
- Efficiency ratio improved to 57% in 2Q19 vs. 2Q18

## **Asset Quality**



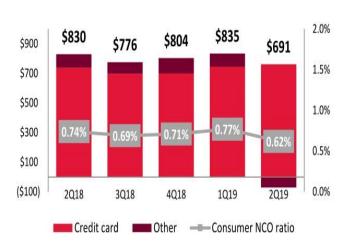
#### Provision for Credit Losses (\$MM)



- Total net charge-offs of \$0.9B decreased \$104MM from 1Q19
  - Consumer net charge-offs of \$0.7B decreased \$0.1B from 1Q19, driven primarily by recoveries of previously charged-off home equity loans that were sold in 2Q19
  - Commercial net charge-offs of \$0.2B increased modestly from 1Q19
- Net charge-off ratio of 38 bps decreased 5 bps from 1Q19
  - Loan sales positively impacted net charge-off ratio by 5 bps
- Provision expense of \$0.9B decreased \$0.2B from 1Q19
  - 2Q19 included a small reserve release of \$30MM, compared to \$22MM reserve build in 1Q19
- Allowance for loan and lease losses of \$9.5B represented 1.00% of total loans and leases <sup>1</sup>
- Nonperforming loans (NPLs) of \$4.2B decreased \$0.7B from 1Q19, driven by loan sales and other improvements in Consumer and Commercial
  - 46% of consumer NPLs are contractually current
- Commercial reservable criticized utilized exposure of \$11.8B was stable from 1Q19 and reservable criticized ratio remains near historic lows

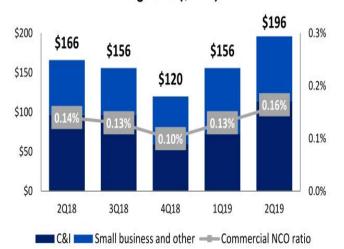
# Asset Quality – Consumer and Commercial Portfolios

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



Consumer Metrics (\$MM)	2Q19	1Q19	2Q18
Provision	\$640	\$830	\$757
Nonperforming loans and leases	3,027	3,578	4,639
% of loans and leases <sup>1</sup>	0.67 %	0.81 %	1.03 %
Consumer 30+ days performing past due	\$5,699	\$6,030	\$7,233
Fully-insured <sup>2</sup>	2,155	2,390	3,454
Non fully-insured	3,544	3,640	3,779
Allowance for loans and leases	4,689	4,756	5,140
% of loans and leases 1	1.04 %	1.08 %	1.15 %
# times annualized NCOs	1.69 x	1.40 x	1.54 x

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



Commercial Metrics (\$MM)	2Q19	1Q19	2Q18
Provision	\$217	\$183	\$70
Reservable criticized utilized exposure	11,834	11,821	12,357
Nonperforming loans and leases	1,160	1,272	1,258
% of loans and leases 1	0.23 %	0.26 %	0.26 %
Allowance for loans and leases	\$4,838	\$4,821	\$4,910
% of loans and leases 1	0.95 %	0.97 %	1.02 %



<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.

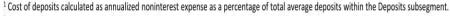
# Consumer Banking

		Inc/	(Dec)
Summary Income Statement (\$MM)	2Q19	1Q19	2Q18
Total revenue, net of interest expense	\$9,717	\$85	\$484
Provision for credit losses	947	(27)	3
Noninterest expense	4,407	51	40
Pretax income	4,363	61	441
Income tax expense	1,069	15	69
Net income	\$3,294	\$46	\$372
	77		

Key Indicators (\$B)	2Q19		1Q19		2Q18	
Average deposits	\$707.0		\$696.9		\$687.8	_
Rate paid on deposits	0.10	%	0.09	%	0.05	%
Cost of deposits <sup>1</sup>	1.52		1.55		1.56	
Average loans and leases	\$296.4		\$292.3		\$280.7	
Net charge-off ratio	1.24	%	1.28	%	1.28	%
Consumer investment assets <sup>2</sup>	\$219.7		\$210.9		\$191.5	
Active mobile banking users (MM)	27.8		27.1		25.3	
% Consumer sales through digital channels	25	%	27	%	24	%
Number of financial centers	4,349		4,353		4,433	
Combined credit / debit purchase volumes <sup>3</sup>	\$154.3		\$141.2		\$147.5	
Total consumer credit card risk-adjusted margin <sup>3</sup>	7.93	%	8.03	%	7.96	%
Return on average allocated capital	36		36		32	
Allocated capital	\$37		\$37		\$37	
Efficiency ratio	45	%	45	%	47	%

- Net income of \$3.3B increased 13% from 2Q18; ROAAC of 36%
  - 4% operating leverage and steady credit costs drove results
- Revenue of \$9.7B increased \$0.5B, or 5%, from 2Q18, driven primarily by NII due to growth in deposits and loans as well as higher short-term interest rates
- Provision was stable compared to 2Q18
- Noninterest expense increased 1% from 2Q18, driven by investments for business growth, including marketing, and higher compensation and benefits expense, largely offset by improved productivity and lower FDIC expense
  - Efficiency ratio improved 194 bps to 45%
  - Continued investment in financial center builds/renovations, sales professionals, digital capabilities, minimum wage and Shared Success programs
  - Digital usage increased for sales, service and appointments
- Average deposits of \$707B grew \$19B, or 3%, from 2Q18
  - 53% of deposits in checking accounts; 92% primary accounts <sup>4</sup>
  - Average cost of deposits of 1.52% <sup>1</sup>; rate paid of 10 bps
- Average loans and leases of \$296B increased \$16B, or 6%, from 2Q18, driven by growth in residential mortgages and small business
- Consumer investment assets of \$220B grew \$28B, or 15%, from 2Q18, driven by strong client flows and market performance
  - \$24B of client flows since 2Q18
  - Client accounts of 2.7MM, up 7%
- Combined credit / debit card spend increased 5% from 2Q18
- 5.7MM clients enrolled in Preferred Rewards; 99% retention

Note: ROAAC stands for return on average allocated capital.



<sup>&</sup>lt;sup>2</sup> Consumer investment assets include client brokerage assets, certain deposit sweep balances and assets under management in Consumer Banking.

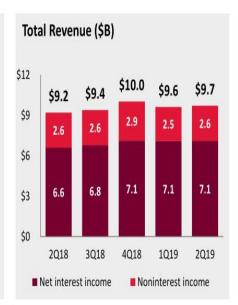
<sup>&</sup>lt;sup>3</sup> Includes U.S. consumer credit card portfolios in Consumer Banking and GWIM.

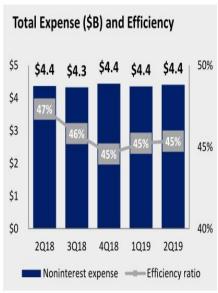
<sup>&</sup>lt;sup>4</sup> Represents the percentage of consumer checking accounts that are estimated to be the customer's primary account based on multiple relationship factors (e.g., linked to their direct deposit).

# **Consumer Banking Trends**

### Business Leadership 1

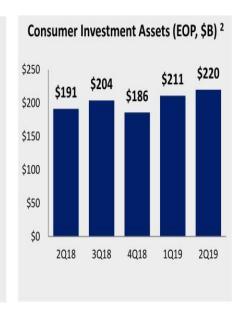
- · #1 Consumer Deposit Market Share A
- #1 Small Business Lender <sup>B</sup>
- · Named North America's Best Digital Bank C
- · 2019 J.D. Power Certified Mobile App
- · 2019 J.D. Power Certified Website
- #1 Online Banking and Mobile Banking Functionality D
- #1 U.S. Checking Account Digital Sales Functionality <sup>E</sup>
- · 4-Star Rating by Barron's 2019 Best Online Brokers
- · #1 Home Equity Originator F
- #1 in Prime Auto Credit distribution of new originations among peers <sup>G</sup>
- #1 Customer Satisfaction for Retail Banking Advice H













Note: Amounts may not total due to rounding.

<sup>1</sup> See slide 26 for business leadership sources.

<sup>2</sup> Consumer investment assets include client brokerage assets, certain deposit sweep balances and assets under management in Consumer Banking.

# Global Wealth & Investment Management

		Inc/	(Dec)	
Summary Income Statement (\$MM)	2Q19	1Q19	2Q18	
Total revenue, net of interest expense	\$4,900	\$80	\$158	
Provision for credit losses	21	16	9	
Noninterest expense	3,458	30	31	
Pretax income	1,421	34	118	
Income tax expense	348	8	16	
Net income	\$1,073	\$26	\$102	

Key Indicators (\$B)	2Q19		1Q19		2Q18		
Average deposits	\$253.9		\$261.8		\$236.2		
Average loans and leases	166.3		164.4		160.8		
Net charge-off ratio	0.03	%	0.03	%	0.04	%	
AUM flows <sup>1</sup>	\$5.3		\$5.9		\$10.4		
Pretax margin	29	%	29	%	27	%	
Return on average allocated capital	30		29		27		
Allocated capital	\$14.5		\$14.5		\$14.5		

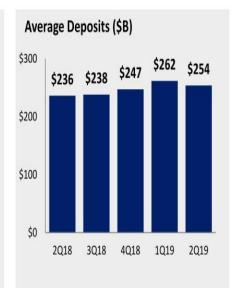
- Net income of \$1.1B increased 11% from 2Q18; ROAAC of 30%
  - Record pretax margin of 29%
- Revenue of \$4.9B increased 3% from 2Q18
  - Net interest income improved due to higher interest rates as well as growth in deposits and loans
  - Asset management fees increased 2% driven by the impact of positive AUM flows and higher market valuations
- Noninterest expense increased 1% from 2Q18, as investments for business growth, including marketing, and higher revenuerelated incentives were mostly offset by lower amortization of intangibles and FDIC expense
- Client balances of \$2.9T, up 5% from 2Q18, driven by higher market valuations and positive net flows
  - AUM flows of \$5B in 2Q19<sup>1</sup>
  - Average deposits of \$254B increased 7% from 2Q18; included \$8B impact due to money market fund conversion last year
    - Decreased 3% from 1Q19 driven by tax seasonality
  - Average loans and leases of \$166B increased \$5B, or 3%, from 2Q18, driven by residential mortgage and custom lending
- 1H19 net new Merrill Lynch households increased 45% and Private Bank increased 49% vs. 1H18
- 1H19 Merrill Lynch asset flows as a result of internal referrals are up 17% vs. 1H18
- Merrill Lynch mobile channel usage increased 39% from 2Q18



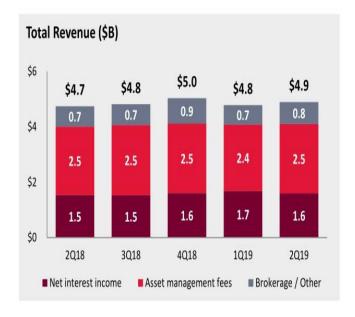
# Global Wealth & Investment Management Trends

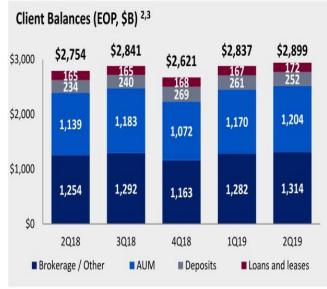
### Business Leadership 1

- #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 (2018)
- #1 in Barron's Top 1,200 ranked Financial Advisors (2019)
- #1 in Forbes' Top Next Generation Advisors (2018) and Best-in-State Wealth Advisors (2019)
- #1 in Financial Times Top 401K Retirement Plan Advisers (2018)
- #1 in Barron's Top 100 Women Advisors (2019)









Note: Amounts may not total due to rounding.



<sup>&</sup>lt;sup>2</sup> Loans and leases include margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

<sup>&</sup>lt;sup>3</sup> Managed deposits in investment accounts of \$44B, \$43B, \$51B, \$38B and \$37B for 2Q19, 1Q19, 4Q18, 3Q18 and 2Q18, respectively, are included in both AUM and Deposits. Total client balances only include these balances once. Historical periods have been revised.

# **Global Banking**

		Inc/(Dec)				
Summary Income Statement (\$MM)	2Q19	1Q19	2Q18			
Total revenue, net of interest expense <sup>1</sup>	\$4,975	(\$180)	(\$39)			
Provision (benefit) for credit losses	125	14	148			
Noninterest expense	2,212	(54)	27			
Pretax income	2,638	(140)	(214)			
Income tax expense	712	(38)	(29)			
Net income	\$1,926	(\$102)	(\$185)			
Selected Revenue Items (\$MM)	2Q19	1Q19				
Selected Revenue Items (\$MM)  Total Corporation IB fees (excl. self-led) 1	<b>2Q19</b> \$1,371	<b>1Q19</b> \$1,264	<b>2Q18</b> \$1,422			
Selected Revenue Items (\$MM)	2Q19	1Q19	2Q18			
Selected Revenue Items (\$MM)  Total Corporation IB fees (excl. self-led) 1	<b>2Q19</b> \$1,371	<b>1Q19</b> \$1,264	<b>2Q18</b> \$1,422			
Selected Revenue Items (\$MM)  Total Corporation IB fees (excl. self-led) 1  Global Banking IB fees 1	<b>2Q19</b> \$1,371 717	<b>1Q19</b> \$1,264 709	<b>2Q18</b> \$1,422 743			
Selected Revenue Items (\$MM)  Total Corporation IB fees (excl. self-led)  Global Banking IB fees  Business Lending revenue	2Q19 \$1,371 717 2,059	1Q19 \$1,264 709 2,173	2Q18 \$1,422 743 2,192 2,026			
Selected Revenue Items (\$MM)  Total Corporation IB fees (excl. self-led)  Global Banking IB fees  Business Lending revenue  Global Transaction Services revenue	\$1,371 717 2,059 2,161	1Q19 \$1,264 709 2,173 2,164	2Q18 \$1,422 743 2,192			

0.14 %

19

\$41

44 %

0.09 %

20

\$41

44 %

0.10 %

21

\$41

44 %

- Net income of \$1.9B decreased 9% from 2Q18, largely due to the absence of prior year's energy reserve releases; ROAAC of 19%
- Revenue of \$5.0B decreased 1% from 2Q18
  - Reflects the benefit of deposit and loan growth, which was more than offset by the firm's allocation of ALM activities and loan spread compression
- Total Corporation investment banking fees of \$1.4B (excl. selfled) declined 4% from 2Q18 as lower debt underwriting fees were partially offset by higher equity underwriting fees
  - #1 in U.S. IPOs by both overall volume and number of deals <sup>2</sup>
- Provision increased \$148MM from 2Q18 to \$125MM, primarily driven by the absence of the prior year's energy reserve releases
- Noninterest expense increased 1% from 2Q18, due to continued investments in the business
  - Efficiency ratio remained at 44%
- Average loans and leases of \$373B increased 5% from 2Q18, driven by growth across corporate and commercial clients
- Average deposit growth of \$39B to \$363B, or 12%, compared to 2Q18

Net charge-off ratio

Allocated capital

Efficiency ratio

Return on average allocated capital

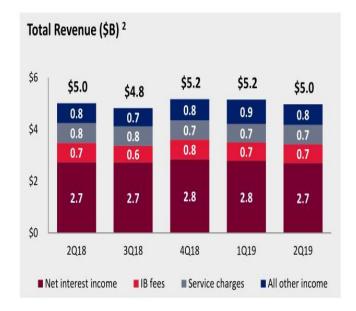
# **Global Banking Trends**

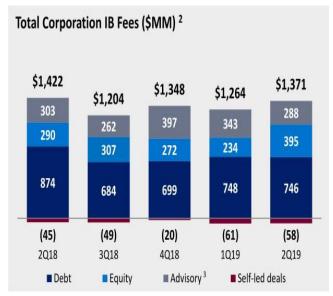
### Business Leadership 1

- North America's Best Bank for Small to Medium-sized Enterprises <sup>c</sup>
- Most Innovative Investment Bank of the Year from North America K
- Best Transaction Bank in North America K
- · North America's Best Bank for Financing C
- 2018 Quality, Share and Excellence Awards for U.S. Large Corporate Banking and Cash Management <sup>L</sup>
- Best Global Debt Bank M
- Relationships with 79% of the Global Fortune 500; 94% of the U.S. Fortune 1,000 (2018)











Note: Amounts may not total due to rounding.

<sup>1</sup> See slide 26 for business leadership sources.

<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>3</sup> Advisory includes fees on debt and equity advisory and mergers and acquisitions.

### **Global Markets**

			Inc/(Dec)						
Summary Income Statement (\$MM)	2Q19		1Q19		2Q18				
Total revenue, net of interest expense 1	\$4,145		(\$36)		(\$106)	)			
Net DVA	(31)		59		148				
Total revenue (excl. net DVA) 1,2	4,176	-0.0	(95)		(254)				
Provision for credit losses	5		28		6				
Noninterest expense	2,677		(78)		(49)	)			
Pretax income	1,463		14		(63)	)			
Income tax expense	417		4		20				
Net income	\$1,046		\$10		(\$83)	)			
Net income (excl. net DVA) <sup>2</sup>	\$1,070		(\$34)		(\$195)				
Selected Revenue Items (\$MM) 1	2Q19		1Q19		2Q18	ĺ			
Sales and trading revenue	\$3,242 \$3,460			\$3,451					
Sales and trading revenue (excl. net DVA) 2	3,273		3,550		3,630				
FICC (excl. net DVA) 2	2,128		2,358		2,316				
Equities (excl. net DVA) 2	1,145		1,192		1,314				
Global Markets IB fees	584		537		651				
Key Indicators (\$B)	2Q19		1Q19		2Q18				
Average total assets	\$685.4	3	\$664.1	(	\$678.5				
Average trading-related assets	496.2		474.3		473.1				
Average 99% VaR (\$MM) 3	34		37		30				
Average loans and leases	70.6		70.1		75.1				
Return on average allocated capital	12	%	12	%	13	0			
Allocated capital	\$35		\$35		\$35				
Efficiency ratio	65	%	66	%	64	9			

- Net income of \$1.0B decreased 7% from 2Q18; ROAAC of 12%
  - Excluding net DVA, net income of \$1.1B decreased 15%<sup>2</sup>
- Revenue declined 2% from 2Q18; excluding net DVA, revenue decreased 6%<sup>2</sup>
  - Reflects lower sales and trading revenue and lower investment banking fees, partially offset by a gain on sale of an equity investment (excluded from sales and trading revenue)
- Excluding net DVA, sales and trading revenue of \$3.3B decreased 10% from 2Q18<sup>2</sup>
  - FICC revenue of \$2.1B decreased 8% primarily due to lower client activity across most products
  - Equities revenue of \$1.1B decreased 13% primarily due to weaker performance in EMEA derivatives vs. a stronger yearago quarter
- Noninterest expense decreased 2% vs. 2Q18, driven by lower revenue-related compensation
- Average VaR remained low at \$34MM in 2Q19<sup>3</sup>



<sup>&</sup>lt;sup>1</sup>Global Banking and Global Markets share in certain deal economics from investment banking, loan origination activities and sales and trading activities.

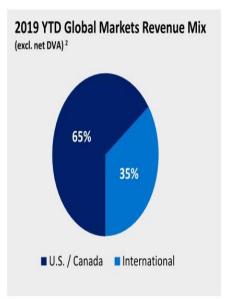
<sup>&</sup>lt;sup>2</sup> Represents a non-GAAP financial measure; see note B on slide 25 and slide 28 for important presentation information.

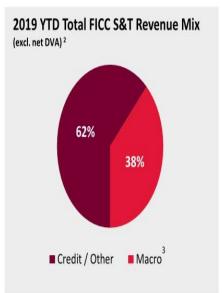
<sup>&</sup>lt;sup>3</sup> See note C on slide 25 for definition of VaR.

### Global Markets Trends and Revenue Mix

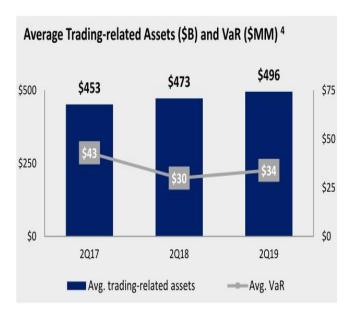
### Business Leadership <sup>1</sup>

- #1 Equity Portfolio Trading Share North American Institutions <sup>L</sup>
- #1 for U.S. FICC Overall Trading Quality and #1 for U.S. FICC Overall Sales Quality <sup>L</sup>
- 2018 Quality Leader in Global Top-Tier Foreign Exchange Sales and Corporate FX Sales <sup>L</sup>
- 2018 Share Leader in U.S. Fixed Income Market Share - #1 Securitized, #2 Emerging Markets <sup>L</sup>
- #1 Municipal Bonds Underwriter N
- #2 Global Research Firm <sup>0</sup>
- #1 U.S. Broker for StarMine Analyst Awards P









Note: Amounts may not total due to rounding.

See slide 26 for business leadership sources.

<sup>&</sup>lt;sup>2</sup> Represents a non-GAAP financial measure. Reported sales & trading revenue was \$3.2B, \$3.5B and \$3.2B for 2Q19, 2Q18 and 2Q17, respectively. Reported FICC sales & trading revenue was \$2.1B, \$2.1B for 2Q19, 2Q18 and 2Q17, respectively. See note B on slide 25 and slide 28 for important presentation information.

<sup>&</sup>lt;sup>3</sup> Macro includes G10 FX, rates and commodities products.

<sup>&</sup>lt;sup>4</sup> See note C on slide 25 for definition of VaR.

### All Other 1

1/2	Inc/(Dec)				
2Q19	1Q19	2Q18			
(\$504)	\$127	\$33			
(241)	(187)	(136)			
514	95	(5)			
(777)	219	174			
(786)	162	(184)			
\$9	\$57	\$358			
	(\$504) (241) 514 (777) (786)	2Q19 1Q19 (\$504) \$127 (241) (187) 514 95 (777) 219 (786) 162			

- Net income of \$9MM compared to net loss of \$349MM in 2Q18
  - Provision benefit increased \$136MM from 2Q18, driven by recoveries from 2Q19 sales of previously-charged off noncore home equity loans
  - Tax rate improved from 2Q18; total corporation tax rate was 18%



# 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> Revenue 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 (\$31MM), (\$90MM), (\$179MM) and (\$159MM) for 2Q19, 1Q19, 2Q18 and 2Q17, respectively. Net DVA gains (losses) included in FICC revenue were (\$30MM), (\$79MM), (\$184MM) and (\$148MM) for 2Q19, 1Q19, 2Q18 and 2Q17, respectively. Net DVA gains (losses) included in Equities revenue were (\$1MM), (\$11MM), \$5MM and (\$11MM) for 2Q19, 1Q19, 2Q18 and 2Q17, respectively.
- <sup>c</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 \$19MM, \$21MM, \$17MM and \$23MM for 2Q19, 1Q19, 2Q18 and 2Q17, respectively.



### Sources

- <sup>A</sup> Estimated retail consumer deposits based on June 30, 2018 FDIC deposit data.
- <sup>B</sup> FDIC, 1Q19.
- <sup>c</sup> Euromoney, July 2019.
- Dynatrace 2Q19 Online Banker Scorecard and 1Q19 Mobile Banker Scorecard; Javelin 2019 Online and Mobile Banking Scorecards.
- <sup>E</sup> Forrester 2018 Banking Sales Wave: U.S. Mobile Sites.
- <sup>F</sup> Inside Mortgage Finance, 1Q19.
- <sup>G</sup> Experian Autocount; Franchised Dealers; Largest percentage of 680+ Vantage 3.0 originations among key competitors as of April 2019.
- <sup>H</sup>J.D. Power, January 2019.
- <sup>1</sup> U.S.-based full-service wirehouse peers based on 1Q19 earnings releases.
- <sup>1</sup>Industry 1Q19 call reports.
- K The Banker, 2018.
- <sup>L</sup> Greenwich, 2018.
- <sup>M</sup> Global Finance, 2018.
- <sup>N</sup> Thomson Reuters, 2018.
- <sup>0</sup> Institutional Investor, 2018.
- P Refinitiv, 2019.



## 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, 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 2018 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; the possibility that the Company's future liabilities may be in excess of its recorded liability and estimated range of possible loss for litigation, regulatory, and representations and warranties exposures; the possibility that the Company could face increased servicing, fraud, indemnity, contribution, or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, monolines, private-label and other investors, or other parties involved in securitizations; 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; the risks related to the discontinuation of the London InterBank Offered Rate and other reference rates, including increased expenses and litigation and the effectiveness of hedging strategies; 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, inflation, currency exchange rates, economic conditions, trade policies, including tariffs, and potential geopolitical instability; the impact of the interest rate environment on the Company's business, financial condition and results of operations; 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 and expectations regarding net interest income, net charge-offs, effective tax rate, loan growth or other projections; adverse changes to the Company's credit ratings from the major credit rating agencies; an inability to access capital markets or maintain deposits or borrowing costs; estimates of the fair value and other accounting values, subject to impairment assessments, of certain of the Company's assets and liabilities, including the Company's merchant services joint venture; the estimated or actual impact of changes in accounting standards or assumptions in applying those standards, including the new credit loss accounting standard; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements; the impact of adverse changes to total loss-absorbing capacity requirements and/or global systemically important bank surcharges; the potential impact of actions of the Board of Governors of the Federal Reserve System on the Company's capital plans; the effect of regulations, other guidance or additional information on the impact from the Tax Cuts and Jobs 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 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 cyber-attacks; 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; the impact of a federal government shutdown and uncertainty regarding the federal government's debt limit; and other similar matters.

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



## Important Presentation Information

- The information contained herein is preliminary and based on Company data available at the time of the earnings presentation. It speaks only as of the particular
  date or dates included in the accompanying slides. Bank of America does not undertake an obligation to, and disclaims any duty to, update any of the
  information provided.
- 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, 2019 and other earnings-related information available through the Bank of America Investor Relations website at: http://investor.bankofamerica.com.
- 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 \$149MM, \$153MM, \$155MM, \$151MM and \$154MM for 2Q19, 1Q19, 4Q18, 3Q18 and 2Q18, 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.







# **Supplemental Information Second Quarter 2019**

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 Corporation (the Corporation) 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 the Corporation'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 the Corporation's website (www.bankofamerica.com). The Corporation's future financial performance is subject to risks and uncertainties as described in its SEC filings.

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The Corporation reports the results of operations of its four business segments and *All Other* on a fully taxable-equivalent (FTE) basis. Additionally, the results for the total Corporation as presented on pages 13-15 are reported on an FTE basis.

#### **Consolidated Financial Highlights**

(In millions, except per share information)													
	 Six Months Ended June 30		Second Quarter				Fourth		Third		Second Quarter		
	 2019		2018	2019			Quarter 2019	Quarter 2018		Quarter 2018			2018
Income statement													
Net interest income	\$ 24,564	\$	23,597	\$	12,189	\$	12,375	\$	12,504	\$	12,061	\$	11,828
Noninterest income	21,524		22,022		10,895		10,629		10,173		10,663		10,721
Total revenue, net of interest expense	46,088		45,619		23,084		23,004		22,677		22,724		22,549
Provision for credit losses	1,870		1,661		857		1,013		905		716		827
Noninterest expense	26,492		27,066		13,268		13,224		13,074		13,014		13,224
Income tax expense	3,067		3,190		1,611		1,456		1,420		1,827		1,714
Net income	14,659		13,702		7,348		7,311		7,278		7,167		6,784
Preferred stock dividends	681		746		239		442		239		466		318
Net income applicable to common shareholders	13,978		12,956		7,109		6,869		7,039		6,701		6,466
Diluted earnings per common share	1.45		1.25		0.74		0.70		0.70		0.66		0.63
Average diluted common shares issued and outstanding	9,672.4		10,389.9		9,559.6		9,787.3		9,996.0		10,170.8		10,309.4
Dividends paid per common share	\$ 0.30	\$	0.24	s	0.15	\$	0.15	\$	0.15	\$	0.15	\$	0.12
Performance ratios													
Return on average assets	1.24 %		1.19%		1.23 %		1.26%		1.24%		1.23 %		1.17%
Return on average common shareholders' equity	11.52		10.80		11.62		11.42		11.57		10.99		10.75
Return on average shareholders' equity	11.07		10.41		11.00		11.14		10.95		10.74		10.26
Return on average tangible common shareholders' equity(1)	16.13		15.21		16.24		16.01		16.29		15.48		15.15
Return on average tangible shareholders' equity(1)	14.99		14.16		14.88		15.10		14.90		14.61		13.95
Efficiency ratio	57.48		59.33		57.48		57.48		57.65		57.27		58.65
At period end													
Book value per share of common stock	\$ 26.41	\$	24.07	s	26.41	\$	25.57	\$	25.13	\$	24.33	\$	24.07
Tangible book value per share of common stock(1)	18.92		17.07		18.92		18.26		17.91		17.23		17.07
Market capitalization	270,935		282,259		270,935		263,992		238,251		290,424		282,259
Number of financial centers - U.S.	4,349		4,433		4,349		4,353		4,341		4,385		4,433
Number of branded ATMs - U.S.	16,561		16,050		16,561		16,378		16,255		16,089		16,050
Headcount	208,984		207,992		208,984		205,292		204,489		204,681		207,992

<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 page 36.)

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

(In a william a support of the state of the							
(In millions, except per share information)	Six Months	Ended June 30	Second	First	Fourth	Third	Second
	2019	2018	Quarter 2019	Quarter 2019	Quarter 2018	Quarter 2018	Quarter 2018
Net interest income							
Interest income	\$ 36,394	\$ 31,968	\$ 18,224	\$ 18,170	\$ 17,836	\$ 16,965	\$ 16,369
Interest expense	11,830	8,371	6,035	5,795	5,332	4,904	4,541
Net interest income	24,564	23,597	12,189	12,375	12,504	12,061	11,828
Noninterest income							
Fees and commissions	16,028	16,657	8,190	7,838	8,345	8,076	8,317
Trading account income	4,683	4,704	2,345	2,338	1,448	1,717	2,151
Other income	813	661	360	453	380	870	253
Total noninterest income	21,524	22,022	10,895	10,629	10,173	10,663	10,721
Total revenue, net of interest expense	46,088	45,619	23,084	23,004	22,677	22,724	22,549
Provision for credit losses	1,870	1,661	857	1,013	905	716	827
Noninterest expense							
Compensation and benefits	16,221	16,424	7,972	8,249	7,735	7,721	7,944
Occupancy and equipment	3,245	3,198	1,640	1,605	1,593	1,589	1,591
Information processing and communications	2,321	2,286	1,157	1,164	1,156	1,113	1,121
Product delivery and transaction related	1,371	1,462	709	662	708	687	706
Marketing	970	740	528	442	513	421	395
Professional fees	769	780	409	360	480	439	399
Other general operating	1,595	2,176	853	742	889	1,044	1,068
Total noninterest expense	26,492	27,066	13,268	13,224	13,074	13,014	13,224
Income before income taxes	17,726	16,892	8,959	8,767	8,698	8,994	8,498
Income tax expense	3,067	3,190	1,611	1,456	1,420	1,827	1,714
Net income	\$ 14,659	\$ 13,702	\$ 7,348	\$ 7,311	\$ 7,278	\$ 7,167	\$ 6,784
Preferred stock dividends	681	746	239	442	239	466	318
Net income applicable to common shareholders	\$ 13,978	\$ 12,956	\$ 7,109	\$ 6,869	\$ 7,039	\$ 6,701	\$ 6,466
Per common share information							
Earnings	\$ 1.45	\$ 1.26	\$ 0.75	\$ 0.71	\$ 0.71	\$ 0.67	\$ 0.64
Diluted earnings	1.45	1.25	0.74	0.70	0.70	0.66	0.63
Average common shares issued and outstanding	9,624.0	10,251.7	9,523.2	9,725.9	9,855.8	10,031.6	10,181.7
Average diluted common shares issued and outstanding	9,672.4	10,389.9	9,559.6	9,787.3	9,996.0	10,170.8	10,309.4

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

(Dollars in millions)							
	Six Months	Ended June 30	Second Quarter	First Quarter	Fourth Quarter	Third Quarter	Second Quarter
	2019	2018	2019	2019	2018	2018	2018
Net income	\$ 14,659	\$ 13,702	\$ 7,348	\$ 7,311	\$ 7,278	\$ 7,167	\$ 6,784
Other comprehensive income (loss), net-of-tax:							
Net change in debt securities	4,693	(4,994)	2,384	2,309	2,213	(1,172)	(1,031)
Net change in debit valuation adjustments	(501)	452	(138)	(363)	566	(269)	179
Net change in derivatives	533	(367)	304	229	293	21	(92)
Employee benefit plan adjustments	57	60	29	28	(496)	31	30
Net change in foreign currency translation adjustments	(48)	(189)	(14)	(34)	49	(114)	(141)
Other comprehensive income (loss)	4,734	(5,038)	2,565	2,169	2,625	(1,503)	(1,055)
Comprehensive income	\$ 19,393	\$ 8,664	\$ 9,913	\$ 9,480	\$ 9,903	\$ 5,664	\$ 5,729

#### **Net Interest Income and Noninterest Income**

(Dollars in millions)	Six Months	Ended June 30	Second	First	Fourth	Third	Second
	2019	2018	Quarter 2019	Quarter 2019	Quarter 2018	Quarter 2018	Quarter 2018
Net interest income	2019	2016	2019	2019	2018	2018	2016
Interest income	0 21 025	0 10.004	0 10 042	6 10.005	0 10716	0 10 401	6 10.071
Loans and leases	\$ 21,827	\$ 19,694	\$ 10,942	\$ 10,885	\$ 10,716	\$ 10,401	\$ 10,071
Debt securities	6,136	5,660	3,017	3,119	3,078	2,986	2,856
Federal funds sold and securities borrowed or purchased under agreements to resell	2,504	1,331	1,309	1,195	1,046	799	709
Trading account assets	2,643	2,334	1,321	1,322	1,305	1,172	1,198
Other interest income	3,284	2,949	1,635	1,649	1,691	1,607	1,535
Total interest income	36,394	31,968	18,224	18,170	17,836	16,965	16,369
Interest expense							
Deposits	3,760	1,703	1,965	1,795	1,562	1,230	943
Short-term borrowings	3,849	2,597	1,997	1,852	1,716	1,526	1,462
Trading account liabilities	664	705	319	345	318	335	348
Long-term debt	3,557	3,366	1,754	1,803	1,736	1,813	1,788
Total interest expense	11,830	8,371	6,035	5,795	5,332	4,904	4,541
Net interest income	\$ 24,564	\$ 23,597	\$ 12,189	\$ 12,375	\$ 12,504	\$ 12,061	\$ 11,828
Noninterest income							
Fees and commissions							
Card income							
Interchange fees(1)	\$ 1,864	\$ 1,925	\$ 968	\$ 896	\$ 1,016	\$ 925	\$ 1,011
Other card income	957	960	478	479	506	492	472
Total card income	2,821	2,885	1,446	1,375	1,522	1,417	1,483
Service charges							
Deposit-related fees	3,218	3,326	1,638	1,580	1,659	1,682	1,680
Lending-related fees	524	549	265	259	272	279	274
Total service charges	3,742	3,875	1,903	1,839	1,931	1,961	1,954
Investment and brokerage services							
Asset management fees	4,994	5,077	2,554	2,440	2,536	2,576	2,513
Brokerage fees	1,836	2,045	916	920	1,008	918	945
Total investment and brokerage services	6,830	7,122	3,470	3,360	3,544	3,494	3,458
Investment banking fees							
Underwriting income	1,458	1,460	792	666	562	701	719
Syndication fees	546	716	291	255	389	241	400
Financial advisory services	631	599	288	343	397	262	303
Total investment banking fees	2,635	2,775	1,371	1,264	1,348	1,204	1,422
Total fees and commissions	16,028	16,657	8,190	7,838	8,345	8,076	8,317
Trading account income	4,683	4,704	2,345	2,338	1,448	1,717	2,151
Other income	813	661	360	453	380	870	253
Total noninterest income	\$ 21,524	\$ 22,022	\$ 10,895	\$ 10,629	\$ 10,173	\$ 10,663	\$ 10,721

<sup>(1)</sup> Gross interchange fees were \$4.8 billion and \$4.6 billion and are presented net of \$3.0 billion and \$2.7 billion of expenses for rewards and partner payments for theix months ended June 30, 2019 and 2018 respectively. Gross interchange fees were \$2.5 billion, \$2.3 billion, \$2.3 billion, \$2.4 billion and \$2.4 billion and are presented net of \$1.6 billion, \$1.5 billion, \$1.5 billion, \$1.5 billion and \$1.4 billion of expenses for rewards and partner payments for the second and first quarters \$\alpha 019\$ and the fourth, third and second quarters of 2018, respectively.

#### **Consolidated Balance Sheet**

Consolidated Dalance Sheet			
(Dollars in millions)	June 30	March 31	June 30
	2019	2019	2018
Assets			
Cash and due from banks	\$ 29,409	\$ 28,083	\$ 29,365
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks  Coch and each equivalents	141,985 171,394	143,540 171,623	141,834 171,199
Cash and cash equivalents  Time denotits alread and other short term investments	8,692	9,480	
Time deposits placed and other short-term investments  Federal funds sold and securities borrowed or purchased under agreements to resell	248,077	267,017	8,212 226,486
Trading account assets	251,987	239,062	203,420
Derivative assets	44,912	42,391	45,210
Debt securities:	44,712	42,371	43,210
Carried at fair value	246,094	241,956	275,256
Held-to-maturity, at cost	199,981	198,718	163,013
Total debt securities	446,075	440,674	438,269
Loans and leases	963,800	945,615	935,824
Allowance for loan and lease losses	(9,527)	(9,577)	(10,050)
Loans and leases, net of allowance	954,273	936,038	925,774
Premises and equipment, net	10,426	10,251	9,537
Goodwill	68,951	68,951	68,951
Loans held-for-sale	5,416	6,297	6,511
Customer and other receivables	53,329	53,496	57,813
Other assets	132,360	131,884	130,288
Total assets	\$ 2,395,892	\$ 2,377,164	\$ 2,291,670
Liabilities			
Deposits in U.S. offices:			
Noninterest-bearing	\$ 393,567	\$ 395,350	\$ 420,995
Interest-bearing	900,434	907,076	811,193
Deposits in non-U.S. offices:		40.000	
Noninterest-bearing	12,864	12,066	14,247
Interest-bearing Table 1.	68,228	64,845	63,256
Total deposits	1,375,093 194,948	1,379,337	1,309,691
Federal funds purchased and securities loaned or sold under agreements to repurchase  Trading account liabilities	82,150	188,451 84,410	177,903 87,028
Derivative liabilities	38,380	36,338	33,605
Short-term borrowings	27,244	14,008	40,622
Accrued expenses and other liabilities	168,658	173,681	151,949
Long-term debt	238,011	233,929	226,656
Total liabilities	2,124,484	2.110.154	2,027,454
Shareholders' equity			
	24,689	22,326	23,181
Preferred stock, \$0.01 par value; authorized <b>-100,000,000</b> shares; issued and outstanding <b>-3,939,040</b> , 3,843,140 and 3,872,702 shares  Common stock and additional paid-in capital, \$0.01 par value; authorized <b>-12,800,000,000</b> shares; issued and outstanding <b>-9,342,601,750</b> , 9,568,389,268 and	24,089	22,320	23,161
10,012,719,225 shares	106,619	112,838	128,822
Retained earnings	147,577	141,888	125,546
Accumulated other comprehensive income (loss)	(7,477)	(10,042)	(13,333)
Total shareholders' equity	271,408	267,010	264,216
Total liabilities and shareholders' equity	\$ 2,395,892	\$ 2,377,164	\$ 2,291,670
Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)			
Trading account assets	\$ 5,469	\$ 5,453	\$ 5,692
Loans and leases	40,676	41,528	45,483
Allowance for loan and lease losses	(882)	(884)	(959)
Loans and leases, net of allowance	39,794	40,644	44,524
All other assets	342	332	399
Total assets of consolidated variable interest entities	\$ 45,605	\$ 46,429	\$ 50,615
Liabilities of consolidated variable interest entities included in total liabilities above			
Short-term borrowings	\$ 1,845	\$ 1,547	\$ 396
Long-term debt	7,133	8,182	9,865
All other liabilities	£ 0.005	25	39
Total liabilities of consolidated variable interest entities	\$ 9,005	\$ 9,754	\$ 10,300

#### **Capital Management**

(Dollars in millions)			ne 30		March 31	June 30
	<del>-</del>	2	019	_	2019	 2018
Risk-based capital metrics(1):						
Standardized Approach						
Common equity tier 1 capital	\$	\$	171,498	\$	169,243	\$ 164,872
Tier 1 capital			195,539		190,963	187,506
Total capital			229,000		223,745	220,230
Risk-weighted assets			1,466,458		1,454,657	1,443,654
Common equity tier 1 capital ratio			11.7%		11.6%	11.4
Tier 1 capital ratio			13.3		13.1	13.0
Total capital ratio			15.6		15.4	15.3
Advanced Approaches						
Common equity tier 1 capital	\$	\$	171,498	\$	169,243	\$ 164,872
Tier 1 capital			195,539		190,963	187,506
Total capital			220,936		215,634	211,973
Risk-weighted assets			1,431,201		1,422,631	1,436,949
Common equity tier 1 capital ratio			12.0%		11.9%	11.5
Tier 1 capital ratio			13.7		13.4	13.0
Total capital ratio			15.4		15.2	14.8
Leverage-based metrics(1)						
Adjusted average assets	S	<b>S</b>	2,322,381	\$	2,283,978	\$ 2,244,553
Tier 1 leverage ratio			8.4%		8.4%	8.4
Supplementary leverage exposure	9	<b>S</b> :	2,872,354	\$	2,822,231	\$ 2,803,331
Supplementary leverage ratio			6.8%		6.8%	6.7
rangible equity ratio <sup>(2)</sup>			8.7		8.5	8.7
Tangible common equity ratio(2)			7.6		7.6	7.7

<sup>(1)</sup> Regulatory capital ratios at June 30, 2019 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.
(2) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of 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 - Reconciliations - Reconciliations of GAAP Financial Measures on page 36.)

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

(Dollars in millions)

	s	econd Quarter 2019			First Quarter 2019		Second Quarter 2018				
	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	<b>\$</b> 122,395	\$ 495	1.62 %	\$ 134,962	\$ 506	1.52%	\$ 144,983	\$ 487	1.35%		
Time deposits placed and other short-term investments	9,798	61	2.51	8,453	59	2.82	10,015	48	1.91		
Federal funds sold and securities borrowed or purchased under agreements to resell	281,085	1,309	1.87	274,308	1,195	1.77	251,880	709	1.13		
Trading account assets	146,865	1,337	3.65	140,228	1,341	3.87	132,799	1,232	3.72		
Debt securities	446,447	3,047	2.72	441,680	3,148	2.83	429,191	2,885	2.64		
Loans and leases (1):											
Residential mortgage	215,822	1,899	3.52	210,174	1,862	3.55	206,083	1,798	3.49		
Home equity	45,944	587	5.12	47,690	593	5.03	54,863	640	4.68		
U.S. credit card	93,627	2,511	10.76	95,008	2,530	10.80	93,531	2,298	9.86		
Direct/Indirect and other consumer	90,453	830	3.68	90,430	821	3.69	93,620	766	3.28		
Total consumer	445,846	5,827	5.24	443,302	5,806	5.29	448,097	5,502	4.92		
U.S. commercial	318,243	3,382	4.26	316,089	3,349	4.29	305,372	2,983	3.92		
Non-U.S. commercial	103,844	894	3.45	101,996	886	3.52	99,255	816	3.30		
Commercial real estate	61,778	720	4.67	60,859	702	4.68	60,653	646	4.27		
Commercial lease financing	20,814	172	3.32	21,774	196	3.60	21,441	168	3.14		
Total commercial	504,679	5,168	4.11	500,718	5,133	4.15	486,721	4,613	3.80		
Total loans and leases	950,525	10,995	4.64	944,020	10,939	4.69	934,818	10,115	4.34		
Other earning assets	66,607	1,129	6.79	67,667	1,135	6.80	78,244	1,047	5.36		
Total earning assets <sup>(2)</sup>	2,023,722	18,373	3.64	2,011,318	18,323	3.68	1,981,930	16,523	3.34		
Cash and due from banks	25,951			25,824			25,329				
Other assets, less allowance for loan and lease losses	349,378			323,850			315,419				
Total assets	\$ 2,399,051	·		\$ 2,360,992	·		\$ 2,322,678				

<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.
(2) 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 201	9	First Quarter 2019		Second Qua	rter 2018	
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	s	18	\$	11		s —	
Federal funds sold and securities borrowed or purchased under agreements to resell		(63)		(74)		(39)	
Debt securities		1		(1)		_	
U.S. commercial loans and leases		(9)		(9)		(10)	_
Net hedge expense on assets	s	(53)	 \$	(73)		\$ (49)	

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

(Dollars in millions)

	Se	cond (	Quarter 2019		First Quarter 2019				Second Quarter 2018					
	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	\$ 52,987	\$	2	0.01 %	\$	53,573	\$	1	0.01%	\$	55,734	\$	2	0.01 %
NOW and money market deposit accounts	737,095		1,228	0.67		731,025		1,157	0.64		664,002		536	0.32
Consumer CDs and IRAs	45,375		105	0.93		41,791		74	0.72		39,953		36	0.36
Negotiable CDs, public funds and other deposits	69,966		408	2.35	_	65,974		367	2.25		44,539		197	1.78
Total U.S. interest-bearing deposits	905,423		1,743	0.77		892,363		1,599	0.73		804,228		771	0.38
Non-U.S. interest-bearing deposits:														
Banks located in non-U.S. countries	2,033		5	0.96		2,387		6	1.02		2,329		11	1.89
Governments and official institutions	179		_	0.05		178		_	0.11		1,113		_	0.01
Time, savings and other	 68,706		217	1.26		64,212		190	1.20		65,326		161	0.99
Total non-U.S. interest-bearing deposits	70,918		222	1.25		66,777		196	1.19		68,768		172	1.00
Total interest-bearing deposits	976,341		1,965	0.81		959,140		1,795	0.76		872,996		943	0.43
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	278,198		1,997	2.89		265,163		1,852	2.83		272,777		1,462	2.15
Trading account liabilities	47,022		319	2.72		45,593		345	3.07		52,228		348	2.67
Long-term debt	201,007		1,754	3.49		196,726		1,803	3.69		199,448		1,788	3.59
Total interest-bearing liabilities (1)	1,502,568		6,035	1.61		1,466,622		5,795	1.60		1,397,449		4,541	1.30
Noninterest-bearing sources:														
Noninterest-bearing deposits	399,109					400,724					427,663			
Other liabilities <sup>(2)</sup>	229,399					227,429					232,385			
Shareholders' equity	267,975					266,217					265,181			
Total liabilities and shareholders' equity	\$ 2,399,051				\$	2,360,992				\$	2,322,678			
Net interest spread				2.03 %					2.08%					2.04%
Impact of noninterest-bearing sources				0.41					0.43					0.37
Net interest income/yield on earning assets <sup>(3)</sup>		\$	12,338	2.44 %			\$	12,528	2.51%			\$	11,982	2.41%

<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	9	First Quar	ter 2019	Second Quarter 2018	
NOW and money market deposit accounts	s	_		s –	\$ (1)	
Consumer CDs and IRAs		5		5	6	
Negotiable CDs, public funds and other deposits		3		3	4	
Banks located in non-U.S. countries		4		4	4	
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities		5		5	30	
Long-term debt		(8)		33	(10)	
Net hedge expense on liabilities	s	9		\$ 50	\$ 33	

<sup>(2)</sup> Includes \$35.0 billion, \$31.4 billion and \$29.7 billion of structured notes and liabilities for the second and first quarters of 2019 and the second quarter of 2018,

respectively.

(3) Net interest income includes FTE adjustments of \$149 million, \$153 million and \$154 million for the second and first quarters of 2019 and the second quarter of 2018, respectively.

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

(Dollars in millions)

(Donas in ininions)			Six Months E	nded June 30			
		2019					
	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	\$ 128,644	\$ 1,001	1.57 %	\$ 142,628	\$ 909	1.29%	
Time deposits placed and other short-term investments	9,129	120	2.65	10,398	109	2.12	
Federal funds sold and securities borrowed or purchased under agreements to resell	277,715	2,504	1.82	250,110	1,331	1.07	
Trading account assets	143,565	2,678	3.76	131,966	2,379	3.63	
Debt securities	444,077	6,195	2.78	431,133	5,715	2.61	
Loans and leases (1):							
Residential mortgage	213,014	3,761	3.53	205,460	3,580	3.49	
Home equity	46,812	1,180	5.07	55,902	1,283	4.62	
U.S. credit card	94,313	5,041	10.78	93,975	4,611	9.89	
Direct/Indirect and other consumer	90,442	1,651	3.68	94,451	1,494	3.19	
Total consumer	444,581	11,633	5.26	449,788	10,968	4.90	
U.S. commercial	317,173	6,731	4.28	302,626	5,700	3.80	
Non-U.S. commercial	102,925	1,780	3.49	99,379	1,554	3.15	
Commercial real estate	61,321	1,422	4.68	59,946	1,233	4.15	
Commercial lease financing	21,291	368	3.46	21,636	343	3.17	
Total commercial	502,710	10,301	4.13	483,587	8,830	3.68	
Total loans and leases	947,291	21,934	4.66	933,375	19,798	4.27	
Other earning assets	67,134	2,264	6.79	81,277	2,031	5.03	
Total earning assets <sup>(2)</sup>	2,017,555	36,696	3.66	1,980,887	32,272	3.28	
Cash and due from banks	25,888			25,800			
Other assets, less allowance for loan and lease losses	336,684			317,582			
Total assets	\$ 2,380,127			\$ 2,324,269			

<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.
(2) 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 Ended June 30, 2019	Six Months Ended June 30, 2018
Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks	\$ 29	s —
Federal funds sold and securities borrowed or purchased under agreements to resell	(137)	(34)
Debt securities	_	(3)
U.S. commercial loans and leases	(18)	(19)
Net hedge expense on assets	\$ (126)	\$ (56)

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

(Dollars in millions)

						2018							
	Average Balance		Yield/ Rate		Average Balance			Yield/ Rate					
Interest-bearing liabilities													
U.S. interest-bearing deposits:													
Savings	\$ 53,278	\$ 3	0.01 %	\$	55,243	s	3	0.01 %					
NOW and money market deposit accounts	734,077	2,385	0.66		661,531		942	0.29					
Consumer CDs and IRAs	43,593	179	0.83		40,629		69	0.34					
Negotiable CDs, public funds and other deposits	67,981	775	2.30		42,600		354	1.68					
Total U.S. interest-bearing deposits	898,929	3,342	0.75		800,003		1,368	0.34					
Non-U.S. interest-bearing deposits:													
Banks located in non-U.S. countries	2,209	11	0.99		2,287		20	1.79					
Governments and official institutions	178	_	0.08		1,133		_	0.01					
Time, savings and other	66,472	407	1.23		66,325		315	0.95					
Total non-U.S. interest-bearing deposits	68,859	418	1.22		69,745		335	0.97					
Total interest-bearing deposits	967,788	3,760	0.78		869,748		1,703	0.39					
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	271,716	3,849	2.86		276,269		2,597	1.90					
Trading account liabilities	46,312	664	2.89		53,787		705	2.64					
Long-term debt	198,878	3,557	3.59		198,622		3,366	3.40					
Total interest-bearing liabilities (1)	1,484,694	11,830	1.61		1,398,426		8,371	1.21					
Noninterest-bearing sources:				-									
Noninterest-bearing deposits	399,912				429,225								
Other liabilities (2)	228,420				231,288								
Shareholders' equity	267,101				265,330								
Total liabilities and shareholders' equity	\$ 2,380,127			\$	2,324,269								
Net interest spread			2.05%	_				2.07%					
Impact of noninterest-bearing sources			0.43					0.35					
Net interest income/yield on earning assets(3)		\$ 24,866	2.48 %			s	23,901	2.42%					

<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, 2019	Six Months Ended June 30, 2018
NOW and money market deposit accounts	s –	\$ (1)
Consumer CDs and IRAs	10	11
Negotiable CDs, public funds and other deposits	6	7
Banks located in non-U.S. countries	8	9
Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities	10	59
Long-term debt	25	(256)
Net hedge (income) expense on liabilities	\$ 59	\$ (171)

 <sup>(2)</sup> Includes \$33.2 billion and \$30.8 billion of structured notes and liabilities for thesix months ended June 30, 2019 and 2018.
 (3) Net interest income includes FTE adjustments of \$302 million and \$304 million for the six months ended June 30, 2019 and 2018.

#### **Debt Securities**

(Dollars in millions) June 30, 2019 Gross Gross Amortized Unrealized Unrealized Cost Gains Losses Value Available-for-sale debt securities Mortgage-backed securities: 125,792 125,569 Agency \$ 576 (799) Agency-collateralized mortgage obligations 5,157 (27) 5,210 Commercial 14,313 228 (16) 14,525 Non-agency residential 1,789 242 (9) 2,022 Total mortgage-backed securities 147,051 1,126 (851) 147,326 U.S. Treasury and agency securities 56,157 908 (246) 56,819 Non-U.S. securities 11,178 8 (1) 11.185 Other taxable securities, substantially all asset-backed securities 3,622 73 3,695 Total taxable securities 218,008 2,115 (1,098) 219,025 16,954 Tax-exempt securities 16,799 189 (34) Total available-for-sale debt securities 234,807 2,304 (1,132) 235,979 10,115 9,941 196 (22) (1,154) Total debt securities carried at fair value 246,094 244,748 2,500 Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities 199,981 3,339 (836) 202,484 Total debt securities 444,729 5,839 (1,990) 448,578 March 31, 2019 Available-for-sale debt securities Mortgage-backed securities: 117,165 \$ 118,899 217 \$ (1,951)Agency-collateralized mortgage obligations 5,411 35 (67) 5,379 Commercial 14,489 48 (168) 14,369 2,015 Non-agency residential 1,772 251 (8) Total mortgage-backed securities 140,571 551 (2,194) 138,928 U.S. Treasury and agency securities 61,461 261 (698) 61,024 Non-U.S. securities 10,759 5 10,762 (2) Other taxable securities, substantially all asset-backed securities 3,375 59 (1) 3,433 Total taxable securities 214,147 216,166 876 (2,895) 148 (42) 17,360 17,466 Tax-exempt securities (2,937) Total available-for-sale debt securities 233,526 1,024 231,613 Other debt securities carried at fair value 10,152 211 (20) 10,343 Total debt securities carried at fair value 243,678 1,235 (2,957) 241,956

#### Other Debt Securities Carried at Fair Value

Total debt securities

(Dollars in millions)	June 30 2019		March 31 2019			
Mortgage-backed securities	\$	,598	\$ 2,651			
Non-U.S. securities (1)	:	,514	7,689			
Other taxable securities, substantially all asset-backed securities		3	3			
Total	\$ 10	,115	\$ 10,343			

198,718

442,396

1,949

3,184

(2,137)

(5,094)

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

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

198,530

440,486

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

#### Supplemental Financial Data

(Dollars in millions)

	Six Mon Ju	ths End	ded		Second	First	Fourth	Third	Second
	2019		2018		Quarter 2019	 Quarter 2019	 Quarter 2018	 Quarter 2018	 Quarter 2018
Fully taxable-equivalent (FTE) basis data <sup>(1)</sup>									
Net interest income	\$ 24,866	\$	23,901	s	12,338	\$ 12,528	\$ 12,659	\$ 12,212	\$ 11,982
Total revenue, net of interest expense	46,390		45,923		23,233	23,157	22,832	22,875	22,703
Net interest yield	2.48 %		2.42%		2.44%	2.51%	2.52%	2.45%	2.41 %
Efficiency ratio	57.11		58.94		57.11	57.10	57.26	56.89	58.25

<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. Net interest income includes FTE adjustments of \$302 million and \$304 million for the six months ended June 30, 2019 and 2018, and \$149 million and \$153 million for the second and first quarters of 2019, and \$155 million and \$154 million for the fourth, third and second quarters of 2018, respectively.

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	arter 20	119				
	Total Corporation		Consumer Banking		GWIM	Glo	bal Banking	Glo	bal Markets		All Other
Net interest income	\$ 12,338	s	7,116	s	1,624	\$	2,709	s	811	\$	78
Noninterest income											
Fees and commissions:											
Card income	1,446		1,268		22		134		23		(1)
Service charges	1,903		1,045		15		749		87		7
Investment and brokerage services	3,470		75		2,963		7		433		(8)
Investment banking fees	1,371		_		127		717		584		(57)
Total fees and commissions	8,190	_	2,388		3,127		1,607		1,127		(59)
Trading account income	2,345		2		30		56		1,961		296
Other income (loss)	360		211		119		603		246		(819)
Total noninterest income (loss)	10,895		2,601		3,276		2,266		3,334		(582)
Total revenue, net of interest expense	23,233		9,717		4,900		4,975		4,145		(504)
Provision for credit losses	857		947		21		125		5		(241)
Noninterest expense	13,268		4,407		3,458		2,212		2,677		514
Income (loss) before income taxes	9,108		4,363		1,421		2,638		1,463		(777)
Income tax expense (benefit)	1,760		1,069		348		712		417		(786)
Net income	\$ 7,348	\$	3,294	s	1,073	\$	1,926	s	1,046	\$	9
		_	-		•	_			·	_	
Average											
Total loans and leases	\$ 950,525	s	296,388	s	166,324	\$	372,531	s	70,587	\$	44,695
Total assets (1)	2,399,051		779,384		289,819		442,591		685,411		201,846
Total deposits	1,375,450		707,028		253,925		362,619		31,128		20,750
Quarter end	,,,,,,		,.				,				.,
Total loans and leases	\$ 963,800	s	300,412	s	168,993	\$	376,948	s	74,136	\$	43,311
Total assets (1)	2,395,892	-	786,963		287,878		440,352		674,985		205,714
Total deposits	1,375,093		714,223		251,818		358,902		29,961		20,189
	-,-,-,	J	7-1,		,		,		,		,
					First Quar	ter 201	9				
	Total Corporation		Consumer Banking		GWIM	Glo	obal Banking	Gle	obal Markets		All Other
Net interest income	\$ 12,528	\$	7,106	\$	1,684	\$	2,790	\$	953	\$	(5)
Noninterest income	, , ,		.,		,,,,		,			•	
Fees and commissions:											
Card income	1,375		1,197		26		131		20		1
Service charges	1,839		1,020		18		713		82		6
Investment and brokerage services	3,360		73		2,842		9		444		(8)
Investment banking fees	1,264		_		80		709		537		(62)
Total fees and commissions	7,838	_	2,290		2,966		1,562	_	1,083		(63)
Trading account income	2,338		2,230		34		50		2,082		170
Other income (loss)	453		234		136		753		63		(733)
Total noninterest income (loss)	10,629	-	2,526		3,136		2,365	_	3,228		(626)
Total revenue, net of interest expense			2,320				5,155	_	4,181		(631)
Provision for credit losses	23 157		9.632				5,155		(23)		(54)
1 Tovision for creat tosses	23,157		9,632		4,820		111				
Nonintaract avnanca	1,013		974		5		111				
Noninterest expense  Income (loss) before income taxes	1,013 13,224	_	974 4,356		5 3,428	_	2,266		2,755		419
Income (loss) before income taxes	1,013 13,224 8,920		974 4,356 4,302		5 3,428 1,387		2,266 2,778		2,755 1,449		(996)
Income (loss) before income taxes  Income tax expense (benefit)	1,013 13,224 8,920 1,609		974 4,356 4,302 1,054		5 3,428 1,387 340		2,266 2,778 750	_	2,755 1,449 413	_	(996) (948)
Income (loss) before income taxes	1,013 13,224 8,920	\$	974 4,356 4,302	\$	5 3,428 1,387	\$	2,266 2,778	\$	2,755 1,449	\$	(996)
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)	1,013 13,224 8,920 1,609	<u>s</u>	974 4,356 4,302 1,054	\$	5 3,428 1,387 340	\$	2,266 2,778 750	\$	2,755 1,449 413	\$	(996) (948)
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average	1,013 13,224 8,920 1,609 \$ 7,311		974 4,356 4,302 1,054 3,248		5 3,428 1,387 340 1,047		2,266 2,778 750 2,028		2,755 1,449 413 1,036		(996) (948) (48)
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases	1,013 13,224 8,920 1,609 \$ 7,311	<u>s</u>	974 4,356 4,302 1,054 3,248	\$	5 3,428 1,387 340 1,047	\$	2,266 2,778 750 2,028	\$	2,755 1,449 413 1,036	\$	(996) (948) (48) 47,160
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)	1,013 13,224 8,920 1,609 \$ 7,311  \$ 944,020 2,360,992		974 4,356 4,302 1,054 3,248 292,269 769,262		5 3,428 1,387 340 1,047		2,266 2,778 750 2,028 370,108 434,920		2,755 1,449 413 1,036 70,080 664,052		(996) (948) (48) 47,160 195,635
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits	1,013 13,224 8,920 1,609 \$ 7,311		974 4,356 4,302 1,054 3,248		5 3,428 1,387 340 1,047		2,266 2,778 750 2,028		2,755 1,449 413 1,036		(996) (948) (48) 47,160
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits  Quarter end	1,013 13,224 8,920 1,609 \$ 7,311  \$ 944,020 2,360,992 1,359,864	s	974 4,356 4,302 1,054 3,248 292,269 769,262 696,939	\$	5 3,428 1,387 340 1,047 164,403 297,123 261,831	\$	2,266 2,778 750 2,028 370,108 434,920 349,037	\$	2,755 1,449 413 1,036 70,080 664,052 31,366	\$	(996) (948) (48) 47,160 195,635 20,691
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits  Quarter end  Total loans and leases	1,013 13,224 8,920 1,609 \$ 7,311  \$ 944,020 2,360,992 1,359,864 \$ 945,615		974 4,356 4,302 1,054 3,248 292,269 769,262 696,939 292,454		5 3,428 1,387 340 1,047 164,403 297,123 261,831		2,266 2,778 750 2,028 370,108 434,920 349,037 373,017		2,755 1,449 413 1,036 70,080 664,052 31,366 70,052		(996) (948) (48) 47,160 195,635 20,691 45,609
Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits  Quarter end	1,013 13,224 8,920 1,609 \$ 7,311  \$ 944,020 2,360,992 1,359,864	s	974 4,356 4,302 1,054 3,248 292,269 769,262 696,939	\$	5 3,428 1,387 340 1,047 164,403 297,123 261,831	\$	2,266 2,778 750 2,028 370,108 434,920 349,037	\$	2,755 1,449 413 1,036 70,080 664,052 31,366	\$	(996) (948) (48) 47,160 195,635 20,691

Second Quarter 2019

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

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 (continued)

(Dollars in millions)

	(	Total Corporation		onsumer Banking	GWIM	Glo	bal Banking	Gle	obal Markets		All Other
Net interest income	\$	11,982	\$	6,593	\$ 1,538	\$	2,739	\$	968	\$	144
Noninterest income											
Fees and commissions:											
Card income		1,483		1,292	38		130		23		_
Service charges		1,954		1,072	17		768		90		7
Investment and brokerage services		3,458		80	2,937		18		430		(7)
Investment banking fees		1,422		_	 72		743		651		(44)
Total fees and commissions		8,317		2,444	3,064		1,659		1,194		(44)
Trading account income		2,151		2	28		64		2,020		37
Other income (loss)		253		194	112		552		69		(674)
Total noninterest income (loss)		10,721		2,640	 3,204		2,275		3,283		(681)
Total revenue, net of interest expense		22,703		9,233	4,742		5,014		4,251		(537)
Provision for credit losses		827		944	12		(23)		(1)		(105)
Noninterest expense		13,224		4,367	3,427		2,185		2,726		519
Income (loss) before income taxes		8,652		3,922	1,303		2,852		1,526		(951)
Income tax expense (benefit)		1,868		1,000	332		741		397		(602)
Net income (loss)	\$	6,784	\$	2,922	\$ 971	\$	2,111	\$	1,129	\$	(349)
Average											
Total loans and leases	\$	934,818	s	280,689	\$ 160,833	\$	355,088	\$	75,053	\$	63,155
Total assets (1)	Ψ.	2,322,678		759,982	272,318	<b>.</b>	424,540		678,501	<b>.</b>	187,337
Total deposits		1,300,659		687,812	236,214		323,215		30,736		22,682
Quarter end		,,		,2	,		,		,		,
Total loans and leases	\$	935,824	\$	283,565	\$ 162,034	\$	355,473	\$	73,496	\$	61,256
Total assets (1)		2,291,670		768,188	270,915		426,448		637,110		189,009
Total deposits		1,309,691		695,530	233,925		326,029		31,450		22,757

<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)

					Six	Months Ende	d June :	30, 2019				
	Co	Total orporation		Consumer Banking		GWIM	Glob	oal Banking	Glo	bal Markets		All Other
Net interest income	\$	24,866	\$	14,222	s	3,308	\$	5,499	s	1,764	\$	73
Noninterest income												
Fees and commissions:												
Card income		2,821		2,465		48		265		43		_
Service charges		3,742		2,065		33		1,462		169		13
Investment and brokerage services		6,830		148		5,805		16		877		(16)
Investment banking fees		2,635				207		1,426		1,121		(119)
Total fees and commissions		16,028		4,678		6,093		3,169		2,210		(122)
Trading account income		4,683		4		64		106		4,043		466
Other income (loss)		813		445		255		1,356		309		(1,552)
Total noninterest income (loss)		21,524		5,127		6,412		4,631		6,562		(1,208)
Total revenue, net of interest expense		46,390		19,349		9,720		10,130		8,326		(1,135)
Provision for credit losses		1,870		1,921		26		236		(18)		(295)
Noninterest expense		26,492		8,763		6,886		4,478		5,432		933
Income (loss) before income taxes		18,028		8,665		2,808		5,416		2,912		(1,773)
Income tax expense (benefit)		3,369		2,123		688		1,462		830		(1,734)
Net income (loss)	\$	14,659	\$	6,542	s	2,120	\$	3,954	s	2,082	\$	(39)
Average												
Total loans and leases	s	947,291	\$	294,340	\$	165,369	\$	371,326	s	70,335	\$	45,921
Total assets (1)		2,380,127		774,351		293,451		435,803		674,790		201,732
Total deposits		1,367,700		702,011		257,856		355,866		31,246		20,721
Period end		-,,		,		20.,000		,				
Total loans and leases	s	963,800	s	300,412	s	168,993	\$	376,948	s	74,136	\$	43,311
Total assets (1)		2,395,892		786,963		287,878		440,352		674,985	_	205,714
Total deposits		1,375,093		714,223		251,818		358,902		29,961		20,189
		,,	ı	, , -		- /		,		.,.		.,
		m . 1			Si	x Months Ended	d June 3	0, 2018				
	Co	Total orporation		Consumer Banking	Siz	x Months Ended		0, 2018 bal Banking	Gle	obal Markets		All Other
Net interest income	* Co				Si:			-	Glo	obal Markets	\$	
Net interest income Noninterest income		orporation		Banking		GWIM	Glo	bal Banking			\$	Other
		orporation		Banking		GWIM	Glo	bal Banking			\$	Other
Noninterest income		orporation		Banking		GWIM	Glo	bal Banking			\$	Other
Noninterest income  Fees and commissions:		23,901		13,070		GWIM 3,122	Glo	5,418		1,989	\$	Other 302
Noninterest income  Fees and commissions:  Card income		23,901 2,885		13,070 2,526		GWIM 3,122	Glo	5,418 258		1,989	\$	Other 302
Noninterest income  Fees and commissions:  Card income  Service charges		23,901 2,885 3,875		13,070 2,526 2,116		GWIM 3,122 58 36	Glo	5,418 258 1,532		1,989 42 180	\$	Other 302 1 1 11
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services		23,901 2,885 3,875 7,122		13,070 2,526 2,116		GWIM 3,122 58 36 5,977	Glo	5,418  258 1,532 44		1,989 42 180 918	\$	302 1 11 21
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees		23,901 2,885 3,875 7,122 2,775		2,526 2,116 162		58 36 5,977 157	Glo	5,418  258  1,532  44  1,487		1,989 42 180 918 1,261	\$	1 11 21 (130)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions		2,885 3,875 7,122 2,775 16,657		2,526 2,116 162 4,804		58 36 5,977 157 6,228	Glo	5,418  258 1,532 44 1,487 3,321		1,989 42 180 918 1,261 2,401	s	1 1 21 (130) (97)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)		2,885 3,875 7,122 2,775 16,657 4,704		2,526 2,116 162 4,804		58 3,122 58 36 5,977 157 6,228 56	Glo	5,418  258 1,532 44 1,487 3,321 124		1,989 42 180 918 1,261 2,401 4,577	\$	1 1 21 (130) (97) (57)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)		2,885 3,875 7,122 2,775 16,657 4,704 661		2,526 2,116 162 4,804 4 336		58 36 5,977 157 6,228 56	Glo	258 1,532 44 1,487 3,321 124 1,146		1,989 42 180 918 1,261 2,401 4,577 96	\$	Other  302  1  11  21  (130)  (97)  (57)  (1,108)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)		2,885 3,875 7,122 2,775 16,657 4,704 661 22,022		2,526 2,116 162 4,804 4 336 5,144		58 36 5,977 157 6,228 56 191 6,475	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591		1,989 42 180 918 1,261 2,401 4,577 96 7,074	s	Other  302  1 1 11 21 (130) (97) (57) (1,108) (1,262)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense		2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923		2,526 2,116 162 4,804 4 336 5,144 18,214		58 36 5,977 157 6,228 56 191 6,475 9,597	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009		1,989 42 180 918 1,261 2,401 4,577 96 7,074 9,063	\$	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses		2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661		2,526 2,116 162 4,804 4 336 5,144 18,214 1,879		58 36 5,977 157 6,228 56 191 6,475 9,597 50	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7)		1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)	\$	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense		2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066		2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915		58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477		1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4) 5,651	\$	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015
Noninterest income  Fees and commissions:  Card income  Service charges Investment and brokerage services Investment banking fees  Total fees and commissions  Trading account income (loss) Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense Income (loss) before income taxes		2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196		2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420		58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539		1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416	<u>s</u>	Other  302  1  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income (loss) before income taxes	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494	S	2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420 1,893	s	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440	s	1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416  888		Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494	S	2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420 1,893	s	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647	Glo	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440	s	1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416  888		Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374)
Noninterest income  Fees and commissions: Card income  Service charges Investment and brokerage services Investment banking fees Total fees and commissions Trading account income (loss) Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense Provision for credit losses Noninterest expense Income (loss) before income taxes Income tax expense (benefit)  Net income (loss)  Average	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702	<u> </u>	2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420 1,893 5,527	<u>s</u>	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	Glo S	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099	<u>s</u>	1,989  42 180 918 1,261 2,401 4,577 96 7,074 9,063 (4) 5,651 3,416 888 2,528		Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income (loss)  Average  Total loans and leases  Total loans and leases	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702	<u> </u>	Banking  13,070  2,526  2,116  162  —  4,804  4  336  5,144  18,214  1,879  8,915  7,420  1,893  5,527  280,126  753,352	<u>s</u>	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	Glo S	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099  353,398 423,209	<u>s</u>	1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416  888  2,528		Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income (loss) before income taxes  Income tax expense (benefit)  Net income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702	<u> </u>	2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420 1,893 5,527	<u>s</u>	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	Glo S	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099	<u>s</u>	1,989  42 180 918 1,261 2,401 4,577 96 7,074 9,063 (4) 5,651 3,416 888 2,528	<u> </u>	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income (loss)  Average  Total loans and leases  Total loans and leases	\$	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702	<u> </u>	Banking  13,070  2,526  2,116  162  4,804  4  336  5,144  18,214  1,879  8,915  7,420  1,893  5,527  280,126  753,352  681,119	<u>s</u>	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	Glo S	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099  353,398 423,209	<u>s</u>	1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416  888  2,528  74,412  678,428  31,524	<u> </u>	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)
Noninterest income Fees and commissions: Card income Service charges Investment and brokerage services Investment banking fees Total fees and commissions Trading account income (loss) Other income (loss) Total noninterest income (loss) Total revenue, net of interest expense Provision for credit losses Noninterest expense Income (loss) before income taxes Income tax expense (benefit) Net income (loss)  Average Total loans and leases Total deposits Period end Total loans and leases	<u>s</u>	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702  933,375 2,324,269 1,298,973	<u>s</u> <u>s</u> <u>s</u>	2,526 2,116 162 4,804 4 336 5,144 18,214 1,879 8,915 7,420 1,893 5,527  280,126 753,352 681,119 283,565	\$	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	<u>S</u>	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099 353,398 423,209 323,807	<u>s</u> <u>s</u>	1,989  42 180 918 1,261 2,401 4,577 96 7,074 9,063 (4) 5,651 3,416 888 2,528  74,412 678,428 31,524 73,496	<u></u>	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)  65,470 193,283 22,896 61,256
Noninterest income  Fees and commissions:  Card income  Service charges  Investment and brokerage services  Investment banking fees  Total fees and commissions  Trading account income (loss)  Other income (loss)  Total noninterest income (loss)  Total revenue, net of interest expense  Provision for credit losses  Noninterest expense  Income (loss) before income taxes  Income (loss)  Average  Total loans and leases  Total assets (1)  Total deposits  Period end	<u>s</u>	2,885 3,875 7,122 2,775 16,657 4,704 661 22,022 45,923 1,661 27,066 17,196 3,494 13,702	<u>s</u> <u>s</u> <u>s</u>	Banking  13,070  2,526  2,116  162  4,804  4  336  5,144  18,214  1,879  8,915  7,420  1,893  5,527  280,126  753,352  681,119	\$	58 36 5,977 157 6,228 56 191 6,475 9,597 50 7,008 2,539 647 1,892	<u>S</u>	258 1,532 44 1,487 3,321 124 1,146 4,591 10,009 (7) 4,477 5,539 1,440 4,099 353,398 423,209 323,807	<u>s</u> <u>s</u>	1,989  42  180  918  1,261  2,401  4,577  96  7,074  9,063  (4)  5,651  3,416  888  2,528  74,412  678,428  31,524	<u></u>	Other  302  1 11 21 (130) (97) (57) (1,108) (1,262) (960) (257) 1,015 (1,718) (1,374) (344)  65,470 193,283 22,896

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

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

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## **Consumer Banking Segment Results**

(Dollars in millions)										
	Six Mon Jur	ths En ie 30	ıded		Second	First		Fourth	Third	Second
	 2019		2018		Quarter 2019	Quarter 2019		Quarter 2018	Quarter 2018	Quarter 2018
Net interest income	\$ 14,222	\$	13,070	s	7,116	\$ 7,106	\$	7,111	\$ 6,844	\$ 6,593
Noninterest income:										
Card income	2,465		2,526		1,268	1,197		1,339	1,237	1,292
Service charges	2,065		2,116		1,045	1,020		1,086	1,098	1,072
All other income	 597		502		288	 309		426	263	276
Total noninterest income	 5,127		5,144		2,601	2,526		2,851	2,598	2,640
Total revenue, net of interest expense	19,349		18,214		9,717	9,632		9,962	9,442	9,233
Provision for credit losses	1,921		1,879		947	974		915	870	944
Noninterest expense	8,763		8,915		4,407	4,356		4,436	4,325	4,367
Income before income taxes	8,665		7,420		4,363	4,302	_	4,611	4,247	3,922
Income tax expense	2,123		1,893		1,069	1,054		1,174	1,082	1,000
Net income	\$ 6,542	\$	5,527	s	3,294	\$ 3,248	\$	3,437	\$ 3,165	\$ 2,922
Net interest yield	3.92 %		3.69%		3.87 %	3.96%		3.92%	3.77%	3.67%
Return on average allocated capital <sup>(1)</sup>	36		30		36	36		37	34	32
Efficiency ratio	45.29		48.95		45.37	45.22		44.54	45.81	47.31
Balance Sheet										
Average										
Total loans and leases	\$ 294,340	\$	280,126	s	296,388	\$ 292,269	\$	289,862	\$ 284,994	\$ 280,689
Total earning assets (2)	732,543		714,345		737,678	727,350		719,329	720,643	720,871
Total assets (2)	774,351		753,352		779,384	769,262		759,027	759,665	759,982
Total deposits	702,011		681,119		707,028	696,939		686,826	687,530	687,812
Allocated capital (1)	37,000		37,000		37,000	37,000		37,000	37,000	37,000
Period end										
Total loans and leases	\$ 300,412	\$	283,565	s	300,412	\$ 292,454	\$	294,335	\$ 287,277	\$ 283,565
Total earning assets (2)	744,219		729,029		744,219	752,620		728,813	726,486	729,029
Total assets (2)	786,963		768,188		786,963	794,510		768,881	765,498	768,188
Total deposits	714,223		695,530		714,223	721,727		696,146	692,770	695,530

<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.

## Consumer Banking Key Indicators (Dollars in millions)

Marche   M	(Dollars in millions)										,
Mathematical part						Second	F	irst	Fourth	Third	Second
Second		20				Quarter	Qι	ıarter	Quarter	Quarter	Quarter 2018
Section   Sect	Average deposit balances										
March   Marc	Checking	\$ 30	69,435 \$	346,474	s	373,912	\$ 3	364,908	\$ 356,609	\$ 354,013	\$ 351,686
March   Marc	Savings	5	51,492	53,563		51,688		51,294	50,968	52,306	54,052
Part	MMS	24	41,751	241,286		241,050	2	242,460	241,576	243,064	242,841
Part	CDs and IRAs	3	36,577	36,767		37,577		35,566	34,831	35,225	36,173
Part	Other										3,060
Contamp	Total average deposit balances				s	707,028	\$ 6		\$ 686,826	\$ 687,530	\$ 687,812
Sering	Deposit spreads (excludes noninterest costs)										
MASS			2.32 %	2.11%		2.34 %		2.31%	2.23 %	2.18%	2.13 %
Content   Cont	Savings		2.54	2.39		2.55		2.53	2.49	2.45	2.40
Content (section of the section o	MMS		2.47	1.92		2.50		2.45	2.29	2.15	2.00
Total deposit preads	CDs and IRAs		2.31	1.88		2.21		2.42	2.40	2.22	2.02
Total deposit spreads	Other		2.76	1.95		2.74		2.78	2.61	2.47	2.16
Active digital banking users (mits in thousands) 11				2.05		2.40		2.38		2.19	2.10
Active mobile banking users (units in thousands)	Consumer investment assets	\$ 21	19,732 \$	\$ 191,472	s	219,732	\$ 2	210,930	\$ 185,881	\$ 203,882	\$ 191,472
Active mobile bunking users (units in thousands)	Active digital harling years (units in they and doff)	4	27 202	25 722		27 202		27.024	26 264	26 174	35,722
Principal centers											
Table   1,656   1,657   1,65											25,335
Part											4,433
Part	ATMs	1	16,561	16,050		16,561		16,378	16,255	16,089	16,050
Average credit card outstandings	Total U.S. credit card <sup>(2)</sup>										
Part	Loans										
Net charge-offs	Average credit card outstandings	\$ 9	94,313 \$	93,975	\$	93,627	\$	95,008	\$ 95,766	\$ 94,710	\$ 93,531
Net charge-offs	Ending credit card outstandings	9	93,989	94,790		93,989		93,009	98,338	94,829	94,790
3.22	Credit quality										
30+ delinquency	Net charge-offs	\$	1,507 \$	1,440	\$	762	\$	745	\$ 699	\$ 698	\$ 739
1.96%   1.79%   1.96%   2.08%   2.02%   1.90			3.22 %	3.09%		3.26 %		3.18%	2.90%	2.92%	3.17%
\$ 941   \$ 865   \$ 941   \$ 1,005   \$ 994   \$ 872   \$ 1,005   \$ 1,	30+ delinquency	\$	1,838 \$	1,695	\$	1,838	\$	1,932	\$ 1,989	\$ 1,805	\$ 1,695
1.00			1.96 %	1.79%		1.96 %		2.08%	2.02 %	1.90%	1.79%
Other Total U.S. credit card indicators 2	90+ delinquency	\$	941 \$	865	\$	941	\$	1,005	\$ 994	\$ 872	\$ 865
Risk-adjusted margin         7.98         8.09         7.93         8.03         8.73         8.08           New accounts (in thousands)         2,102         2,380         1,068         1,034         1,048         1,116           Purchase volumes         \$ 133,039         \$ 128,168         \$ 70,288         \$ 62,751         \$ 70,048         \$ 66,490         \$ 6           Debit card data         Loan production (3)           Loan production (3)         Total (4):         First mortgage         \$ 29,689         \$ 21,096         \$ 18,229         \$ 11,460         \$ 9,417         \$ 10,682         \$ 1           Home equity         5,593         7,830         2,768         2,825         3,640         3,339         Consumer Banking:	Other Total U.S. credit card indicators <sup>(2)</sup>		1.00 %	0.91%		1.00 %		1.08%	1.01%	0.92%	0.91 %
New accounts (in thousands)         2,102         2,380         1,068         1,034         1,048         1,116           Purchase volumes         \$ 133,039         \$ 128,168         \$ 70,288         \$ 62,751         \$ 70,048         \$ 66,490         \$ 6           Debit card data         Purchase volumes         \$ 162,540         \$ 156,749         \$ 84,046         \$ 78,494         \$ 81,893         \$ 79,920         \$ 8           Loan production (3)         Total (4):           First mortgage         \$ 29,689         \$ 21,096         \$ 18,229         \$ 11,460         \$ 9,417         \$ 10,682         \$ 1           Home equity         \$ 5,593         7,830         2,768         2,825         3,640         3,399           Consumer Banking:	Gross interest yield		10.78%	9.90%		10.76%		10.80%	10.49%	10.20%	9.86%
Purchase volumes	Risk-adjusted margin		7.98	8.09		7.93		8.03	8.73	8.08	7.96
Debit card data         Purchase volumes         \$ 162,540         \$ 156,749         \$ 84,046         \$ 78,494         \$ 81,893         \$ 79,920         \$ 8           Loan production (3)         Total (4):           First mortgage         \$ 29,689         \$ 21,096         \$ 18,229         \$ 11,460         \$ 9,417         \$ 10,682         \$ 1           Home equity         \$ 5,593         7,830         2,768         2,825         3,640         3,399           Consumer Banking:	New accounts (in thousands)		2,102	2,380		1,068		1,034	1,048	1,116	1,186
Purchase volumes \$ 162,540 \$ 156,749 \$ 84,046 \$ 78,494 \$ 81,893 \$ 79,920 \$ 8 8	Purchase volumes	\$ 13	33,039 \$	128,168	s	70,288	\$	62,751	\$ 70,048	\$ 66,490	\$ 66,821
Loan production (3)       Total (4):       First mortgage     \$ 29,689     \$ 21,096     \$ 18,229     \$ 11,460     \$ 9,417     \$ 10,682     \$ 1       Home equity     5,593     7,830     2,768     2,825     3,640     3,399       Consumer Banking:	Debit card data										
Total (4):         \$ 29,689         \$ 21,096         \$ 18,229         \$ 11,460         \$ 9,417         \$ 10,682         \$ 1           Home equity         5,593         7,830         2,768         2,825         3,640         3,399           Consumer Banking:	Purchase volumes	\$ 10	62,540 \$	156,749	s	84,046	\$	78,494	\$ 81,893	\$ 79,920	\$ 80,697
First mortgage \$ 29,689 \$ 21,096 \$ 18,229 \$ 11,460 \$ 9,417 \$ 10,682 \$ 1 Home equity \$ 5,593 7,830 2,768 2,825 3,640 3,399 Consumer Banking:	Loan production (3)										
Home equity <b>5,593</b> 7,830 <b>2,768</b> 2,825 3,640 3,399 Consumer Banking:	Total (4):										
Home equity <b>5,593</b> 7,830 <b>2,768</b> 2,825 3,640 3,399 Consumer Banking:	First mortgage	\$ 2	29,689 \$	3 21,096	s	18,229	\$	11,460	\$ 9,417	\$ 10,682	\$ 11,672
Consumer Banking:								2,825	3,640		4,081
	Consumer Banking:										
1 13 thorigage 9 20,712 \$ 13,043   \$ 12,737 \$ 0,133 \$ 0,227 \$ 7,208 \$	First mortgage	\$ 2	20,912 \$	13,845	s	12,757	\$	8,155	\$ 6,227	\$ 7,208	\$ 7,881
											3,644

<sup>(1)</sup> Active digital banking users represents mobile and/or online

 <sup>(</sup>a) Active digital banking users represents mobile and/or online users.
 (b) In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWIM.
 (c) 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.
 (d) In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.

## **Consumer Banking Quarterly Results**

Consumer	Danking	Quarterry	Kesuits
(Dollars in millions	)		

			Second (	Quarter 2019				First	Quarter 2019		
		al Consumer Banking	Г	Deposits	Consumer Lending		l Consumer Banking		Deposits		Consumer Lending
Net interest income	s	7,116	s	4,363	\$ 2,753	\$	7,106	\$	4,307	s	2,799
Noninterest income:											
Card income		1,268		(6)	1,274		1,197		(7)		1,204
Service charges		1,045		1,044	1		1,020		1,020		_
All other income		288		210	78		309		232		77
Total noninterest income		2,601		1,248	 1,353		2,526		1,245		1,281
Total revenue, net of interest expense		9,717		5,611	4,106		9,632		5,552		4,080
Provision for credit losses		947		44	903		974		46		928
Noninterest expense		4,407		2,663	1,744		4,356		2,639		1,717
Income before income taxes		4,363		2,904	1,459		4,302		2,867		1,435
Income tax expense		1,069		712	 357		1,054		702		352
Net income	s	3,294	s	2,192	\$ 1,102	\$	3,248	\$	2,165	\$	1,083
Net interest yield		3.87 %		2.49 %	3.79 %		3.96%		2.52%		3.95%
Return on average allocated capital (1)		36		73	18		36		73		18
Efficiency ratio		45.37		47.51	42.45		45.22		47.52		42.09
Balance Sheet											
Average											
Total loans and leases	s	296,388	s	5,333	\$ 291,055	s	292,269	s	5,313	\$	286,956
Total earning assets (2)		737,678		702,662	291,492		727,350		693,051		287,259
Total assets (2)		779,384		734,117	301,743		769,262		724,493		297,729
Total deposits		707,028		701,790	5,238		696,939		692,172		4,767
Allocated capital (1)		37,000		12,000	25,000		37,000		12,000		25,000
Period end											
Total loans and leases	\$	300,412	s	5,340	\$ 295,072	\$	292,454	\$	5,283	\$	287,171
Total earning assets (2)		744,219		708,382	295,561		752,620		717,753		287,661
Total assets (2)		786,963		740,485	306,202		794,510		748,742		298,562
Total deposits		714,223		708,162	6,061		721,727		716,345		5,382

		Second Q	uarter 2018	
	ll Consumer Banking	D	eposits	Consumer Lending
Net interest income	\$ 6,593	\$	3,895	\$ 2,698
Noninterest income:				
Card income	1,292		(8)	1,300
Service charges	1,072		1,072	_
All other income	 276		188	 88
Total noninterest income	 2,640		1,252	 1,388
Total revenue, net of interest expense	9,233		5,147	4,086
Provision for credit losses	944		46	898
Noninterest expense	 4,367		2,644	1,723
Income before income taxes	3,922		2,457	1,465
Income tax expense	 1,000		627	 373
Net income	\$ 2,922	\$	1,830	\$ 1,092
Net interest yield	3.67%		2.28%	3.92%
Return on average allocated capital (1)	32		61	18
Efficiency ratio	47.31		51.40	42.17
Balance Sheet				
Average				
Total loans and leases	\$ 280,689	s	5,191	\$ 275,498
Total earning assets (2)	720,871		686,324	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	\$ 5,212	s	278,353
Total earning assets (2)	729,029	693,702		279,399
Total assets (2)	768,188	721,647		290,613
Total deposits	695,530	689,258		6,272

<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) For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets froatil 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.

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 Year-to-Date Results**

(Dollars in millions)

						Six Months End	ed June 3	0			
			2019							2018	
	To	tal Consumer Banking	Depos	its		Consumer Lending		al Consumer Banking		Deposits	Consumer Lending
Net interest income	s	14,222	s	8,670	s	5,552	s	13,070	s	7,607	\$ 5,463
Noninterest income:											
Card income		2,465		(13)		2,478		2,526		(15)	2,541
Service charges		2,065		2,064		1		2,116		2,115	1
All other income		597		442		155		502		320	 182
Total noninterest income		5,127		2,493		2,634		5,144		2,420	2,724
Total revenue, net of interest expense		19,349		11,163		8,186		18,214		10,027	8,187
Provision for credit losses		1,921		90		1,831		1,879		87	1,792
Noninterest expense		8,763		5,302		3,461		8,915		5,366	3,549
Income before income taxes		8,665		5,771		2,894		7,420		4,574	2,846
Income tax expense		2,123		1,414		709		1,893		1,167	726
Net income	\$	6,542	\$	4,357	s	2,185	\$	5,527	\$	3,407	\$ 2,120
Net interest yield		3.92 %		2.51 %		3.87 %		3.69%		2.26%	4.00%
Return on average allocated capital (1)		36		73		18		30		57	17
Efficiency ratio		45.29		47.51		42.27		48.95		53.51	43.36
Balance Sheet											
Average											
Total loans and leases	s	294,340	s	5,323	s	289,017	S	280,126	S	5,180	\$ 274,946
Total earning assets (2)		732,543	•	697,883		289,387		714,345		680,013	275,597
Total assets (2)		774,351	7	29,332		299,747		753,352		707,992	286,625
Total deposits		702,011	(	597,008		5,003		681,119		675,630	5,489
Allocated capital (1)		37,000		12,000		25,000		37,000		12,000	25,000
Period end											
Total loans and leases	\$	300,412	s	5,340	s	295,072	s	283,565	s	5,212	\$ 278,353
Total earning assets (2)		744,219	7	708,382		295,561		729,029		693,702	279,399
Total assets (2)		786,963	7	40,485		306,202		768,188		721,647	290,613
Total deposits		714,223	1	708,162		6,061		695,530		689,258	6,272

For footnotes, see page 18.

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.

## Global Wealth & Investment Management Segment Results

(Dollars in millions)													
			ths En ie 30			Second Quarter		First Quarter		Fourth Quarter		Third Quarter	Second Quarter
	_	2019		2018	_	2019		2019	_	2018		2018	 2018
Net interest income	\$	3,308	\$	3,122	S	1,624	\$	1,684	\$	1,612	\$	1,531	\$ 1,538
Noninterest income:													
Investment and brokerage services		5,805		5,977		2,963		2,842		2,977		3,004	2,937
All other income		607		498	_	313	_	294	_	450	_	282	 267
Total noninterest income	_	6,412		6,475		3,276	_	3,136	_	3,427		3,286	 3,204
Total revenue, net of interest expense		9,720		9,597		4,900		4,820		5,039		4,817	4,742
Provision for credit losses		26		50		21		5		23		13	12
Noninterest expense		6,886		7,008		3,458		3,428		3,563		3,443	3,427
Income before income taxes		2,808		2,539		1,421		1,387		1,453		1,361	1,303
Income tax expense		688		647		348		340		370		347	332
Net income	\$	2,120	\$	1,892	\$	1,073	\$	1,047	\$	1,083	\$	1,014	\$ 971
Net interest yield		2.37 %		2.43%		2.35 %		2.40%		2.41 %		2.37%	2.42 %
Return on average allocated capital <sup>(1)</sup>		30		26		30		29		30		28	27
Efficiency ratio		70.85		73.02		70.58		71.13		70.72		71.48	72.25
Balance Sheet													
Average													
Total loans and leases	\$	165,369	\$	159,969	s	166,324	\$	164,403	\$	163,516	\$	161,869	\$ 160,833
Total earning assets (2)		281,028		258,940		277,068		285,033		265,038		256,286	255,146
Total assets (2)		293,451		275,997		289,819		297,123		283,264		273,582	272,318
Total deposits		257,856		239,627		253,925		261,831		247,427		238,291	236,214
Allocated capital (1)		14,500		14,500		14,500		14,500		14,500		14,500	14,500
Period end													
Total loans and leases	\$	168,993	\$	162,034	s	168,993	\$	164,483	\$	164,854	\$	162,191	\$ 162,034
Total earning assets (2)		275,456		253,911		275,456		284,470		287,199		258,561	253,911
Total assets (2)		287,878		270,915		287,878		296,785		305,907		276,146	270,915
Total deposits		251,818		233,925		251,818		261,168		268,700		239,654	233,925

<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 Ju	ths E ne 30	nded	Second Quarter		First Quarter		Fourth Quarter		Third Quarter		Second Quarter
		2019	_	2018	 2019	_	2019	_	2018	_	2018	_	2018
Revenue by Business													
Merrill Lynch Global Wealth Management	\$	8,012	\$	7,883	\$ 4,047	\$	3,965	\$	4,164	\$	3,951	\$	3,888
Bank of America Private Bank		1,708		1,714	 853		855		875		866		854
Total revenue, net of interest expense	\$	9,720	\$	9,597	\$ 4,900	\$	4,820	\$	5,039	\$	4,817	\$	4,742
Client Balances by Business, at period end													
Merrill Lynch Global Wealth Management	\$	2,440,710	\$	2,311,598	\$ 2,440,710	\$	2,384,492	\$	2,193,562	\$	2,385,479	\$	2,311,598
Bank of America Private Bank		458,081		442,608	458,081		452,477		427,294		455,894		442,608
Total client balances	\$	2,898,791	\$	2,754,206	\$ 2,898,791	\$	2,836,969	\$	2,620,856	\$	2,841,373	\$	2,754,206
Client Balances by Type, at period end													
Assets under management(1, 2)	\$	1,203,783	\$	1,138,500	\$ 1,203,783	\$	1,169,713	\$	1,072,234	\$	1,182,504	\$	1,138,500
Brokerage and other assets		1,314,457		1,254,135	1,314,457		1,282,091		1,162,997		1,292,219		1,254,135
Deposits		251,818		233,925	251,818		261,168		268,700		239,654		233,925
Loans and leases (3)		172,265		165,145	172,265		167,455		167,938		165,125		165,145
Less: Managed deposits in assets under management <sup>(1)</sup>		(43,532)		(37,499)	 (43,532)		(43,458)		(51,013)		(38,129)		(37,499)
Total client balances	\$	2,898,791	\$	2,754,206	\$ 2,898,791	\$	2,836,969	\$	2,620,856	\$	2,841,373	\$	2,754,206
Assets Under Management Rollforward <sup>(1)</sup>													
Assets under management, beginning balance	s	1,072,234	\$	1,121,383	\$ 1,169,713	\$	1,072,234	\$	1,182,504	\$	1,138,500	\$	1,122,571
Net client flows		11,192		31,878	5,274		5,918		4,527		8,202		10,420
Market valuation/other		120,357		(14,761)	28,796		91,561		(114,797)		35,802		5,509
Total assets under management, ending balance	\$	1,203,783	\$	1,138,500	\$ 1,203,783	\$	1,169,713	\$	1,072,234	\$	1,182,504	\$	1,138,500
Associates, at period end (4)													
Number of financial advisors		17,508		17,442	17,508		17,535		17,518		17,456		17,442
Total wealth advisors, including financial advisors		19,512		19,350	19,512		19,524		19,459		19,343		19,350
Total primary sales professionals, including financial advisors and wealth advisors		20,611		20,451	20,611		20,657		20,586		20,466		20,451
Merrill Lynch Global Wealth Management Metric													
Financial advisor productivity <sup>(5)</sup> (in thousands)	\$	1,061	\$	1,027	\$ 1,082	\$	1,039	\$	1,046	\$	1,035	\$	1,017
Bank of America Private Bank Metric, at period end													
Primary sales professionals		1,808		1,723	1,808		1,795		1,748		1,711		1,723
Timary sales professionals		1,000		1,743	1,000		1,795		1,/40		1,/11		1,723

<sup>(1)</sup> Assets under management include deposits that are managed within investment accounts. Prior periods have been revised to conform to current period presentation.
(2) Defined as managed assets under advisory and/or discretion of

GWIM.

(3) Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

(4) Includes financial advisors in the Consumer Banking segment of 2,818, 2,773, 2,722, 2,618 and 2,622 at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018

<sup>(5)</sup> Financial advisors productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain asset and liability management (ALM) activities, divided by the total average number of financial advisors (excluding financial advisors in the Consumer Banking segment).

## **Global Banking Segment Results**

(Dollars in millions)										
	 Six Months E	nded	June 30		Second Quarter	First Quarter	Fourth Quarter	Third Quarter		Second Quarter
	 2019		2018		2019	2019	2018	2018		2018
Net interest income	\$ 5,499	\$	5,418	s	2,709	\$ 2,790	\$ 2,849	\$ 2,726	\$	2,739
Noninterest income:										
Service charges	1,462		1,532		749	713	742	753		768
Investment banking fees	1,426		1,487		717	709	761	644		743
All other income	 1,743		1,572		800	 943	818	700		764
Total noninterest income	 4,631		4,591		2,266	2,365	2,321	2,097	_	2,275
Total revenue, net of interest expense	10,130		10,009		4,975	5,155	5,170	4,823		5,014
Provision for credit losses	236		(7)		125	111	85	(70)		(23)
Noninterest expense	4,478		4,477		2,212	 2,266	2,128	 2,142		2,185
Income before income taxes	5,416		5,539		2,638	2,778	2,957	2,751		2,852
Income tax expense	 1,462		1,440		712	750	 769	 714		741
Net income	\$ 3,954	\$	4,099	\$	1,926	\$ 2,028	\$ 2,188	\$ 2,037	\$	2,111
Net interest yield	2.91 %		3.01%		2.80 %	2.98%	2.99%	2.99%		3.01%
Return on average allocated capital <sup>(1)</sup>	19		20		19	20	21	20		21
Efficiency ratio	44.20		44.72		44.45	43.96	41.15	44.42		43.57
Balance Sheet										
Average										
Total loans and leases	\$ 371,326	\$	353,398	s	372,531	\$ 370,108	\$ 357,410	\$ 352,712	\$	355,088
Total earning assets (2)	381,111		363,212		387,819	380,308	378,163	362,316		364,587
Total assets (2)	435,803		423,209		442,591	434,920	440,522	423,643		424,540
Total deposits	355,866		323,807		362,619	349,037	359,642	337,685		323,215
Allocated capital (1)	41,000		41,000		41,000	41,000	41,000	41,000		41,000
Period end										
Total loans and leases	\$ 376,948	\$	355,473	s	376,948	\$ 373,017	\$ 365,717	\$ 352,332	\$	355,473
Total earning assets (2)	384,884		364,428		384,884	381,490	377,812	368,095		364,428
Total assets (2)	440,352		426,448		440,352	436,066	442,330	430,846		426,448
Total deposits	358,902		326,029		358,902	343,897	360,248	350,748		326,029

<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)														
		Six Mont	ths En ie 30	ded		Second		First		Fourth		Third		Second
		2019		2018		Quarter 2019		Quarter 2019		Quarter 2018		Quarter 2018		Quarter 2018
Investment Banking fees (1)														
Advisory (2)	s	557	\$	545	s	254	\$	303	\$	371	\$	237	\$	269
Debt issuance		651		723		324		327		309		295		367
Equity issuance		218		219		139		79		81		112		107
Total Investment Banking fees (3)	\$	1,426	\$	1,487	s	717	\$	709	\$	761	\$	644	\$	743
Business Lending														
Corporate	\$	1,968	\$	2,032	s	923	\$	1,045	\$	964	\$	908	\$	1,036
Commercial		2,080		2,093		1,046		1,034		1,142		1,095		1,046
Business Banking		184		216		90		94		107		108		110
Total Business Lending revenue	s	4,232	\$	4,341	s	2,059	s	2,173	\$	2,213	\$	2,111	\$	2,192
Global Transaction Services														
	6	2.012		1.077		1 005		1.007	•	1.004		051	6	056
Corporate	\$	2,012	\$	1,877	S	1,005	\$	1,007	\$	1,004	\$	951	\$	956
Commercial		1,780		1,642		889		891		872		832		829
Business Banking		533	_	473	_	267	_	266	_	266	_	248		241
Total Global Transaction Services revenue	<u>\$</u>	4,325	\$	3,992	\$	2,161	\$	2,164	\$	2,142	\$	2,031	\$	2,026
Average deposit balances														
Interest-bearing	\$	185,307	\$	116,889	S	195,575	\$	174,924	\$	163,465	\$	140,126	\$	120,427
Noninterest-bearing		170,559		206,918		167,044		174,113		196,177		197,559		202,788
Total average deposits	\$	355,866	\$	323,807	\$	362,619	\$	349,037	\$	359,642	\$	337,685	\$	323,215
Loan spread		1.43 %		1.54%		1.41 %		1.44%		1.43%		1.48%		1.54%
Provision for credit losses	\$	236	\$	(7)	s	125	\$	111	\$	85	\$	(70)	\$	(23)
Credit quality (4, 5)														
Reservable criticized utilized exposure	s	10,260	\$	10,482	s	10,260	\$	10,308	\$	9,488	\$	10,065	\$	10,482
		2.59 %		2.77%		2.59 %		2.62%		2.43 %		2.68%		2.77%
Nonperforming loans, leases and foreclosed properties	\$	1,088	\$	1,133	s	1,088	\$	1,087	\$	1,004	\$	746	\$	1,133
		0.29 %		0.32%		0.29 %		0.29%		0.28%		0.21%		0.32 %
Average loans and leases by product														
U.S. commercial	\$	215,294	\$	201,808	\$	215,941	\$	214,642	\$	206,350	\$	201,372	\$	202,879
Non-U.S. commercial		83,468		79,055		84,263		82,663		77,818		78,255		79,390
Commercial real estate		50,763		50,264		51,006		50,517		50,974		51,252		50,745
Commercial lease financing		21,800		22,268		21,320		22,286		22,266		21,831		22,069
Other		1		3		1				2		2		5
Total average loans and leases	<u>\$</u>	371,326	\$	353,398	<u>s</u>	372,531	\$	370,108	\$	357,410	\$	352,712	\$	355,088
Total Corporation Investment Banking fees														
Advisory (2)	\$	631	\$	599	s	288	\$	343	\$	397	\$	262	\$	303
Debt issuance		1,494		1,701		746		748		699		684		874
Equity issuance		629		604		395		234		272		307		290
Total investment banking fees including self-led deals		2,754		2,904		1,429		1,325		1,368		1,253		1,467
Self-led deals		(119)		(129)		(58)		(61)		(20)		(49)		(45)
Total Investment Banking fees	\$	2,635	\$	2,775	s	1,371	\$	1,264	\$	1,348	\$	1,204	\$	1,422
		_				_	_	_				_	_	_

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

Lending.

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

acquisitions.

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

<sup>(</sup>s) Investment banking fees represent only the fee component inGlobal Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.

(d) 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 utilized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

(S) 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.

## **Global Markets Segment Results**

Noninterest income  Noninterest income:  Investment and brokerage services  Investment banking fees  Trading account income  All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes ncome tax expense  Net income  Service income  Service income  Service income taxes  Not income  Service income  Service income  Service income taxes  Service income taxes  Service income taxes  Service income  Service in	2019  1,764  877  1,121  4,043  521  6,562  8,326  (18)	5	2018 \$ 1,989 918 1,261 4,577 318	s	Quarter 2019 811 433	\$ Quarter 2019 953	\$ Quarter 2018 935	\$	Quarter 2018	 Quarter 2018
Noninterest income:  Investment and brokerage services Investment banking fees  Trading account income  All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense Income before income taxes Income tax expense	877 1,121 4,043 521 6,562 8,326	\$	918 1,261 4,577	s		\$ 953	\$ 935	<u> </u>		
Investment and brokerage services  Investment banking fees  Trading account income  All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense	1,121 4,043 521 6,562 8,326		1,261 4,577		433			Ψ	933	\$ 968
Investment banking fees  Trading account income  All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes  income tax expense	1,121 4,043 521 6,562 8,326		1,261 4,577		433					
Trading account income  All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes income tax expense	4,043 521 6,562 8,326		4,577			444	474		388	430
All other income  Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes income tax expense	521 6,562 8,326				584	537	513		522	651
Total noninterest income  Total revenue, net of interest expense(1)  Provision for credit losses  Noninterest expense  Income before income taxes income tax expense	6,562 8,326		318		1,961	2,082	1,132		1,551	2,020
Total revenue, net of interest expense <sup>(1)</sup> Provision for credit losses  Noninterest expense  Income before income taxes income tax expense	8,326				356	165	193		479	182
Provision for credit losses  Noninterest expense  Income before income taxes  Income tax expense			7,074		3,334	3,228	2,312		2,940	3,283
Noninterest expense  Income before income taxes ncome tax expense	(18)		9,063		4,145	4,181	3,247		3,873	4,251
Income before income taxes ncome tax expense			(4)		5	(23)	6		(2)	(1)
ncome tax expense	5,432		5,651		2,677	2,755	2,552		2,633	2,726
	2,912		3,416		1,463	1,449	689		1,242	1,526
Net income S	830		888		417	413	179		323	397
	2,082		\$ 2,528	s	1,046	\$ 1,036	\$ 510	\$	919	\$ 1,129
Return on average allocated capital <sup>(2)</sup>	12 %	/a	15%		12%	12%	6%		10%	13%
Efficiency ratio	65.23	0	62.35		64.55	65.91	78.58		68.00	64.15
<u>Balance Sheet</u>										
Average										
Total trading-related assets \$		5		\$	496,205	\$ 474,303	\$ 463,998	\$	460,279	\$ 473,126
Total loans and leases	70,335		74,412		70,587	70,080	70,609		71,231	75,053
Total earning assets	473,242		488,307		474,061	472,414	458,331		459,073	490,482
Total assets	674,790		678,428		685,411	664,052	655,069		652,481	678,501
Total deposits	31,246		31,524		31,128	31,366	31,077		30,721	30,736
Allocated capital (2)	35,000		35,000		35,000	35,000	35,000		35,000	35,000
Period end										
Total trading-related assets \$	487,094	5	441,657	s	487,094	\$ 485,637	\$ 447,998	\$	456,643	\$ 441,657
Total loans and leases	74,136		73,496		74,136	70,052	73,928		73,023	73,496
Total earning assets	475,836		454,706		475,836	470,700	457,224		447,304	454,706
Total assets	674,985		637,110		674,985	671,123	641,923		646,359	637,110
Total deposits	29,961		31,450		29,961	31,073	37,841		41,102	31,450
Frading-related assets (average)										
Trading account securities \$	238,400	5	\$ 209,772	s	251,401	\$ 225,254	\$ 225,335	\$	215,397	\$ 209,271
Reverse repurchases	120,228		128,125		117,730	122,753	119,341		124,842	132,257
Securities borrowed	83,856		82,831		83,374	84,343	75,374		74,648	83,282
Derivative assets										
Total trading-related assets \$	42,831		47,447		43,700	41,953	43,948		45,392	48,316

<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 25.
(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.

#### **Global Markets Key Indicators**

Qui	cond arter 019	Firs Quar		F			
2019   2018			rtor		Fourth Duarter	Third Quarter	Second Quarter
Fixed-income, currencies and commodities         \$ 4,377         \$ 4,765         \$           Equities         2,325         2,831           Total sales and trading revenue         \$ 6,702         \$ 7,596         \$		201			2018	2018	2018
Equities         2,325         2,831           Total sales and trading revenue         \$ 6,702         \$ 7,596         \$							
Total sales and trading revenue S 6,702 S 7,596 S	2,098	\$ 2	2,279	\$	1,517	\$ 1,989	\$ 2,132
	1,144		1,181		1,071	998	1,319
Sales and trading revenue, excluding net debit valuation adjustment <sup>(2)</sup>	3,242	\$	3,460	\$	2,588	\$ 2,987	\$ 3,451
Sales and trading revenue, excluding net debit valuation adjustment <sup>(2)</sup>						 	 
Fixed-income, currencies and commodities \$ 4,486 \$ 4,871 \$	2,128	\$ 2	2,358	\$	1,472	\$ 2,069	\$ 2,316
Equities 2,337 2,840	1,145		1,192		1,064	 1,017	 1,314
Total sales and trading revenue, excluding net debit valuation adjustment \$ 6,823 \$ 7,711 \$	3,273	\$ 3	3,550	\$	2,536	\$ 3,086	\$ 3,630
Sales and trading revenue breakdown							
Net interest income \$ 1,415 \$ 1,737 \$	665	\$	750	\$	806	\$ 813	\$ 842
Commissions 857 896	424		433		463	378	420
Trading <b>4,041</b> 4,576	1,960	1	2,081		1,131	1,550	2,020
Other 389 387	193		196		188	246	169
Total sales and trading revenue \$ 6,702 \$ 7,596 \$							

<sup>(1)</sup> Includes Global Banking sales and trading revenue of \$243 million and \$244 million for the six months ended June 30, 2019 and 2018 and \$128 million and \$115 million for the second and first quarters of 2019, and \$126 million, \$51 million and \$79 million for the fourth, third and second quarters of 2018, respectively.
(2) For this presentation, sales and trading revenue excludes net debit 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 Months Ended											
	June 30			nded		Second Quarter		First Quarter	Fourth Quarter		Third Quarter	Second Quarter
	2019			2018		2019		2019	 2018		2018	 2018
Net interest income	\$ 73		\$	302	\$	78	\$	(5)	\$ 152	\$	178	\$ 144
Noninterest income (loss)		(1,208)		(1,262)		(582)		(626)	 (738)		(258)	 (681)
Total revenue, net of interest expense		(1,135)		(960)		(504)		(631)	(586)		(80)	(537)
Provision for credit losses		(295)		(257)		(241)		(54)	(124)		(95)	(105)
Noninterest expense		933		1,015		514		419	395		471	 519
Loss before income taxes		(1,773)		(1,718)		(777)		(996)	(857)		(456)	(951)
Income tax expense (benefit)		(1,734)		(1,374)		(786)		(948)	(917)		(488)	(602)
Net income (loss)	\$	(39)	\$	(344)	\$	9	\$	(48)	\$ 60	\$	32	\$ (349)
Balance Sheet												
Average												
Total loans and leases	\$	45,921	\$	65,470	\$	44,695	\$	47,160	\$ 53,324	\$	59,930	\$ 63,155
Total assets (2)		201,732		193,283		201,846		195,635	196,704		208,458	187,337
Total deposits		20,721		22,896		20,750		20,691	19,979		22,118	22,682
Period end												
Total loans and leases	\$	43,311	\$	61,256	\$	43,311	\$	45,609	\$ 48,061	\$	54,978	\$ 61,256
Total assets (3)	205,714			189,009	205,714		4 178,680		195,466		219,984	189,009
Total deposits		20,189		22,757		20,189		21,472	18,541		21,375	22,757

<sup>(1)</sup> All Other consists of ALM activities, equity investments, non-core mortgage loans and servicing activities, liquidating businesses and certain expenses not otherwise allocated to a business segment. ALM activities encompass certain residential mortgages, debt securities, and interest rate and foreign currency risk management activities. Substantially all of the results of 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 6543.0 billion and \$517.1 billion for the six months ended June 30, 2019 and 2018 \$549.5 billion and \$542.4 billion for the second quarters of 2019, and \$525.6 billion, \$516.8 billion, \$516.8 billion, \$516.8 billion, \$516.8 billion, \$516.8 billion, \$529.8 billion and \$522.2 billion at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018 respectively.

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

Oollars in millions)	June 30 2019	March 31 2019	June 30 2018
onsumer			
Residential mortgage	\$ 219,929	\$ 212,023	\$ 207,564
Home equity	44,134	46,241	53,587
U.S. credit card	93,989	93,009	94,790
Direct/Indirect consumer (1)	90,850	89,548	92,621
Other consumer (2)	174	152	167
Total consumer loans excluding loans accounted for under the fair value option	449,076	440,973	448,729
Consumer loans accounted for under the fair value option <sup>(3)</sup>	658	668	848
Total consumer	449,734	441,641	449,577
ommercial			
U.S. commercial	305,695	300,399	289,741
Non-U.S. commercial	104,173	101,029	94,450
Commercial real estate <sup>(4)</sup>	61,659	61,215	61,073
Commercial lease financing	20,384	21,196	21,399
	491,911	483,839	466,663
U.S. small business commercial <sup>(5)</sup>	14,950	14,616	14,205
Total commercial loans excluding loans accounted for under the fair value option	506,861	498,455	480,868
Commercial loans accounted for under the fair value option(3)	7,205	5,519	5,379
Total commercial	514,066	503,974	486,247
Total loans and leases	\$ 963,800	\$ 945,615	\$ 935,824

<sup>(1)</sup> Includes auto and specialty lending loans and leases of \$50.3 billion, \$49.9 billion and \$50.2 billion, unsecured consumer lending loans of \$34.4 million, \$35.5 million and \$410 million, U.S. securities-based lending loans of \$36.5 billion, \$35.8 billion and \$38.4 billion, non-U.S. consumer loans of \$2.9 billion, \$2.8 billion and \$2.8 billion and \$40 million, \$697 million and \$769 million at June 30, 2019, March 31, 2019 and June 30, 2018 respectively.

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

products.

<sup>(</sup>a) Substantially all of other consumer is consumer to consumer is consumer to consumer is consumer to consumer to

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

(Dollars in millions)						Second Qua	rter 2	2019				
		Total orporation		Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Consumer					_							
Residential mortgage	s	215,822	\$	99,946	s	78,334	\$	_	s	_	\$	37,542
Home equity		45,944		34,801		3,460		_		356		7,327
U.S. credit card		93,627		90,881		2,745		_		_		1
Direct/Indirect and other consumer		90,453		50,600		39,847		1		_		5
Total consumer		445,846		276,228		124,386		1		356		44,875
Commercial												
U.S. commercial		318,243		20,146		38,165		215,941		43,775		216
Non-U.S. commercial		103,844		_		97		84,263		19,382		102
Commercial real estate		61,778		14		3,673		51,006		7,074		11
Commercial lease financing		20,814		_		3		21,320		_		(509)
Total commercial		504,679		20,160		41,938		372,530		70,231		(180)
Total loans and leases	s	950,525	\$	296,388	s	166,324	\$	372,531	s	70,587	\$	44,695
						First Quar	ter 20	19				
		Total orporation		Consumer Banking		GWIM		Global Banking		Global Markets		All Other
Consumor		orporation		Danking	_	GWIN	_	Banking	_	Warkets	_	Other
Consumer	s	210,174	\$	93,881	\$	76,822	\$		\$	_	\$	39,471
Residential mortgage	3	47,690	3	35,816	2	3,575	3	_	3	348	3	7,951
Home equity U.S. credit card		95,008		92,213		2,795		<u> </u>		346		7,951
Direct/Indirect and other consumer		90,430		50,602				_		_		4
Total consumer		443,302		272,512		39,824 123,016				348		47,426
Commercial		216,000		10.744		27.727		214.642		42.766		210
U.S. commercial		316,089		19,744		37,727		214,642		43,766		210
Non-U.S. commercial		101,996				107		82,663		19,198		28
Commercial real estate		60,859		13		3,550		50,517		6,768		11
Commercial lease financing		21,774		10.757		41.297	_	22,286	_	(0.722		(515)
Total commercial  Total loans and leases	s	944,020	\$	19,757 292,269	\$	41,387 164,403	\$	370,108 370,108	\$	69,732 70,080	\$	(266) 47,160
			' ===		_		_		_			
						Second Qua	rter 2					
	С	Total orporation		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	\$	160,833	\$	355,088	\$	75,053	\$	63,155

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

(Dollars in millions)

		Commo	ercial Utilized			T	otal Con	nmercial Comm	itted	
	 June 30 2019	N	farch 31 2019	June 30 2018		June 30 2019		March 31 2019		June 30 2018
Asset managers and funds	\$ 70,196	\$	67,300	\$ 67,210	s	108,005	\$	104,843	\$	103,136
Real estate(5)	66,907		66,568	64,899		89,729		87,529		89,400
Capital goods	39,594		38,628	39,876		75,129		73,686		75,092
Finance companies	39,106		36,432	34,173		62,904		57,199		54,010
Healthcare equipment and services	35,420		36,095	35,299		57,097		56,488		57,893
Government and public education	42,813		42,950	45,827		54,774		54,321		55,565
Materials	27,850		28,203	26,261		52,257		52,286		50,435
Retailing	26,496		25,943	25,689		47,936		45,945		45,591
Consumer services	25,754		25,514	26,285		47,216		42,788		43,913
Food, beverage and tobacco	25,379		23,978	24,226		45,580		43,153		43,803
Commercial services and supplies	22,179		21,549	22,265		37,784		38,768		36,834
Energy	14,953		14,643	16,181		37,377		32,842		35,163
Transportation	24,867		23,519	21,425		34,581		32,099		30,054
Utilities	12,141		12,208	10,881		31,254		30,146		26,884
Global commercial banks	25,932		27,767	27,975		28,886		30,040		30,015
Individuals and trusts	18,880		18,628	18,507		25,752		25,159		24,487
Media	12,066		11,676	12,205		24,826		23,641		31,296
Technology hardware and equipment	9,405		11,514	9,827		21,707		24,398		20,933
Vehicle dealers	17,674		18,100	16,400		20,848		21,168		19,732
Consumer durables and apparel	10,311		9,870	9,201		19,993		18,625		18,568
Software and services	10,403		9,658	7,686		19,660		20,727		17,494
Pharmaceuticals and biotechnology	6,135		6,638	7,595		16,521		18,660		19,448
Telecommunication services	8,913		8,695	7,386		15,318		16,158		13,206
Automobiles and components	7,795		7,632	7,192		15,065		14,143		14,338
Financial markets infrastructure (clearinghouses)	11,626		8,338	5,343		13,345		10,053		7,135
Insurance	6,148		5,841	6,215		13,231		13,834		12,778
Food and staples retailing	5,850		5,982	5,222		9,768		9,733		11,259
Religious and social organizations	3,976		4,061	3,807		5,914		6,077		5,587
Total commercial credit exposure by industry	\$ 628,769	\$	617,930	\$ 605,058	s	1,032,457	\$	1,004,509	\$	994,049

<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 \$33.0 billion, \$32.4 billion and \$33.3 billion at June 30, 2019, March 31, 2019 and June 30, 2018, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$29.4 billion, \$32.6 billion, and \$36.1 billion, which consists primarily of other marketable securities, afune 30, 2019, March 31, 2019 and June 30, 2018

respectively.

(2) Total utilized and total committed exposure includes loans of \$7.2 billion, \$5.5 billion and \$5.4 billion and issued letters of credit with a notional amount of \$107 million, \$61 million and \$167 million accounted for under the fair value option afune 30, 2019, March 31, 2019 and June 30, 2018, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount \$4.5 billion, \$3.0 billion and \$3.2 billion at June 30, 2019, March 31, 2019 and June 30, 2018, respectively.

<sup>(3)</sup> Includes U.S. small business commercial

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.

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 primary business activity of the borrowers or the counterparties 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 <sup>(1)</sup>	Unfunded Loan Commitments	Net Counterparty Exposure	Securities/ Other Investments (2)	Country Exposure at June 30 2019	Hedges and Credit Default Protection <sup>(3)</sup>	Net Country Exposure at June 30 2019 <sup>(4)</sup>	Increase (Decrease) from March 31 2019
United Kingdom	\$ 30,513	\$ 17,718	\$ 7,816	\$ 2,390	\$ 58,437	\$ (3,277)	\$ 55,160	\$ 1,420
Germany	34,833	8,737	2,457	2,132	48,159	(2,332)	45,827	11,875
Japan	20,546	697	1,073	1,757	24,073	(1,371)	22,702	2,575
Canada	7,708	7,282	1,358	3,234	19,582	(549)	19,033	1,799
India	7,952	822	447	5,170	14,391	(206)	14,185	1,792
France	7,002	6,192	1,149	2,330	16,673	(2,893)	13,780	1,089
China	11,467	384	778	1,041	13,670	(426)	13,244	(943)
Brazil	7,899	651	271	3,675	12,496	(233)	12,263	626
Australia	6,335	3,434	457	893	11,119	(614)	10,505	(922)
Netherlands	6,928	2,800	406	961	11,095	(1,001)	10,094	1,464
South Korea	5,911	587	674	2,775	9,947	(187)	9,760	940
Switzerland	5,457	3,285	392	273	9,407	(609)	8,798	1,223
Hong Kong	5,818	205	487	1,258	7,768	(31)	7,737	237
Singapore	3,593	180	274	2,319	6,366	(68)	6,298	347
Belgium	4,741	1,194	108	489	6,532	(246)	6,286	62
Mexico	4,298	1,165	166	743	6,372	(163)	6,209	(143)
Spain	4,185	1,922	142	713	6,962	(988)	5,974	1,358
United Arab Emirates	3,240	220	141	5	3,606	(59)	3,547	(120)
Italy	2,615	1,242	534	609	5,000	(1,473)	3,527	(140)
Ireland	1,597	778	106	158	2,639	(55)	2,584	(127)
Total top 20 non-U.S. countries exposure	\$ 182,638	\$ 59,495	\$ 19,236	\$ 32,925	\$ 294,294	\$ (16,781)	\$ 277,513	\$ 24,412

<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

<sup>(</sup>a) Long securities exposures are netted on a single-name basis to, but not below, zero by snort 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 2019		ch 31 019	De	2018	Se	ptember 30 2018		June 30 2018
Residential mortgage	\$	1,744	\$	1,773	\$	1,893	\$	2,034	\$	2,140
Home equity		1,203		1,751		1,893		2,226		2,452
Direct/Indirect consumer		80		54		56		46		47
Total consumer		3,027		3,578		3,842		4,306		4,639
U.S. commercial		820		870		794		699		881
Non-U.S. commercial		122		80		80		31		170
Commercial real estate		112		213		156		46		117
Commercial lease financing		55		52		18		14		34
		1,109		1,215		1,048		790		1,202
U.S. small business commercial		51		57		54		58		56
Total commercial		1,160		1,272		1,102		848		1,258
Total nonperforming loans and leases		4,187		4,850		4,944		5,154		5,897
Foreclosed properties (1)		265		295		300		295		284
Total nonperforming loans, leases and foreclosed properties(2, 3, 4)	s	4,452	\$	5,145	\$	5,244	\$	5,449	\$	6,181
Fully-insured home loans past due 30 days or more and still accruing	s	2,155	s	2,390	\$	2,790	\$	3,183	\$	3,454
Consumer credit card past due 30 days or more and still accruing		1,838		1,932		1,989		1,805		1,695
Other loans past due 30 days or more and still accruing		2,864		2,905		3,539		3,255		3,682
Total loans past due 30 days or more and still accruing <sup>(3, 5, 6)</sup>	\$	6,857	\$	7,227	\$	8,318	\$	8,243	\$	8,831
Fully-insured home loans past due 90 days or more and still accruing	\$	1,364	\$	1,593	\$	1,884	\$	2,161	\$	2,483
Consumer credit card past due 90 days or more and still accruing		941		1,005		994		872		865
Other loans past due 90 days or more and still accruing		268		181	_	352	_	256	_	341
Total loans past due 90 days or more and still accruing <sup>(3,5,6)</sup>	<u>\$</u>	2,573	\$	2,779	\$	3,230	\$	3,289	\$	3,689
Nonperforming loans, leases and foreclosed properties/Total assets <sup>(7)</sup>		0.19%		0.22%		0.22%		0.23 %		0.27%
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties $^{7)}$		0.47		0.55		0.56		0.59		0.66
Nonperforming loans and leases/Total loans and leases(7)		0.44		0.52		0.52		0.56		0.63
Commercial reservable criticized utilized exposure <sup>(8)</sup>	\$	11,834	\$	11,821	\$	11,061	\$	11,597	\$	12,357
Commercial reservable criticized utilized exposure/Commercial reservable utilized exposure(8)		2.19 %		2.22%		2.08%		2.26%		2.40%
$Total\ commercial\ criticized\ utilized\ exposure/Commercial\ utilized\ exposurd^{(8)}$		2.04		2.07		1.93		2.16		2.34

following:

		ine 30 2019	March 31 2019	Ε	December 31 2018	S	eptember 30 2018	June 30 2018
Nonperforming loans held-for-sale	s	278	\$ 457	\$	291	\$	177	\$ 220
Nonnerforming loans accounted for under the fair value antion		10	67		12		16	46

<sup>(5)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing (§3 million, \$4 million, \$53 million at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively, and loans held-for-sale past due 90 days or more and still accruing of \$0, \$1 million, \$2 million, \$8 million at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively. At June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, there were \$9 million, \$6 million, \$10 million, \$21 million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.

<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\$29.94 million, \$400 million, \$500 million at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively.
(2) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the FHA 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.
(3) Balances do not include 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

<sup>(6)</sup> 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 d87.9 billion, \$6.2 billion, \$4.3 billion at June 30, 2019, March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018, respectively.

<sup>(8)</sup> 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)

llars in millions)		Second	First	ourth	Third	Second
		Quarter 2019	Quarter 2019	uarter 2018	Quarter 2018	Quarter 2018
Nonperforming Consumer Loans and Leases:				 _		
Balance, beginning of period	\$	3,578	\$ 3,842	\$ 4,306	\$ 4,639	\$ 4,906
Additions		390	391	545	484	599
Reductions:						
Paydowns and payoffs		(195)	(188)	(214)	(238)	(261)
Sales		(502)	(164)	(438)	(145)	(117)
Returns to performing status <sup>(2)</sup>		(189)	(249)	(274)	(309)	(336)
Charge-offs (3)		(29)	(28)	(51)	(89)	(114)
Transfers to foreclosed properties		(26)	(26)	(32)	(36)	(38)
Total net reductions to nonperforming loans and leases		(551)	(264)	 (464)	(333)	 (267)
Total nonperforming consumer loans and leases, end of period		3,027	3,578	3,842	4,306	4,639
Foreclosed properties		205	236	 244	265	 263
Nonperforming consumer loans, leases and foreclosed properties, end of period	\$	3,232	\$ 3,814	\$ 4,086	\$ 4,571	\$ 4,902
Nonperforming Commercial Loans and Leases (4):						
Balance, beginning of period	s	1,272	\$ 1,102	\$ 848	\$ 1,258	\$ 1,472
Additions		389	640	500	235	244
Reductions:						
Paydowns		(210)	(108)	(122)	(287)	(193)
Sales		(117)	(43)	(6)	(130)	(50)
Return to performing status(5)		(23)	(34)	(33)	(95)	(91)
Charge-offs		(151)	(97)	(85)	(116)	(112)
Transfers to foreclosed properties		_	(7)	_	(12)	_
Transfers to loans held-for-sale		_	(181)	_	(5)	(12)
Total net additions (reductions) to nonperforming loans and leases		(112)	170	 254	(410)	 (214)
Total nonperforming commercial loans and leases, end of period		1,160	1,272	1,102	848	 1,258
Foreclosed properties		60	59	56	30	21
Nonperforming commercial loans, leases and foreclosed properties, end of period	\$	1,220	\$ 1,331	\$ 1,158	\$ 878	\$ 1,279

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

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see tootnotes toonperforming Loans, Leases and Foreclosed Properties Pro

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)

(Dollars in millions)													
		Second Quarter 2019			Qu	irst aarter 019	 Four Quar 201	rter	_	Third Quarte 2018	r	 Seco Quar 201	ter
	A	mount	Percent	Amo	ount	Percent	 Amount	Percent	_	Amount	Percent	 Amount	Percent
Net Charge-offs													
Residential mortgage (2)	\$	3	0.01 %	\$	(16)	(0.03)%	\$ 15	0.03 %	\$	12	0.02 %	\$ 7	0.01 %
Home equity (3)		(155)	(1.36)		11	0.10	(15)	(0.12)		(20)	(0.15)	_	_
U.S. credit card		762	3.26		745	3.18	699	2.90		698	2.92	739	3.17
Direct/Indirect consumer		40	0.18		54	0.24	53	0.23		42	0.18	41	0.18
Other consumer		41	n/m		41	n/m	52	n/m		44	n/m	43	n/m
Total consumer		691	0.62		835	0.77	 804	0.71		776	0.69	 830	0.74
U.S. commercial		66	0.09		83	0.11	43	0.06		70	0.10	78	0.11
Non-U.S. commercial		48	0.19		_	_	20	0.09		25	0.10	19	0.08
Commercial real estate		4	0.02		5	0.03	(2)	(0.02)		2	0.02	4	0.03
Commercial lease financing		13	0.26			_	(1)	(0.01)		_	_	1	0.01
		131	0.11		88	0.07	60	0.05		97	0.08	102	0.09
U.S. small business commercial		65	1.76		68	1.90	60	1.65		59	1.67	64	1.82
Total commercial		196	0.16		156	0.13	120	0.10		156	0.13	166	0.14
Total net charge-offs	\$	887	0.38	\$	991	0.43	\$ 924	0.39	\$	932	0.40	\$ 996	0.43
By Business Segment and All Other													
Consumer Banking	\$	915	1.24 %	\$	925	1.28 %	\$ 889	1.22 %	\$	853	1.19 %	\$ 896	1.28 %
Global Wealth & Investment Management		12	0.03		12	0.03	8	0.02		13	0.03	15	0.04
Global Banking		129	0.14		82	0.09	56	0.06		85	0.10	86	0.10
Global Markets		_	_		_	_	_	_		3	0.02	14	0.08
All Other		(169)	(1.54)		(28)	(0.24)	(29)	(0.22)		(22)	(0.15)	(15)	(0.10)
Total net charge-offs	\$	887	0.38	\$	991	0.43	\$ 924	0.39	\$	932	0.40	\$ 996	0.43

<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) Includes loan sale charge-offs (recoveries) of\$0 and \$(10) million for the second and first quarters of2019, and \$25 million, \$6 million and \$(5) million for the fourth, third and second quarters of2018, respectively.

(3) Includes loan sale charge-offs (recoveries) of\$(118) million and \$24 million for the second and first quarters of2019, and \$0, \$(8) million and \$(2) million for the fourth, third and second quarters of2018, and \$(10) million and \$(10) million and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million and \$(10) million and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) million for the fourth, third and second quarters of2018, and \$(10) milli

 $<sup>\</sup>begin{array}{l} respectively. \\ n/m = not \ meaningful \end{array}$ 

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

(Dollars in millions)					
		2019	nded June 30	18	
		Amount	Percent	Amount	Percent
Net Charge-offs		Amount	rerent	Tunount	recent
Residential mortgage (2)	\$	(13)	(0.01)%	\$ 1	— %
Home equity (3)		(144)	(0.62)	33	0.12
U.S. credit card		1,507	3.22	1,440	3.09
Direct/Indirect consumer		94	0.21	100	0.21
Other consumer		82	n/m	86	n/m
Total consumer		1,526	0.69	1,660	0.75
U.S. commercial		149	0.10	102	0.07
Non-U.S. commercial		48	0.10	23	0.05
Commercial real estate		9	0.03	1	_
Commercial lease financing		13	0.13	_	_
		219	0.09	126	0.05
U.S. small business commercial		133	1.83	121	1.75
Total commercial		352	0.14	247	0.10
Total net charge-offs	\$	1,878	0.40	\$ 1,907	0.41
By Business Segment and All Other					
Consumer Banking	s	1,840	1.26 %	\$ 1,773	1.28 %
Global Wealth & Investment Management		24	0.03	40	0.05
Global Banking		211	0.12	105	0.06
Global Markets		_	_	20	0.06
All Other		(197)	(0.88)	(31)	(0.10)
Total net charge-offs	\$	1,878	0.40	\$ 1,907	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 category.
(2) Includes loan sale net recoveries of \$10 million and \$23 million for the six months ended June 30, 2019 and

<sup>2018.

(3)</sup> Includes loan sale net recoveries of \$94 million and \$4 million for the six months endedJune 30, 2019 and 2018.

n/m = not meaningful

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

(Dollars in millions)

		June 30, 20	)19		March 31, 2	019		June 30, 20	18
	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	\$ 358	3.76 %	0.16 %	\$ 379	3.96%	0.18%	\$ 553	5.50%	0.27%
Home equity	361	3.79	0.82	443	4.63	0.96	813	8.09	1.52
U.S. credit card	3,706	38.90	3.94	3,666	38.27	3.94	3,477	34.60	3.67
Direct/Indirect consumer	233	2.45	0.26	238	2.49	0.27	269	2.68	0.29
Other consumer	31	0.33	n/m	30	0.31	n/m	28	0.28	n/m
Total consumer	4,689	49.23	1.04	4,756	49.66	1.08	5,140	51.15	1.15
U.S. commercial (3)	2,989	31.37	0.93	2,997	31.29	0.95	3,045	30.30	1.00
Non-U.S.commercial	708	7.43	0.68	705	7.36	0.70	751	7.47	0.79
Commercial real estate	972	10.20	1.58	965	10.08	1.58	952	9.47	1.56
Commercial lease financing	169	1.77	0.83	154	1.61	0.73	162	1.61	0.76
Total commercial	4,838	50.77	0.95	4,821	50.34	0.97	4,910	48.85	1.02
Allowance for loan and lease losses	9,527	100.00 %	1.00	9,577	100.00%	1.02	10,050	100.00%	1.08
Reserve for unfunded lending commitments	806			802			787		
Allowance for credit losses	\$ 10,333			\$ 10,379			\$ 10,837		
Asset Quality Indicators									
Allowance for loan and lease losses/Total loans and leases (2)		1.00%			1.02%			1.08%	
Allowance for loan and lease losses/Total nonperforming loans and leases (4)		228			197			170	
Ratio of the allowance for loan and lease		• 60							

<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 \$300 million, \$315 million and \$489 million and home equity loans of \$358 million, \$353 million at June 30, 2019, March 31, 2019 and June 30, 2018, respectively. Commercial loans accounted for under the fair value option include U.S. commercial loans of \$3.9 billion, \$2.8 billion and \$3.5 billion and \$3.5 billion and \$3.5 billion and \$1.9 billion at June 30, 2019, March 31, 2019 and June 30, 2018, respectively.

(2) Total loans and leases do not include loans accounted for under the fair value option of \$7.9 billion, \$6.2 billion and \$6.2 billion at June 30, 2019, March 31, 2019 and June 30, 2018, respectively.

2.38

2.68

losses/Annualized net charge-offs

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

2.52

respectively.

(3) Includes allowance for loan and lease losses for U.S. small business commercial loans 6498 million, \$489 million and \$465 million at June 30, 2019, March 31, 2019 and June 30, 2018,

respectively.

(4) Allowance for loan and lease losses includes\$4.1 billion, \$4.1 billion and \$4.0 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, 2019, March 31, 2019 and June 30, 2018, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases wak29 percent, 113 percent and 102 percent at June 30, 2019, March 31, 2019 and June 30, 2018, respectively. n/m = not meaningful

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

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

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

(Dollars in millions, except per share information)

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

See the tables below for reconciliations of these non-GAAP financial measures to the most closely related financial measures defined by GAAP for this months ended June 30, 2019 and 2018 and the three months ended June 30, 2019 March 31, 2019, December 31, 2018, September 30, 2018 and June 30, 2018 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.

	Six Months Ended June 30			Second Quarter		First		Fourth		Third		Second Quarter			
	_	2019	2018		_	2019		Quarter 2019		Quarter 2018		Quarter 2018		2018	
Reconciliation of average shareholders' equity to average tangible common shareholders' equity and average tangible shareholders' equity															
Shareholders' equity	s	267,101	\$	265,330	\$	267,975	\$	266,217	\$	263,698	\$	264,653	\$	265,181	
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)	
Intangible assets (excluding mortgage servicing rights)		(1,750)		(2,193)		(1,736)		(1,763)		(1,857)		(1,992)		(2,126)	
Related deferred tax liabilities		805		927		770		841		874		896		916	
Tangible shareholders' equity	s	197,205	\$	195,113	\$	198,058	\$	196,344	\$	193,764	\$	194,606	\$	195,020	
Preferred stock		(22,433)		(23,321)		(22,537)		(22,326)		(22,326)		(22,841)		(23,868)	
Tangible common shareholders' equity	s	174,772	\$	171,792	s	175,521	\$	174,018	\$	171,438	\$	171,765	\$	171,152	
Reconciliation of period-end shareholders' equity to period-end tangible common shareholders' equity and period-end tangible shareholders' equity															
Shareholders' equity	S	271,408	\$	264,216	\$	271,408	\$	267,010	\$	265,325	\$	262,158	\$	264,216	
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)	
Intangible assets (excluding mortgage servicing rights)		(1,718)		(2,043)		(1,718)		(1,747)		(1,774)		(1,908)		(2,043)	
Related deferred tax liabilities		756		900		756		773		858		878		900	
Tangible shareholders' equity	s	201,495	\$	194,122	\$	201,495	\$	197,085	\$	195,458	\$	192,177	\$	194,122	
Preferred stock		(24,689)		(23,181)		(24,689)		(22,326)		(22,326)		(22,326)		(23,181)	
Tangible common shareholders' equity	s	176,806	\$	170,941	\$	176,806	\$	174,759	\$	173,132	\$	169,851	\$	170,941	
Reconciliation of period-end assets to period-end tangible assets															
Assets	S	2,395,892	\$	2,291,670	\$	2,395,892	\$	2,377,164	\$	2,354,507	\$	2,338,833	\$	2,291,670	
Goodwill		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)		(68,951)	
Intangible assets (excluding mortgage servicing rights)		(1,718)		(2,043)		(1,718)		(1,747)		(1,774)		(1,908)		(2,043)	
Related deferred tax liabilities		756		900		756		773		858		878		900	
Tangible assets	\$	2,325,979	\$	2,221,576	\$	2,325,979	\$	2,307,239	\$	2,284,640	\$	2,268,852	\$	2,221,576	
Book value per share of common stock					ı										
Common shareholders' equity	s	246,719	\$	241,035	s	246,719	\$	244,684	\$	242,999	\$	239,832	\$	241,035	
Ending common shares issued and outstanding		9,342.6		10,012.7		9,342.6		9,568.4		9,669.3		9,858.3		10,012.7	
Book value per share of common stock	\$	26.41	\$	24.07	\$	26.41	\$	25.57	\$	25.13	\$	24.33	\$	24.07	
Tangible book value per share of common stock															
Tangible common shareholders' equity	S	176,806	\$	170,941	\$	176,806	\$	174,759	\$	173,132	\$	169,851	\$	170,941	
Ending common shares issued and outstanding		9,342.6		10,012.7		9,342.6		9,568.4		9,669.3		9,858.3		10,012.7	
Tangible book value per share of common stock	\$	18.92	\$	17.07	\$	18.92	\$	18.26	\$	17.91	\$	17.23	\$	17.07	