

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

**FORM 8-K**

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

**Date of Report (Date of earliest event reported):  
October 14, 2004**

**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**  
(Address of principal executive offices)

**28255**  
(Zip Code)

**704.386.8486**  
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425).
  - ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12).
  - ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)).
  - ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)).
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**ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.**

On October 14, 2004, Bank of America Corporation (the “Registrant”) announced financial results for the third quarter ended September 30, 2004, reporting earnings of \$3.76 billion and diluted earnings per common share of \$0.91. A copy of the press release announcing the Registrant’s results for the third quarter ended September 30, 2004 is attached hereto as Exhibit 99.1 and incorporated by reference herein.

**ITEM 7.01. RESOLUTION FD DISCLOSURE.**

On October 14, 2004, the Registrant held an investor conference and webcast to disclose financial results for the third quarter ended September 30, 2004. The Supplemental Information package for use at this conference is furnished herewith as Exhibit 99.2 and incorporated by reference in Item 7.01. All information in the Supplemental Information package is presented as of September 30, 2004, and the Registrant does not assume any obligation to correct or update said information in the future.

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

**ITEM 8.01. OTHER EVENTS.**

On October 14, 2004, the Registrant announced financial results for the third quarter ended September 30, 2004, reporting earnings of \$3.76 billion and diluted earnings per common share of \$0.91. A copy of the press release announcing the Registrant’s results for the third quarter ended September 30, 2004 is attached hereto at Exhibit 99.1 and incorporated by reference herein.

**ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.****(c) Exhibits.**

The following exhibits are filed herewith:

| <u>Exhibit No.</u> |                                                                                                                                                    |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| 99.1               | Press Release dated October 14, 2004 with respect to the Registrant’s financial results for the third quarter ended September 30, 2004.            |
| 99.2               | Supplemental Information prepared for use on October 14, 2004 in connection with financial results for the third quarter ended September 30, 2004. |

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**SIGNATURE**

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

**BANK OF AMERICA CORPORATION**

By: /s/ Teresa M. Brenner  
Teresa M. Brenner  
Associate General Counsel

Dated: October 14, 2004

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## EXHIBIT INDEX

### EXHIBIT NO.

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### DESCRIPTION OF EXHIBIT

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|      |                                                                                                                                                    |
|------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| 99.1 | Press Release dated October 14, 2004 with respect to the Registrant's financial results for the third quarter ended September 30, 2004.            |
| 99.2 | Supplemental Information prepared for use on October 14, 2004 in connection with financial results for the third quarter ended September 30, 2004. |

October 14, 2004

**Investors may contact:**

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**Bank of America reports third quarter earnings of \$3.76 billion, or \$.91 per share**

*Successful brand rollout continues across Northeast*

*Fleet merger transition on target*

*Consumer bank momentum continues*

CHARLOTTE — Bank of America Corporation today reported third quarter earnings of \$3.76 billion, or \$.91 per share (diluted), compared to earnings of \$2.92 billion, or \$.96 per share, a year ago. Under purchase accounting rules, year-ago results do not include the impact of FleetBoston Financial Corporation, which was acquired on April 1, 2004.

Return on common equity in the third quarter was 15.56 percent.

In addition to the impact of Fleet, the company's net income improvement was driven by continued momentum in consumer banking, merger-driven cost savings, lower provision expense and gains on the sale of debt securities.

Third quarter earnings included merger and restructuring charges of \$221 million pre-tax, which reduced earnings by 4 cents per share. These included \$156 million for the Fleet merger and \$65 million for severance related to the infrastructure initiative announced last week.

For the first nine months of 2004, Bank of America earned \$10.29 billion, or \$2.76 per share, compared to \$8.08 billion, or \$2.65 per share, a year earlier.

"Business momentum remains strong," said Kenneth D. Lewis, president and chief executive officer. "Our results show we are attracting and deepening customer relationships across the franchise. This is evident from the growth in consumer accounts and card usage to the improvement in market penetration in corporate banking products to the significant growth in Premier Banking relationships. We are also particularly pleased with the progress in integrating Fleet, where we are meeting, or exceeding, the plans we announced last fall."

"We are beginning to tap into the wealth in the Northeast; GCIB is gaining market share in key product lines and should gain strength as we invest more than \$600 million into the business. Commercial is seeing positive growth trends and the consumer business remains our workhorse."

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**Fleet Merger Highlights from the Quarter**

- The company opened 87,000 net new consumer checking accounts in the former Fleet franchise during the quarter, more than double the 42,000 in the prior quarter.
- In the Northeast, the company opened 81,000 net new consumer savings accounts, compared to 37,000 in the prior quarter.
- Product sales in the six new Manhattan banking centers averaged 12 sales per associate per day, which is twice the average rate across the franchise.
- 399 Premier banking client managers were added, 50 percent in New England and 50 percent in the New York City area.
- To date, 621 Fleet banking centers, or more than a third of the total, have been re-branded.
- Attesting to the convenience of the national network, “legacy” Bank of America and Fleet customers have begun to make cross-footprint transactions in increasing volumes. In the last week of September alone, customers completed 25,000 cross-footprint transactions, 60 percent of which were performed by “legacy” Bank of America customers in former Fleet banking centers.

**Third Quarter Business Highlights**

*To provide a meaningful period-to-period comparison and one that is more reflective of ongoing operations, this section's highlights are calculated by combining Bank of America and Fleet results on a pro forma basis for the applicable comparisons.*

- The company announced a new national business designed to serve the needs of ultra high net worth individuals and families.
- Retail deposits grew 11 percent to \$399.6 billion.
- The number of consumer checking accounts grew by net 537,000 during the quarter. Year to date, the company has increased accounts by 1,515,000 and is on target to exceed its goal of 2.0 million for the year.
- The number of consumer savings accounts grew by net 624,000 during the quarter. Year to date, the company has increased accounts by 1,876,000 and is on target to exceed its goal of 2.0 million for the year.
- The company opened 1.6 million new credit card accounts during the quarter. This growth was driven by targeted direct mail marketing campaigns, strong co-brand programs and effective cross selling of cards in banking centers.

**More**

- During the quarter, the company opened 38 new banking centers, bringing total openings to 83 for the year.
- Customers continued to expand their use of debit cards. Both purchase volumes and total transactions increased 19 and 18 percent, respectively, from a year ago.
- Online banking active users increased 5 percent, to 11.8 million. Of those users, 4.8 million use bill pay. During the quarter, bill pay volume increased 10 percent.
- In the first nine months of the year, the company became the top U.S. deal manager in commercial mortgage-backed securities.
- In the first nine months of the year, the company's market share in syndicated loans increased to 20.0 percent. High yield debt market share increased to 12.2 percent.

### Third Quarter Financial Summary

*These are GAAP-reported results, which exclude Fleet results in the year-ago period.*

#### Revenue

Revenue on a fully taxable-equivalent basis grew to \$12.73 billion from \$9.92 billion the previous year.

Net interest income on a fully taxable-equivalent basis was \$7.84 billion compared to \$5.48 billion a year earlier. In addition to the impact of Fleet, this increase was driven by the impact of higher asset/liability management portfolio and rate levels, consumer loan growth and domestic deposit growth. These increases were partially offset by the impact of lower large corporate and foreign loan balances in addition to lower trading-related margins and mortgages held-for-sale.

Noninterest income was \$4.90 billion compared to \$4.45 billion a year earlier. In addition to the impact of Fleet, these results were driven by record card income, higher service charges, investment and brokerage income and equity investment gains, offset by a loss of \$250 million in mortgage banking income, which resulted from lower origination volume and a writedown of mortgage servicing rights.

During the quarter, the company realized \$732 million in securities gains as it repositioned its mortgage-backed securities to reduce mortgage prepayment risk.

#### Efficiency

Noninterest expense was \$6.99 billion compared to \$5.08 billion a year ago, driven by the addition of Fleet. Pre-tax cost savings from the merger were \$309 million during the quarter.

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### Credit Quality

Overall credit quality continued to improve. Both net charge-offs and nonperforming assets continued to decline. All major commercial asset quality indicators showed positive trends and consumer asset quality remained stable as credit card charge-offs grew in line with card portfolio growth.

- Provision for credit losses was \$650 million, down from \$789 million in the second quarter of 2004 and \$651 million a year earlier.
- Net charge-offs were 0.57 percent of average loans and leases, or \$719 million, down from 0.67 percent, or \$829 million, in the second quarter and 0.86 percent of loans and leases, or \$776 million, a year earlier.
- Nonperforming assets were 0.55 percent of total loans, leases and foreclosed properties, or \$2.84 billion, as of September 30, 2004. This compared to 0.64 percent, or \$3.18 billion, on June 30, 2004 and 0.98 percent, or \$3.66 billion, on September 30, 2003.
- The allowance for loan and lease losses stood at 1.70 percent of loans and leases, or \$8.72 billion, on September 30, 2004. This compared to 1.76 percent or \$8.77 billion on June 30, 2004 and 1.68 percent or \$6.26 billion on September 30, 2003. As of September 30, 2004, the allowance for loan and lease losses represented 343 percent of nonperforming loans and leases, compared to 305 percent on June 30, 2004 and 183 percent on September 30, 2003.

### Capital Management

Total shareholders' equity was \$98.0 billion on September 30, 2004, compared to \$50.4 billion a year ago. This represented 9 percent of period-end assets of \$1.09 trillion. The Tier 1 Capital Ratio was 8.08 percent, compared to 8.20 percent on June 30, 2004 and 8.25 percent a year ago.

During the quarter, Bank of America paid a cash dividend of \$.45 per share, a 12.5 percent increase from the prior quarter's dividend. The company also issued 26.8 million shares primarily related to employee options and stock ownership plans and repurchased 40.4 million shares. Average common shares issued and outstanding were 4.05 billion in the third quarter compared to 4.06 billion in the second quarter and 2.98 billion a year earlier. The company's stock split 2-for-1 on August 27, 2004.

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## Business Segment Results

*Effective April 1, 2004, the company reorganized its business segments. What was formerly Consumer and Commercial Banking has been separated into two segments — Consumer and Small Business Banking; and Commercial Banking. Wealth and Investment Management has added Premier Banking and the NYSE Specialist firm. Global Corporate and Investment Banking is relatively unchanged and Corporate Other includes Latin America, equity investments, liquidating businesses and treasury.*

### Consumer and Small Business Banking

Consumer and Small Business Banking earned \$1.68 billion on total revenue of \$7.03 billion.

During the quarter, successful execution of the company's customer relationship strategy continued to provide momentum for this business. Product sales per associate continued to grow as customer relationships deepened. This trend was reflected in continued solid growth in checking and savings accounts. Home equity and credit cards balances increased significantly during the quarter. Credit card purchase volume increased and the number of cardholders continued to grow.

Revenue and profit were negatively impacted by a loss of \$250 million in mortgage banking income, which resulted from lower origination volume and a writedown of mortgage servicing rights. Results were also impacted by higher provision expense due to growth in the credit card portfolio.

### Commercial Banking

Commercial Banking earned \$824 million on total revenue of \$1.82 billion.

During the quarter, service charges and investment banking fees grew as the company recorded lower provision and personnel expense. Loans continued to grow modestly.

### Global Corporate and Investment Banking

Global Corporate and Investment Banking earned \$475 million on total revenue of \$2.06 billion.

A slow economy, flattening yield curve, normal summer slowdown and continued geo-political risk impacted results. Investment banking results, while lower than the second quarter, were above year-ago levels, reflecting the company's continuing platform build-out. Growth in loan syndications and advisory services drove investment banking fees.

Trading results were below the record set in second quarter and lower than a year ago. A flattening yield curve and tightening credit spreads created a difficult trading environment. Offsetting this was continued strong demand for commercial mortgage-backed and asset-backed securities. Provision expense was negative for the fourth straight quarter, reflecting continued improvement in credit quality.

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### Wealth and Investment Management

Wealth and Investment Management earned \$469 million on total revenue of \$1.57 billion.

The segment benefited from its diversified business model with significant increases in loans and deposits in the Private Bank and Premier Banking. This more than offset lower brokerage fees, which reflected lower retail trading in the debt and equity markets.

Net interest income grew 12 percent during the quarter as deposits in this segment increased 14 percent, reflecting strong deposit efforts by Premier Banking and the Private Bank. Loans increased 3 percent during the quarter. Assets under management were \$430 billion, which was down from the prior quarter.

### Corporate Other

Corporate Other earned \$314 million. Principal Investing continued to show improvements, reporting cash gains of \$257 million in the third quarter offset by \$59 million in impairments and \$27 million in mark-to-market adjustments. Latin America earned \$151 million on total revenue of \$264 million, primarily due to lower provision.

**Note:** *Marc D. Oken, chief financial officer, will discuss third quarter results in a conference call at 9:30 a.m. (Eastern Time) today. The call can be accessed via a webcast available on the Bank of America Web site at <http://www.bankofamerica.com/investor/>.*

Bank of America is one of the world's largest financial institutions, serving individual consumers, small 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 33 million consumer relationships with 5,800 retail banking offices, more than 16,500 ATMs and award-winning online banking with more than eleven million active users. Bank of America is the No. 1 Small Business Administration Lender in the United States by the SBA. The company serves clients in 150 countries and has relationships with 96 percent of the U.S. Fortune 500 companies and 82 percent of the Global Fortune 500. Bank of America Corporation stock (ticker: BAC) is listed on the New York Stock Exchange.

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**Forward-Looking Statements**

This press release contains forward-looking statements, including statements about the financial conditions, results of operations and earnings outlook of Bank of America Corporation. The forward-looking statements involve certain risks and uncertainties. Factors that may cause actual results or earnings to differ materially from such forward-looking statements include, among others, the following: 1) projected business increases following process changes and other investments are lower than expected; 2) competitive pressure among financial services companies increases significantly; 3) general economic conditions are less favorable than expected; 4) political conditions including the threat of future terrorist activity and related actions by the United States military abroad may adversely affect the company's businesses and economic conditions as a whole; 4) changes in the interest rate environment reduce interest margins and impact funding sources; 5) changes in foreign exchange rates increases exposure; 6) changes in market rates and prices may adversely impact the value of financial products; 7) legislation or regulatory environments, requirements or changes adversely affect the businesses in which the company is engaged; 8) litigation liabilities, including costs, expenses, settlements and judgments, may adversely affect the company or its businesses; and 9) decisions to downsize, sell or close units or otherwise change the business mix of any of the company. For further information regarding Bank of America Corporation, please read the Bank of America reports filed with the SEC and available at [www.sec.gov](http://www.sec.gov).

###

|                                                                                  | Three Months Ended<br>September 30 |            | Nine Months Ended<br>September 30 |            |
|----------------------------------------------------------------------------------|------------------------------------|------------|-----------------------------------|------------|
|                                                                                  | 2004                               | 2003       | 2004                              | 2003       |
| (Dollars in millions, except per share data; shares in thousands)                |                                    |            |                                   |            |
| <b>Financial Summary</b>                                                         |                                    |            |                                   |            |
| Earnings                                                                         | \$ 3,764                           | \$ 2,922   | \$ 10,294                         | \$ 8,084   |
| Earnings per common share                                                        | 0.93                               | 0.98       | 2.80                              | 2.70       |
| Diluted earnings per common share                                                | 0.91                               | 0.96       | 2.76                              | 2.65       |
| Dividends paid per common share                                                  | 0.45                               | 0.40       | 1.25                              | 1.04       |
| Closing market price per common share                                            | 43.33                              | 39.02      | 43.33                             | 39.02      |
| Average common shares issued and outstanding                                     | 4,052,304                          | 2,980,206  | 3,666,298                         | 2,988,739  |
| Average diluted common shares issued and outstanding                             | 4,121,375                          | 3,039,282  | 3,729,120                         | 3,047,046  |
| <b>Summary Income Statement</b>                                                  |                                    |            |                                   |            |
| Net interest income                                                              | \$ 7,665                           | \$ 5,304   | \$ 21,047                         | \$ 15,878  |
| Total noninterest income                                                         | 4,895                              | 4,446      | 14,052                            | 12,401     |
| Total revenue                                                                    | 12,560                             | 9,750      | 35,099                            | 28,279     |
| Provision for credit losses                                                      | 650                                | 651        | 2,063                             | 2,256      |
| Gains on sales of debt securities                                                | 732                                | 233        | 2,022                             | 802        |
| Other noninterest expense                                                        | 6,773                              | 5,077      | 19,266                            | 14,867     |
| Merger and restructuring charges                                                 | 221                                | —          | 346                               | —          |
| Income before income taxes                                                       | 5,648                              | 4,255      | 15,446                            | 11,958     |
| Income tax expense                                                               | 1,884                              | 1,333      | 5,152                             | 3,874      |
| Net income                                                                       | \$ 3,764                           | \$ 2,922   | \$ 10,294                         | \$ 8,084   |
| <b>Summary Average Balance Sheet</b>                                             |                                    |            |                                   |            |
| Total loans and leases                                                           | \$ 503,078                         | \$ 357,288 | \$ 458,268                        | \$ 351,119 |
| Debt securities                                                                  | 169,515                            | 63,423     | 143,119                           | 74,532     |
| Total earning assets                                                             | 954,626                            | 677,308    | 881,377                           | 651,535    |
| Total assets                                                                     | 1,110,124                          | 786,155    | 1,023,005                         | 758,605    |
| Total deposits                                                                   | 587,878                            | 414,569    | 531,958                           | 401,985    |
| Shareholders' equity                                                             | 96,392                             | 48,871     | 79,510                            | 49,512     |
| Common shareholders' equity                                                      | 96,120                             | 48,816     | 79,293                            | 49,455     |
| <b>Performance Indices</b>                                                       |                                    |            |                                   |            |
| Return on average assets                                                         | 1.35%                              | 1.48%      | 1.34%                             | 1.43%      |
| Return on average common shareholders' equity                                    | 15.56                              | 23.74      | 17.32                             | 21.85      |
| <b>Credit Quality</b>                                                            |                                    |            |                                   |            |
| Net charge-offs                                                                  | \$ 719                             | \$ 776     | \$ 2,268                          | \$ 2,381   |
| Annualized net charge-offs as a % of average loans and leases outstanding        | 0.57%                              | 0.86%      | 0.66%                             | 0.91%      |
| Managed credit card net losses as a % of average managed credit card receivables | 5.48                               | 5.33       | 5.55                              | 5.44       |
|                                                                                  |                                    |            |                                   |            |
|                                                                                  |                                    |            | At September 30                   |            |
|                                                                                  |                                    |            | 2004                              | 2003       |
| <b>Balance Sheet Highlights</b>                                                  |                                    |            |                                   |            |
| Loans and leases                                                                 |                                    |            | \$ 511,639                        | \$ 373,098 |
| Total debt securities                                                            |                                    |            | 163,858                           | 63,279     |
| Total earning assets                                                             |                                    |            | 933,479                           | 627,721    |
| Total assets                                                                     |                                    |            | 1,088,996                         | 737,546    |
| Total deposits                                                                   |                                    |            | 591,258                           | 408,510    |
| Total shareholders' equity                                                       |                                    |            | 98,011                            | 50,445     |
| Common shareholders' equity                                                      |                                    |            | 97,740                            | 50,390     |
| Book value per share                                                             |                                    |            | 24.14                             | 16.92      |
| Total equity to assets ratio (period end)                                        |                                    |            | 9.00%                             | 6.84%      |
| Risk-based capital ratios:                                                       |                                    |            |                                   |            |
| Tier 1                                                                           |                                    |            | 8.08*                             | 8.25       |
| Total                                                                            |                                    |            | 11.70*                            | 12.17      |
| Leverage ratio                                                                   |                                    |            | 5.92*                             | 5.95       |
| Period-end common shares issued and outstanding                                  |                                    |            | 4,049,063                         | 2,978,874  |
| Allowance for credit losses:                                                     |                                    |            |                                   |            |
| Allowance for loan and lease losses                                              |                                    |            | \$ 8,723                          | \$ 6,258   |
| Reserve for unfunded lending commitments                                         |                                    |            | 446                               | 458        |
| Total                                                                            |                                    |            | \$ 9,169                          | \$ 6,716   |
| Allowance for loan and lease losses as a % of total loans and leases             |                                    |            |                                   |            |
|                                                                                  |                                    |            | 1.70%                             | 1.68%      |

|                                                                                    |          |          |
|------------------------------------------------------------------------------------|----------|----------|
| Allowance for loan and lease losses as a % of total nonperforming loans and leases | 343      | 183      |
| Total nonperforming loans and leases                                               | \$ 2,546 | \$ 3,429 |
| Total nonperforming assets                                                         | 2,836    | 3,657    |
| Nonperforming assets as a % of:                                                    |          |          |
| Total assets                                                                       | 0.26%    | 0.50%    |
| Total loans, leases and foreclosed properties                                      | 0.55     | 0.98     |
| Nonperforming loans and leases as a % of total loans and leases                    | 0.50     | 0.92     |

#### **Other Data**

|                                      |         |         |
|--------------------------------------|---------|---------|
| Full-time equivalent employees       | 175,523 | 132,749 |
| Number of banking centers - domestic | 5,829   | 4,211   |
| Number of ATMs - domestic            | 16,728  | 13,120  |

\* Preliminary data

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

## BUSINESS SEGMENT RESULTS

|                                              | Consumer and<br>Small Business<br>Banking | Commercial<br>Banking | Global Corporate<br>and Investment<br>Banking | Wealth and<br>Investment<br>Management | Corporate<br>Other |
|----------------------------------------------|-------------------------------------------|-----------------------|-----------------------------------------------|----------------------------------------|--------------------|
| <b>Three Months Ended September 30, 2004</b> |                                           |                       |                                               |                                        |                    |
| Total revenue (FTE) <sup>(2)</sup>           | \$ 7,025                                  | \$ 1,821              | \$ 2,064                                      | \$ 1,573                               | \$ 248             |
| Net income                                   | 1,682                                     | 824                   | 475                                           | 469                                    | 314                |
| Shareholder value added                      | 754                                       | 222                   | 185                                           | 246                                    | 46                 |
| Return on average equity                     | 17.35%                                    | 14.42%                | 17.30%                                        | 21.27%                                 | n/m                |
| Average loans and leases                     | \$ 150,334                                | \$ 139,983            | \$ 35,881                                     | \$ 45,646                              | \$131,234          |
| <b>Three Months Ended September 30, 2003</b> |                                           |                       |                                               |                                        |                    |
| Total revenue (FTE) <sup>(2)</sup>           | \$ 5,561                                  | \$ 1,165              | \$ 2,064                                      | \$ 959                                 | \$ 174             |
| Net income                                   | 1,679                                     | 400                   | 435                                           | 256                                    | 152                |
| Shareholder value added                      | 1,348                                     | 244                   | 216                                           | 166                                    | (350)              |
| Return on average equity                     | 50.13%                                    | 27.26%                | 21.30%                                        | 29.70%                                 | n/m                |
| Average loans and leases                     | \$ 92,509                                 | \$ 93,451             | \$ 33,805                                     | \$ 37,159                              | \$100,364          |

n/m = not meaningful

| Three Months Ended<br>September 30 |      | Nine Months Ended<br>September 30 |      |
|------------------------------------|------|-----------------------------------|------|
| 2004                               | 2003 | 2004                              | 2003 |

## SUPPLEMENTAL FINANCIAL DATA

### Fully taxable-equivalent basis data <sup>(2)</sup>

|                     |          |          |          |          |
|---------------------|----------|----------|----------|----------|
| Net interest income | \$ 7,836 | \$ 5,477 | \$21,557 | \$16,362 |
| Total revenue       | 12,731   | 9,923    | 35,609   | 28,763   |
| Net interest yield  | 3.28%    | 3.22     | 3.26%    | 3.35%    |
| Efficiency ratio    | 54.94    | 51.16    | 55.07    | 51.69    |

### Reconciliation of net income to operating earnings

|                                  |          |          |          |          |
|----------------------------------|----------|----------|----------|----------|
| Net income                       | \$ 3,764 | \$ 2,922 | \$10,294 | \$ 8,084 |
| Merger and restructuring charges | 221      | —        | 346      | —        |
| Related income tax benefit       | (74)     | —        | (116)    | —        |
| Operating earnings               | \$ 3,911 | \$ 2,922 | \$10,524 | \$ 8,084 |

### Operating Basis

|                                           |         |         |         |         |
|-------------------------------------------|---------|---------|---------|---------|
| Diluted earnings per common share         | \$ 0.95 | \$ 0.96 | \$ 2.82 | \$ 2.65 |
| Return on average assets                  | 1.40%   | 1.48    | 1.37%   | 1.42%   |
| Return on avg common shareholders' equity | 16.17   | 23.74   | 17.71   | 21.85   |
| Efficiency ratio                          | 53.20   | 51.16   | 54.10   | 51.69   |

### Reconciliation of net income to shareholder value added

|                                                      |          |          |          |          |
|------------------------------------------------------|----------|----------|----------|----------|
| Net income                                           | \$ 3,764 | \$ 2,922 | \$10,294 | \$ 8,084 |
| Amortization of intangibles                          | 200      | 55       | 455      | 163      |
| Merger and restructuring charges, net of tax benefit | 147      | —        | 230      | —        |
| Capital charge                                       | (2,658)  | (1,353)  | (6,530)  | (4,069)  |
| Shareholder value added                              | \$ 1,453 | \$ 1,624 | \$ 4,449 | \$ 4,178 |

<sup>(1)</sup> Certain prior period amounts have been reclassified to conform to current period presentation.

<sup>(2)</sup> Fully taxable-equivalent (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.

Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

# Bank of America



## Higher Standards

**Supplemental Information**  
**Third Quarter 2004**

**October 14, 2004**

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

**3rd Quarter 2004 Results**

- Net income of \$3.76 billion or \$0.91 per diluted share compared to a reported \$0.93 in 2Q04.  
Excluding merger and restructuring charges of \$221 million, \$147 million after tax, earnings were \$0.95 per diluted share and even with 2Q04. Merger and restructuring charges in 3Q04 include \$156 million merger charge and \$65 million for recently announced infrastructure initiative.
- Revenue of \$12.6 billion declined 3% on lower mortgage revenue and market related fees.
  - Mortgage banking loss of \$250 million in 3Q04 includes lower originations, lower secondary marketing revenue as well as writedowns in the value of mortgage servicing rights.

**Business Segment Revenue Results:**

- *Consumer and Small Business* revenue excluding mortgage increased 6% over 2Q04 driven by strong card revenue and customer account growth. Card income grew 9% over 2Q04 while service charges grew 5%.
- *Wealth and Investment Management* revenue increased 4% over 2Q04 on improved lending and deposit taking.
- *Commercial Banking* revenue improved 4% due to good leasing results as well as higher treasury service income.
- *Global Corporate and Investment Banking* revenue decreased 21% reflecting the typical summer slowdown in capital markets activities and tightening credit spreads.
- Securities gains in the quarter were \$732 million as the company repositioned the securities portfolio for expected interest rate moves. Securities gains for 3Q04 include \$117 million in gains related to hedging the mortgage portfolio.
- Noninterest expense of \$7.0 billion decreased 3% from 2Q04 on a reported basis.
  - Merger and restructuring charges were \$221 million and \$125 million in 3Q04 and 2Q04 respectively.
  - 2Q04 included \$300 million in litigation costs.
  - Additional cost savings as a result of the Fleet integration added another \$103 million in 3Q04 to the \$206 million achieved in 2Q04, bringing total reductions to \$515 million year to date.
- Provision expense of \$650 million decreased 18% from 2Q04 driven by further improvements in asset quality.
- Credit quality trends in 3Q04 continue to show improvement in commercial and large corporate businesses, while consumer businesses remain stable and are performing well.
  - Nonperforming assets fell \$343 million, or 11%, to \$2.84 billion while the ratio of NPAs to total loans, leases and foreclosed properties fell another 9 basis points to 0.55%. Commercial criticized exposure fell another 10% in 3Q04.
  - Net loan charge offs were \$719 million in 3Q04 declining \$110 million, or 13% from 2Q04. The ratio of net loan charge-offs to average loans and leases declined 10 basis points to 0.57%. Managed card charge off ratio fell to 5.48%.
- Third quarter business highlights include:
  - Number of *net new checking accounts* in the quarter increased 537,000 bringing YTD net new account growth over 1.5 million.
  - Number of *net new savings accounts* in the quarter increased 624,000 bringing YTD net new account growth over 1.8 million.
  - Opened 1.6 million new credit card accounts due to improved point of sale technology.
  - Active users of online banking increased by 600,000 to 11.8 million while bill payment volume increased to more than \$23 billion in 3Q04.
  - Total product sales in 3Q04 increased 21% over same period in 2003 on a proforma basis.
  - Total retail deposits continue to grow and have increased \$39 billion or 11% over 2003 on a proforma basis.
  - Continuing moderate middle market loan growth as loans in Commercial Bank grew \$1 billion during the quarter.
  - Continuing to increase market share in syndicated lending, currently at 20%.
  - Increased quarterly dividend 12% to \$0.45 per share and split the common stock 2 for 1.
- Merger integration ahead of schedule.
  - Cost savings are on track. \$309 million in 3Q04.
  - Banking center rebranding on target as 621, or one-third, of branches have been completed.
  - Rolling out premier banking model and adding premier bankers in Northeast.
  - Daily sales volume in legacy Fleet network has increased 37%.
  - Added 87,000 net new checking accounts and 81,000 net new savings accounts in legacy Fleet franchise in 3Q04, doubling production over 2Q04.
  - Sales per day per sales associate in newly opened Manhattan centers exceeding goals.
  - "Cross-footprint" transaction volume is steadily increasing. During the final week of September customers completed 25,000 cross-footprint transactions, 60% of which were done by legacy Bank of America customers in former Fleet centers.

**Bank of America Corporation**
**Consolidated Financial Highlights**
*(Dollars in millions, except per share information; shares in thousands)*

|                                                         | Year-to-<br>Date<br>2004 | Year-to-<br>Date<br>2003 | Third<br>Quarter<br>2004 | Second<br>Quarter<br>2004 | First<br>Quarter<br>2004 | Fourth<br>Quarter<br>2003 | Third<br>Quarter<br>2003 |
|---------------------------------------------------------|--------------------------|--------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
| <b>Income statement</b>                                 |                          |                          |                          |                           |                          |                           |                          |
| Total revenue                                           | \$ 35,099                | \$ 28,279                | \$ 12,560                | \$ 13,021                 | \$ 9,518                 | \$ 9,635                  | \$ 9,750                 |
| Provision for credit losses                             | 2,063                    | 2,256                    | 650                      | 789                       | 624                      | 583                       | 651                      |
| Gains on sales of debt securities                       | 2,022                    | 802                      | 732                      | 795                       | 495                      | 139                       | 233                      |
| Noninterest expense                                     | 19,612                   | 14,867                   | 6,994                    | 7,201                     | 5,417                    | 5,288                     | 5,077                    |
| Income tax expense                                      | 5,152                    | 3,874                    | 1,884                    | 1,977                     | 1,291                    | 1,177                     | 1,333                    |
| Net income                                              | 10,294                   | 8,084                    | 3,764                    | 3,849                     | 2,681                    | 2,726                     | 2,922                    |
| Diluted earnings per common share                       | 2.76                     | 2.65                     | 0.91                     | 0.93                      | 0.91                     | 0.92                      | 0.96                     |
| Average diluted common shares issued and<br>outstanding | 3,729,120                | 3,047,046                | 4,121,375                | 4,131,290                 | 2,933,402                | 2,978,962                 | 3,039,282                |
| Dividends paid per common share                         | \$ 1.25                  | \$ 1.04                  | \$ 0.45                  | \$ 0.40                   | \$ 0.40                  | \$ 0.40                   | \$ 0.40                  |
| <b>Performance ratios</b>                               |                          |                          |                          |                           |                          |                           |                          |
| Return on average assets                                | 1.34%                    | 1.43%                    | 1.35%                    | 1.40%                     | 1.27%                    | 1.39%                     | 1.48%                    |
| Return on average common shareholders' equity           | 17.32                    | 21.85                    | 15.56                    | 16.63                     | 22.16                    | 22.42                     | 23.74                    |
| Book value per share of common stock                    | \$ 24.14                 | \$ 16.92                 | \$ 24.14                 | \$ 23.51                  | \$ 16.85                 | \$ 16.63                  | \$ 16.92                 |
| <b>Market price per share of common stock:</b>          |                          |                          |                          |                           |                          |                           |                          |
| Closing price                                           | \$ 43.33                 | \$ 39.02                 | \$ 43.33                 | \$ 42.31                  | \$ 40.49                 | \$ 40.22                  | \$ 39.02                 |
| High closing price for the period                       | 44.98                    | 41.77                    | 44.98                    | 42.72                     | 41.38                    | 41.25                     | 41.77                    |
| Low closing price for the period                        | 38.96                    | 32.82                    | 41.81                    | 38.96                     | 39.15                    | 36.43                     | 37.44                    |
| Market capitalization                                   | 175,446                  | 116,236                  | 175,446                  | 171,891                   | 117,056                  | 115,911                   | 116,236                  |
| Number of banking centers-domestic                      | 5,829                    | 4,211                    | 5,829                    | 5,774                     | 4,272                    | 4,277                     | 4,211                    |
| Number of ATMs-domestic                                 | 16,728                   | 13,120                   | 16,728                   | 16,672                    | 13,168                   | 13,241                    | 13,120                   |
| Full-time equivalent employees                          | 175,523                  | 132,749                  | 175,523                  | 177,986                   | 134,374                  | 133,549                   | 132,749                  |

*Certain prior period amounts have been reclassified to conform to current period presentation.*
**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation****Supplemental Financial Data***(Dollars in millions)***Fully taxable-equivalent basis data**

|                     | Year-to-<br>Date<br>2004 | Year-to-<br>Date<br>2003 | Third<br>Quarter<br>2004 | Second<br>Quarter<br>2004 | First<br>Quarter<br>2004 | Fourth<br>Quarter<br>2003 | Third<br>Quarter<br>2003 |
|---------------------|--------------------------|--------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
| Net interest income | \$21,557                 | \$16,362                 | \$ 7,836                 | \$ 7,751                  | \$5,970                  | \$5,745                   | \$5,477                  |
| Total revenue       | 35,609                   | 28,763                   | 12,731                   | 13,191                    | 9,687                    | 9,794                     | 9,923                    |
| Net interest yield  | 3.26%                    | 3.35%                    | 3.28%                    | 3.29%                     | 3.22%                    | 3.39%                     | 3.22%                    |
| Efficiency ratio    | 55.07                    | 51.69                    | 54.94                    | 54.59                     | 55.92                    | 53.98                     | 51.16                    |

**Reconciliation to GAAP financial measures**

Supplemental financial data presented on an operating basis is a basis of presentation not defined by GAAP (generally accepted accounting principles) that excludes merger and restructuring charges. We believe that the exclusion of the merger and restructuring charges, which represent incremental costs to integrate FleetBoston's operations, provides a meaningful period-to-period comparison and is more reflective of normalized operations.

Shareholder value added (SVA) is a key measure of performance not defined by GAAP that is used in managing our growth strategy orientation and strengthening our focus on generating long-term growth and shareholder value. SVA is used in measuring the performance of our different business units and is an integral component for allocating resources. Each business segment has a goal for growth in SVA reflecting the individual segment's business and customer strategy.

Other companies may define or calculate supplemental financial data differently. See the Tables below for supplemental financial data and corresponding reconciliation to GAAP financial measures for year-to-date ended September 30, 2004 and 2003, and the quarters ended September 30, 2004, June 30, 2004, March 31, 2004, December 31, 2003 and September 30, 2003.

**Reconciliation of net income to operating earnings**

|                                  | Year-to-<br>Date<br>2004 | Year-to-<br>Date<br>2003 | Third<br>Quarter<br>2004 | Second<br>Quarter<br>2004 | First<br>Quarter<br>2004 | Fourth<br>Quarter<br>2003 | Third<br>Quarter<br>2003 |
|----------------------------------|--------------------------|--------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
| Net income                       | \$10,294                 | \$ 8,084                 | \$ 3,764                 | \$ 3,849                  | \$ 2,681                 | \$ 2,726                  | \$ 2,922                 |
| Merger and restructuring charges | 346                      | —                        | 221                      | 125                       | —                        | —                         | —                        |
| Related income tax benefit       | (116)                    | —                        | (74)                     | (42)                      | —                        | —                         | —                        |
| Operating earnings               | \$10,524                 | \$ 8,084                 | \$ 3,911                 | \$ 3,932                  | \$ 2,681                 | \$ 2,726                  | \$ 2,922                 |

**Operating basis**

|                                           |         |         |         |         |         |         |         |
|-------------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Diluted earnings per common share         | \$ 2.82 | \$ 2.65 | \$ 0.95 | \$ 0.95 | \$ 0.91 | \$ 0.92 | \$ 0.96 |
| Return on average assets                  | 1.37%   | 1.42%   | 1.40%   | 1.43%   | 1.27%   | 1.39%   | 1.48%   |
| Return on avg common shareholders' equity | 17.71   | 21.85   | 16.17   | 16.99   | 22.16   | 22.42   | 23.74   |
| Efficiency ratio                          | 54.10   | 51.69   | 53.20   | 53.64   | 55.92   | 53.98   | 51.16   |

**Reconciliation of net income to shareholder value added**

|                                                      |          |          |          |          |          |          |          |
|------------------------------------------------------|----------|----------|----------|----------|----------|----------|----------|
| Net income                                           | \$10,294 | \$ 8,084 | \$ 3,764 | \$ 3,849 | \$ 2,681 | \$ 2,726 | \$ 2,922 |
| Amortization of intangibles                          | 455      | 163      | 200      | 201      | 54       | 54       | 55       |
| Merger and restructuring charges, net of tax benefit | 230      | —        | 147      | 83       | —        | —        | —        |
| Capital charge                                       | (6,530)  | (4,069)  | (2,658)  | (2,542)  | (1,330)  | (1,337)  | (1,353)  |
| Shareholder value added                              | \$ 4,449 | \$ 4,178 | \$ 1,453 | \$ 1,591 | \$ 1,405 | \$ 1,443 | \$ 1,624 |

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**
**Consolidated Statement of Income**
*(Dollars in millions, except per share information; shares in thousands)*

|                                                                        | Year-to-<br>Date<br>2004 | Year-to-<br>Date<br>2003 | Third<br>Quarter<br>2004 | Second<br>Quarter<br>2004 | First<br>Quarter<br>2004 | Fourth<br>Quarter<br>2003 | Third<br>Quarter<br>2003 |
|------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|---------------------------|--------------------------|---------------------------|--------------------------|
| <b>Interest income</b>                                                 |                          |                          |                          |                           |                          |                           |                          |
| Interest and fees on loans and leases                                  | \$ 20,294                | \$ 16,088                | \$ 7,508                 | \$ 7,237                  | \$ 5,549                 | \$ 5,580                  | \$ 5,328                 |
| Interest on debt securities                                            | 5,197                    | 2,342                    | 2,078                    | 1,907                     | 1,212                    | 726                       | 600                      |
| Federal funds sold and securities purchased under agreements to resell | 1,331                    | 867                      | 484                      | 413                       | 434                      | 506                       | 480                      |
| Trading account assets                                                 | 2,988                    | 3,024                    | 968                      | 1,011                     | 1,009                    | 911                       | 975                      |
| Other interest income                                                  | 1,288                    | 1,254                    | 480                      | 440                       | 368                      | 345                       | 472                      |
| <b>Total interest income</b>                                           | <b>31,098</b>            | <b>23,575</b>            | <b>11,518</b>            | <b>11,008</b>             | <b>8,572</b>             | <b>8,068</b>              | <b>7,855</b>             |
| <b>Interest expense</b>                                                |                          |                          |                          |                           |                          |                           |                          |
| Deposits                                                               | 4,446                    | 3,730                    | 1,711                    | 1,529                     | 1,206                    | 1,178                     | 1,278                    |
| Short-term borrowings                                                  | 2,960                    | 1,414                    | 1,183                    | 1,037                     | 740                      | 537                       | 447                      |
| Trading account liabilities                                            | 965                      | 969                      | 333                      | 298                       | 334                      | 317                       | 345                      |
| Long-term debt                                                         | 1,680                    | 1,584                    | 626                      | 563                       | 491                      | 450                       | 481                      |
| <b>Total interest expense</b>                                          | <b>10,051</b>            | <b>7,697</b>             | <b>3,853</b>             | <b>3,427</b>              | <b>2,771</b>             | <b>2,482</b>              | <b>2,551</b>             |
| <b>Net interest income</b>                                             | <b>21,047</b>            | <b>15,878</b>            | <b>7,665</b>             | <b>7,581</b>              | <b>5,801</b>             | <b>5,586</b>              | <b>5,304</b>             |
| <b>Noninterest income</b>                                              |                          |                          |                          |                           |                          |                           |                          |
| Service charges                                                        | 5,098                    | 4,182                    | 1,899                    | 1,783                     | 1,416                    | 1,436                     | 1,458                    |
| Investment and brokerage services                                      | 2,539                    | 1,752                    | 945                      | 972                       | 622                      | 619                       | 594                      |
| Mortgage banking income (loss)                                         | 258                      | 1,630                    | (250)                    | 299                       | 209                      | 292                       | 666                      |
| Investment banking income                                              | 1,389                    | 1,278                    | 438                      | 547                       | 404                      | 458                       | 412                      |
| Equity investment gains                                                | 437                      | 0                        | 220                      | 84                        | 133                      | 215                       | 25                       |
| Card income                                                            | 3,208                    | 2,237                    | 1,257                    | 1,156                     | 795                      | 815                       | 794                      |
| Trading account profits                                                | 600                      | 382                      | 184                      | 413                       | 3                        | 27                        | 175                      |
| Other income                                                           | 523                      | 940                      | 202                      | 186                       | 135                      | 187                       | 322                      |
| <b>Total noninterest income</b>                                        | <b>14,052</b>            | <b>12,401</b>            | <b>4,895</b>             | <b>5,440</b>              | <b>3,717</b>             | <b>4,049</b>              | <b>4,446</b>             |
| <b>Total revenue</b>                                                   | <b>35,099</b>            | <b>28,279</b>            | <b>12,560</b>            | <b>13,021</b>             | <b>9,518</b>             | <b>9,635</b>              | <b>9,750</b>             |
| <b>Provision for credit losses</b>                                     | <b>2,063</b>             | <b>2,256</b>             | <b>650</b>               | <b>789</b>                | <b>624</b>               | <b>583</b>                | <b>651</b>               |
| <b>Gains on sales of debt securities</b>                               | <b>2,022</b>             | <b>802</b>               | <b>732</b>               | <b>795</b>                | <b>495</b>               | <b>139</b>                | <b>233</b>               |
| <b>Noninterest expense</b>                                             |                          |                          |                          |                           |                          |                           |                          |
| Personnel                                                              | 9,941                    | 7,749                    | 3,540                    | 3,639                     | 2,762                    | 2,697                     | 2,595                    |
| Occupancy                                                              | 1,731                    | 1,492                    | 622                      | 621                       | 488                      | 514                       | 522                      |
| Equipment                                                              | 888                      | 789                      | 309                      | 318                       | 261                      | 263                       | 252                      |
| Marketing                                                              | 1,012                    | 717                      | 364                      | 367                       | 281                      | 268                       | 249                      |
| Professional fees                                                      | 521                      | 620                      | 194                      | 180                       | 147                      | 224                       | 214                      |
| Amortization of intangibles                                            | 455                      | 163                      | 200                      | 201                       | 54                       | 54                        | 55                       |
| Data processing                                                        | 954                      | 803                      | 340                      | 330                       | 284                      | 301                       | 275                      |
| Telecommunications                                                     | 514                      | 413                      | 180                      | 183                       | 151                      | 158                       | 152                      |
| Other general operating                                                | 3,250                    | 2,121                    | 1,024                    | 1,237                     | 989                      | 809                       | 763                      |
| Merger and restructuring charges                                       | 346                      | —                        | 221                      | 125                       | —                        | —                         | —                        |
| <b>Total noninterest expense</b>                                       | <b>19,612</b>            | <b>14,867</b>            | <b>6,994</b>             | <b>7,201</b>              | <b>5,417</b>             | <b>5,288</b>              | <b>5,077</b>             |
| <b>Income before income taxes</b>                                      | <b>15,446</b>            | <b>11,958</b>            | <b>5,648</b>             | <b>5,826</b>              | <b>3,972</b>             | <b>3,903</b>              | <b>4,255</b>             |
| <b>Income tax expense</b>                                              | <b>5,152</b>             | <b>3,874</b>             | <b>1,884</b>             | <b>1,977</b>              | <b>1,291</b>             | <b>1,177</b>              | <b>1,333</b>             |
| <b>Net income</b>                                                      | <b>\$ 10,294</b>         | <b>\$ 8,084</b>          | <b>\$ 3,764</b>          | <b>\$ 3,849</b>           | <b>\$ 2,681</b>          | <b>\$ 2,726</b>           | <b>\$ 2,922</b>          |
| <b>Net income available to common shareholders</b>                     | <b>\$ 10,283</b>         | <b>\$ 8,081</b>          | <b>\$ 3,759</b>          | <b>\$ 3,844</b>           | <b>\$ 2,680</b>          | <b>\$ 2,725</b>           | <b>\$ 2,921</b>          |
| <b>Per common share information</b>                                    |                          |                          |                          |                           |                          |                           |                          |
| Earnings                                                               | \$ 2.80                  | \$ 2.70                  | \$ 0.93                  | \$ 0.95                   | \$ 0.93                  | \$ 0.93                   | \$ 0.98                  |
| Diluted earnings                                                       | \$ 2.76                  | \$ 2.65                  | \$ 0.91                  | \$ 0.93                   | \$ 0.91                  | \$ 0.92                   | \$ 0.96                  |
| Dividends paid                                                         | \$ 1.25                  | \$ 1.04                  | \$ 0.45                  | \$ 0.40                   | \$ 0.40                  | \$ 0.40                   | \$ 0.40                  |
| <b>Average common shares issued and outstanding</b>                    | <b>3,666,298</b>         | <b>2,988,739</b>         | <b>4,052,304</b>         | <b>4,062,384</b>          | <b>2,880,306</b>         | <b>2,926,494</b>          | <b>2,980,206</b>         |
| <b>Average diluted common shares issued and outstanding</b>            | <b>3,729,120</b>         | <b>3,047,046</b>         | <b>4,121,375</b>         | <b>4,131,290</b>          | <b>2,933,402</b>         | <b>2,978,962</b>          | <b>3,039,282</b>         |

*Certain prior period amounts have been reclassified to conform to current period presentation.*
**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

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

|                                                                                                                                                                                                                  | September 30<br>2004 | June 30<br>2004    | September 30<br>2003 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|--------------------|----------------------|
| <i>(Dollars in millions)</i>                                                                                                                                                                                     |                      |                    |                      |
| <b>Assets</b>                                                                                                                                                                                                    |                      |                    |                      |
| Cash and cash equivalents                                                                                                                                                                                        | \$ 29,252            | \$ 31,789          | \$ 22,142            |
| Time deposits placed and other short-term investments                                                                                                                                                            | 11,021               | 10,418             | 6,881                |
| Federal funds sold and securities purchased under agreements to resell                                                                                                                                           | 104,570              | 81,437             | 67,729               |
| Trading account assets                                                                                                                                                                                           | 102,925              | 85,972             | 65,339               |
| Derivative assets                                                                                                                                                                                                | 35,247               | 32,241             | 36,810               |
| Debt securities:                                                                                                                                                                                                 |                      |                    |                      |
| Available-for-sale                                                                                                                                                                                               | 163,438              | 166,175            | 62,757               |
| Held-to-maturity, at cost                                                                                                                                                                                        | 420                  | 478                | 522                  |
| Total debt securities                                                                                                                                                                                            | 163,858              | 166,653            | 63,279               |
| Loans and leases                                                                                                                                                                                                 | 511,639              | 498,481            | 373,098              |
| Allowance for loan and lease losses                                                                                                                                                                              | (8,723)              | (8,767)            | (6,258)              |
| Loans and leases, net of allowance                                                                                                                                                                               | 502,916              | 489,714            | 366,840              |
| Premises and equipment, net                                                                                                                                                                                      | 7,884                | 7,797              | 5,956                |
| Mortgage servicing rights                                                                                                                                                                                        | 2,453                | 3,005              | 2,426                |
| Goodwill                                                                                                                                                                                                         | 44,709               | 44,672             | 11,456               |
| Core deposit intangibles and other intangibles                                                                                                                                                                   | 3,726                | 3,922              | 966                  |
| Other assets                                                                                                                                                                                                     | 80,435               | 79,582             | 87,722               |
| <b>Total assets</b>                                                                                                                                                                                              | <b>\$1,088,996</b>   | <b>\$1,037,202</b> | <b>\$ 737,546</b>    |
| <b>Liabilities</b>                                                                                                                                                                                               |                      |                    |                      |
| Deposits in domestic offices:                                                                                                                                                                                    |                      |                    |                      |
| Noninterest-bearing                                                                                                                                                                                              | \$ 155,406           | \$ 154,061         | \$ 122,669           |
| Interest-bearing                                                                                                                                                                                                 | 380,956              | 369,446            | 257,586              |
| Deposits in foreign offices:                                                                                                                                                                                     |                      |                    |                      |
| Noninterest-bearing                                                                                                                                                                                              | 5,632                | 5,499              | 2,650                |
| Interest-bearing                                                                                                                                                                                                 | 49,264               | 46,407             | 25,605               |
| <b>Total deposits</b>                                                                                                                                                                                            | <b>591,258</b>       | <b>575,413</b>     | <b>408,510</b>       |
| Federal funds purchased and securities sold under agreements to repurchase                                                                                                                                       | 142,992              | 119,264            | 79,775               |
| Trading account liabilities                                                                                                                                                                                      | 36,825               | 29,689             | 29,744               |
| Derivative liabilities                                                                                                                                                                                           | 19,039               | 20,519             | 25,120               |
| Commercial paper and other short-term borrowings                                                                                                                                                                 | 71,434               | 69,495             | 41,739               |
| Accrued expenses and other liabilities (includes \$446, \$486 and \$458 of Reserve for unfunded lending commitments)                                                                                             | 28,851               | 28,682             | 35,751               |
| Long-term debt                                                                                                                                                                                                   | 100,586              | 98,319             | 66,462               |
| <b>Total liabilities</b>                                                                                                                                                                                         | <b>990,985</b>       | <b>941,381</b>     | <b>687,101</b>       |
| <b>Shareholders' equity</b>                                                                                                                                                                                      |                      |                    |                      |
| Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 1,090,189; 2,292,013 and 1,281,600 shares                                                                           | 271                  | 322                | 55                   |
| Common stock, \$0.01 par value, and additional paid-in capital; authorized - 7,500,000,000; 7,500,000,000; and 5,000,000 shares; issued and outstanding - 4,049,062,685; 4,062,656,866; and 2,978,874,412 shares | 44,756               | 45,674             | 30                   |
| Retained earnings                                                                                                                                                                                                | 55,979               | 54,024             | 52,305               |
| Accumulated other comprehensive loss                                                                                                                                                                             | (2,669)              | (3,862)            | (1,776)              |
| Other                                                                                                                                                                                                            | (326)                | (337)              | (169)                |
| <b>Total shareholders' equity</b>                                                                                                                                                                                | <b>98,011</b>        | <b>95,821</b>      | <b>50,445</b>        |
| <b>Total liabilities and shareholders' equity</b>                                                                                                                                                                | <b>\$1,088,996</b>   | <b>\$1,037,202</b> | <b>\$ 737,546</b>    |

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

Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior period have not been restated.

# Bank of America Corporation

## Capital Management

(Dollars in millions)

|                                        | 3Q04*     | 2Q04      | 1Q04      | 4Q03      | 3Q03      |
|----------------------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>Tier 1 capital</b>                  | \$ 62,981 | \$ 61,883 | \$ 45,515 | \$ 44,050 | \$ 46,094 |
| <b>Total capital</b>                   | 91,211    | 90,267    | 67,484    | 66,651    | 67,991    |
| <b>Risk-weighted assets</b>            | 779,859   | 754,386   | 588,770   | 561,294   | 558,472   |
| <b>Tier 1 capital ratio</b>            | 8.08%     | 8.20%     | 7.73%     | 7.85%     | 8.25%     |
| <b>Total capital ratio</b>             | 11.70     | 11.97     | 11.46     | 11.87     | 12.17     |
| <b>Ending equity / ending assets</b>   | 9.00      | 9.24      | 5.98      | 6.52      | 6.84      |
| <b>Ending capital / ending assets</b>  | 9.85      | 10.13     | 6.72      | 7.34      | 7.69      |
| <b>Average equity / average assets</b> | 8.68      | 8.42      | 5.73      | 6.19      | 6.22      |
| <b>Leverage ratio</b>                  | 5.92      | 5.83      | 5.43      | 5.73      | 5.95      |

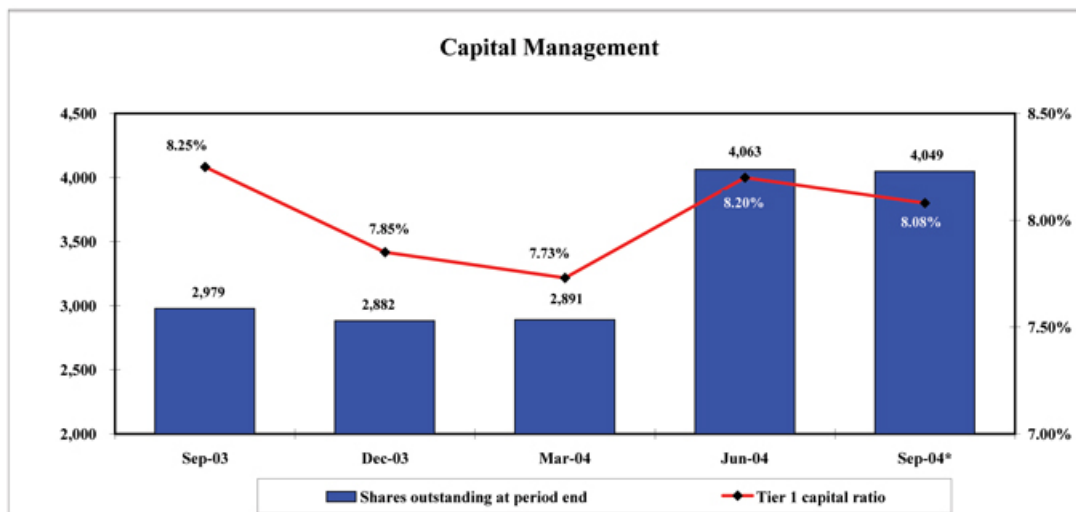
\*Preliminary data on risk-based capital

## Share Repurchase Program

40.4 million common shares were repurchased in the third quarter of 2004 as a part of ongoing share repurchase programs.

114.7 million shares remain outstanding under the 2004 authorized program.

26.8 million shares were issued in the third quarter of 2004.



Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

**Bank of America Corporation**
**Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis**
*(Dollars in millions)*

|                                                                                                         | Third Quarter 2004 |                         |              | Second Quarter 2004 |                         |              | Third Quarter 2003 |                         |              |
|---------------------------------------------------------------------------------------------------------|--------------------|-------------------------|--------------|---------------------|-------------------------|--------------|--------------------|-------------------------|--------------|
|                                                                                                         | Average Balance    | Interest Income/Expense | Yield/Rate   | Average Balance     | Interest Income/Expense | Yield/Rate   | Average Balance    | Interest Income/Expense | Yield/Rate   |
| <b>Earning assets</b>                                                                                   |                    |                         |              |                     |                         |              |                    |                         |              |
| Time deposits placed and other short-term investments                                                   | \$ 14,726          | \$ 127                  | 3.45%        | \$ 14,384           | \$ 59                   | 1.65%        | \$ 10,062          | \$ 41                   | 1.63%        |
| Federal funds sold and securities purchased under agreements to resell                                  | 128,339            | 484                     | 1.50         | 124,383             | 413                     | 1.33         | 90,236             | 479                     | 2.11         |
| Trading account assets                                                                                  | 98,459             | 983                     | 3.99         | 104,391             | 1,027                   | 3.94         | 96,105             | 991                     | 4.11         |
| Debt securities                                                                                         | 169,515            | 2,095                   | 4.94         | 159,797             | 1,925                   | 4.82         | 63,423             | 616                     | 3.89         |
| Loans and leases <sup>(1)</sup> :                                                                       |                    |                         |              |                     |                         |              |                    |                         |              |
| Commercial - domestic                                                                                   | 122,093            | 1,855                   | 6.04         | 123,970             | 1,843                   | 5.98         | 90,671             | 1,660                   | 7.26         |
| Commercial - foreign                                                                                    | 18,251             | 245                     | 5.34         | 18,144              | 237                     | 5.24         | 12,448             | 111                     | 3.53         |
| Commercial real estate                                                                                  | 30,792             | 344                     | 4.44         | 30,311              | 317                     | 4.20         | 19,961             | 213                     | 4.23         |
| Commercial lease financing                                                                              | 20,125             | 233                     | 4.64         | 20,086              | 237                     | 4.72         | 9,852              | 99                      | 4.02         |
| Total commercial                                                                                        | 191,261            | 2,677                   | 5.57         | 192,511             | 2,634                   | 5.50         | 132,932            | 2,083                   | 6.22         |
| Residential mortgage                                                                                    | 175,046            | 2,371                   | 5.41         | 173,158             | 2,284                   | 5.29         | 130,948            | 1,656                   | 5.05         |
| Home equity lines                                                                                       | 44,309             | 514                     | 4.62         | 40,424              | 450                     | 4.48         | 22,539             | 255                     | 4.48         |
| Direct/Indirect consumer                                                                                | 38,951             | 538                     | 5.49         | 39,763              | 540                     | 5.44         | 33,278             | 488                     | 5.82         |
| Credit card                                                                                             | 45,818             | 1,265                   | 10.98        | 43,160              | 1,167                   | 10.88        | 29,113             | 742                     | 10.11        |
| Other consumer <sup>(2)</sup>                                                                           | 7,693              | 152                     | 7.91         | 8,142               | 169                     | 8.32         | 8,478              | 138                     | 6.48         |
| Total consumer                                                                                          | 311,817            | 4,840                   | 6.19         | 304,647             | 4,610                   | 6.07         | 224,356            | 3,279                   | 5.82         |
| Total loans and leases                                                                                  | 503,078            | 7,517                   | 5.95         | 497,158             | 7,244                   | 5.85         | 357,288            | 5,362                   | 5.97         |
| Other earning assets                                                                                    | 40,509             | 483                     | 4.74         | 44,877              | 510                     | 4.57         | 60,194             | 539                     | 3.56         |
| Total earning assets <sup>(3)</sup>                                                                     | 954,626            | 11,689                  | 4.88         | 944,990             | 11,178                  | 4.75         | 677,308            | 8,028                   | 4.72         |
| Cash and cash equivalents                                                                               | 29,469             |                         |              | 30,320              |                         |              | 22,662             |                         |              |
| Other assets, less allowance for loan and lease losses                                                  | 126,029            |                         |              | 132,997             |                         |              | 86,185             |                         |              |
| <b>Total assets</b>                                                                                     | <b>\$1,110,124</b> |                         |              | <b>\$1,108,307</b>  |                         |              | <b>\$786,155</b>   |                         |              |
| <b>Interest-bearing liabilities</b>                                                                     |                    |                         |              |                     |                         |              |                    |                         |              |
| Domestic interest-bearing deposits:                                                                     |                    |                         |              |                     |                         |              |                    |                         |              |
| Savings                                                                                                 | \$ 36,823          | \$ 35                   | 0.38%        | \$ 35,864           | \$ 31                   | 0.34%        | \$ 25,285          | \$ 20                   | 0.31%        |
| NOW and money market deposit accounts                                                                   | 233,602            | 523                     | 0.89         | 233,702             | 488                     | 0.84         | 151,424            | 249                     | 0.65         |
| Consumer CDs and IRAs                                                                                   | 101,250            | 668                     | 2.63         | 93,017              | 587                     | 2.54         | 71,216             | 872                     | 4.85         |
| Negotiable CDs, public funds and other time deposits                                                    | 5,654              | 69                      | 4.85         | 4,737               | 66                      | 5.60         | 7,770              | 25                      | 1.27         |
| Total domestic interest-bearing deposits                                                                | 377,329            | 1,295                   | 1.37         | 367,320             | 1,172                   | 1.28         | 255,695            | 1,166                   | 1.81         |
| Foreign interest-bearing deposits <sup>(4)</sup> :                                                      |                    |                         |              |                     |                         |              |                    |                         |              |
| Banks located in foreign countries                                                                      | 17,864             | 307                     | 6.83         | 18,945              | 287                     | 6.10         | 12,273             | 59                      | 1.90         |
| Governments and official institutions                                                                   | 5,021              | 22                      | 1.80         | 5,739               | 23                      | 1.58         | 2,033              | 6                       | 1.21         |
| Time, savings and other                                                                                 | 29,513             | 87                      | 1.17         | 29,882              | 47                      | 0.64         | 18,792             | 47                      | 1.00         |
| Total foreign interest-bearing deposits                                                                 | 52,398             | 416                     | 3.16         | 54,566              | 357                     | 2.63         | 33,098             | 112                     | 1.35         |
| Total interest-bearing deposits                                                                         | 429,727            | 1,711                   | 1.58         | 421,886             | 1,529                   | 1.46         | 288,793            | 1,278                   | 1.76         |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 233,223            | 1,183                   | 2.02         | 243,079             | 1,038                   | 1.72         | 162,080            | 447                     | 1.09         |
| Trading account liabilities                                                                             | 37,706             | 333                     | 3.51         | 31,620              | 297                     | 3.78         | 36,903             | 345                     | 3.71         |
| Long-term debt <sup>(5)</sup>                                                                           | 98,361             | 626                     | 2.54         | 96,395              | 563                     | 2.34         | 66,788             | 481                     | 2.88         |
| Total interest-bearing liabilities <sup>(3)</sup>                                                       | 799,017            | 3,853                   | 1.92         | 792,980             | 3,427                   | 1.74         | 554,564            | 2,551                   | 1.83         |
| Noninterest-bearing sources:                                                                            |                    |                         |              |                     |                         |              |                    |                         |              |
| Noninterest-bearing deposits                                                                            | 158,151            |                         |              | 160,419             |                         |              | 125,776            |                         |              |
| Other liabilities                                                                                       | 56,564             |                         |              | 61,642              |                         |              | 56,944             |                         |              |
| Shareholders' equity                                                                                    | 96,392             |                         |              | 93,266              |                         |              | 48,871             |                         |              |
| <b>Total liabilities and shareholders' equity</b>                                                       | <b>\$1,110,124</b> |                         |              | <b>\$1,108,307</b>  |                         |              | <b>\$786,155</b>   |                         |              |
| Net interest spread                                                                                     |                    |                         | 2.96         |                     |                         | 3.01         |                    |                         | 2.89         |
| Impact of noninterest-bearing sources                                                                   |                    |                         | 0.32         |                     |                         | 0.28         |                    |                         | 0.33         |
| <b>Net interest income/yield on earning assets</b>                                                      |                    | <b>\$ 7,836</b>         | <b>3.28%</b> |                     | <b>\$ 7,751</b>         | <b>3.29%</b> |                    | <b>\$5,477</b>          | <b>3.22%</b> |

<sup>(1)</sup> Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.

- <sup>(2)</sup> *Includes consumer finance, foreign consumer and consumer lease financing of \$3,644, \$3,304 and \$745; \$3,827, \$3,256 and \$1,058; \$4,046, \$1,950 and \$2,482 in the third and second quarters of 2004 and in the third quarter of 2003, respectively.*
- <sup>(3)</sup> *Interest income includes the impact of interest rate risk management contracts, which increased interest income on the underlying assets \$531 and \$659 in the third and second quarters of 2004, respectively, and \$925 in the third quarter of 2003. These amounts were substantially offset by corresponding decreases in the income earned on the underlying assets. Interest expense includes the impact of interest rate risk management contracts, which increased interest expense on the underlying liabilities \$217 and \$333 in the third and second quarters of 2004, respectively, and \$141 in the third quarter of 2003. These amounts were substantially offset by corresponding decreases in the interest paid on the underlying liabilities.*
- <sup>(4)</sup> *Primarily consists of time deposits in denominations of \$100,000 or more.*
- <sup>(5)</sup> *Includes long-term debt related to Trust Securities.*

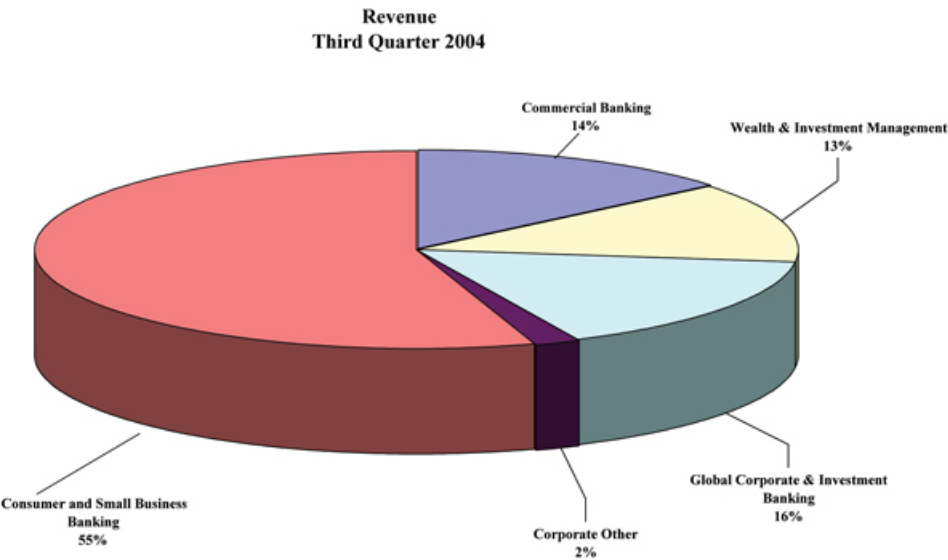
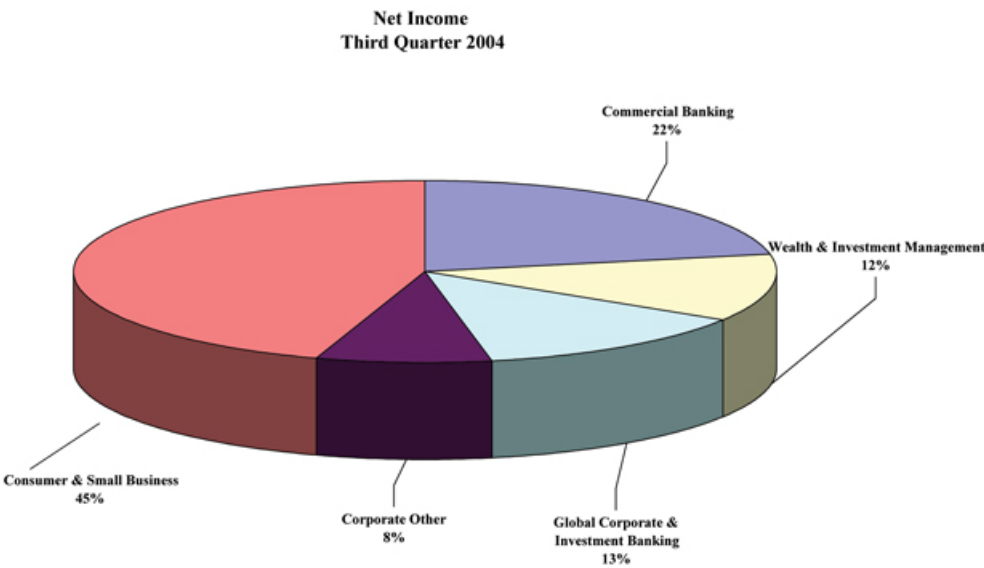
**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

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

|                                                                                                         | Nine Months Ended September 30 |                         |              |                  |                         |              |
|---------------------------------------------------------------------------------------------------------|--------------------------------|-------------------------|--------------|------------------|-------------------------|--------------|
|                                                                                                         | 2004                           |                         |              | 2003             |                         |              |
|                                                                                                         | Average Balance                | Interest Income/Expense | Yield/Rate   | Average Balance  | Interest Income/Expense | Yield/Rate   |
| <b>Earning assets</b>                                                                                   |                                |                         |              |                  |                         |              |
| Time deposits placed and other short-term investments                                                   | \$ 13,796                      | \$ 234                  | 2.27%        | \$ 8,323         | \$ 123                  | 1.98%        |
| Federal funds sold and securities purchased under agreements to resell                                  | 122,184                        | 1,331                   | 1.45         | 72,839           | 867                     | 1.59         |
| Trading account assets                                                                                  | 102,612                        | 3,033                   | 3.94         | 98,095           | 3,066                   | 4.17         |
| Debt securities                                                                                         | 143,119                        | 5,243                   | 4.88         | 74,532           | 2,390                   | 4.28         |
| Loans and leases <sup>(1)</sup> :                                                                       |                                |                         |              |                  |                         |              |
| Commercial - domestic                                                                                   | 112,371                        | 5,209                   | 6.19         | 94,517           | 5,117                   | 7.24         |
| Commercial - foreign                                                                                    | 15,725                         | 577                     | 4.90         | 13,434           | 359                     | 3.57         |
| Commercial real estate                                                                                  | 26,987                         | 871                     | 4.31         | 20,186           | 651                     | 4.31         |
| Commercial lease financing                                                                              | 16,570                         | 565                     | 4.55         | 10,092           | 302                     | 3.99         |
| Total commercial                                                                                        | 171,653                        | 7,222                   | 5.62         | 138,229          | 6,429                   | 6.22         |
| Residential mortgage                                                                                    | 163,410                        | 6,615                   | 5.40         | 121,862          | 4,941                   | 5.41         |
| Home equity lines                                                                                       | 36,400                         | 1,226                   | 4.50         | 22,783           | 785                     | 4.61         |
| Direct/Indirect consumer                                                                                | 37,591                         | 1,542                   | 5.48         | 32,314           | 1,486                   | 6.15         |
| Credit card                                                                                             | 41,443                         | 3,302                   | 10.64        | 26,685           | 2,076                   | 10.40        |
| Other consumer <sup>(2)</sup>                                                                           | 7,771                          | 441                     | 7.58         | 9,246            | 464                     | 6.70         |
| Total consumer                                                                                          | 286,615                        | 13,126                  | 6.11         | 212,890          | 9,752                   | 6.12         |
| Total loans and leases                                                                                  | 458,268                        | 20,348                  | 5.93         | 351,119          | 16,181                  | 6.16         |
| Other earning assets                                                                                    | 41,398                         | 1,419                   | 4.57         | 46,627           | 1,432                   | 4.10         |
| Total earning assets <sup>(3)</sup>                                                                     | 881,377                        | 31,608                  | 4.79         | 651,535          | 24,059                  | 4.93         |
| Cash and cash equivalents                                                                               | 27,665                         |                         |              | 22,524           |                         |              |
| Other assets, less allowance for loan and lease losses                                                  | 113,963                        |                         |              | 84,546           |                         |              |
| <b>Total assets</b>                                                                                     | <b>\$1,023,005</b>             |                         |              | <b>\$758,605</b> |                         |              |
| <b>Interest-bearing liabilities</b>                                                                     |                                |                         |              |                  |                         |              |
| Domestic interest-bearing deposits:                                                                     |                                |                         |              |                  |                         |              |
| Savings                                                                                                 | \$ 32,963                      | \$ 83                   | 0.33%        | \$ 24,216        | \$ 89                   | 0.49%        |
| NOW and money market deposit accounts                                                                   | 207,808                        | 1,332                   | 0.86         | 146,715          | 835                     | 0.76         |
| Consumer CDs and IRAs                                                                                   | 89,911                         | 1,822                   | 2.71         | 69,235           | 2,309                   | 4.46         |
| Negotiable CDs, public funds and other time deposits                                                    | 5,444                          | 209                     | 5.12         | 8,109            | 86                      | 1.42         |
| Total domestic interest-bearing deposits                                                                | 336,126                        | 3,446                   | 1.37         | 248,275          | 3,319                   | 1.79         |
| Foreign interest-bearing deposits <sup>(4)</sup> :                                                      |                                |                         |              |                  |                         |              |
| Banks located in foreign countries                                                                      | 18,585                         | 765                     | 5.50         | 14,207           | 226                     | 2.12         |
| Governments and official institutions                                                                   | 5,153                          | 64                      | 1.67         | 2,071            | 20                      | 1.32         |
| Time, savings and other                                                                                 | 26,826                         | 171                     | 0.85         | 18,693           | 165                     | 1.18         |
| Total foreign interest-bearing deposits                                                                 | 50,564                         | 1,000                   | 2.64         | 34,971           | 411                     | 1.57         |
| Total interest-bearing deposits                                                                         | 386,690                        | 4,446                   | 1.54         | 283,246          | 3,730                   | 1.76         |
| Federal funds purchased, securities sold under agreements to repurchase and other short-term borrowings | 226,591                        | 2,960                   | 1.74         | 146,091          | 1,414                   | 1.29         |
| Trading account liabilities                                                                             | 34,634                         | 965                     | 3.72         | 36,798           | 969                     | 3.52         |
| Long-term debt <sup>(5)</sup>                                                                           | 91,229                         | 1,680                   | 2.46         | 67,702           | 1,584                   | 3.12         |
| Total interest-bearing liabilities <sup>(3)</sup>                                                       | 739,144                        | 10,051                  | 1.82         | 533,837          | 7,697                   | 1.93         |
| Noninterest-bearing sources:                                                                            |                                |                         |              |                  |                         |              |
| Noninterest-bearing deposits                                                                            | 145,268                        |                         |              | 118,739          |                         |              |
| Other liabilities                                                                                       | 59,083                         |                         |              | 56,517           |                         |              |
| Shareholders' equity                                                                                    | 79,510                         |                         |              | 49,512           |                         |              |
| <b>Total liabilities and shareholders' equity</b>                                                       | <b>\$1,023,005</b>             |                         |              | <b>\$758,605</b> |                         |              |
| Net interest spread                                                                                     |                                |                         | 2.97         |                  |                         | 3.00         |
| Impact of noninterest-bearing sources                                                                   |                                |                         | 0.29         |                  |                         | 0.35         |
| <b>Net interest income/yield on earning assets</b>                                                      |                                | <b>\$21,557</b>         | <b>3.26%</b> |                  | <b>\$16,362</b>         | <b>3.35%</b> |

- (1) *Nonperforming loans are included in the respective average loan balances. Income on such nonperforming loans is recognized on a cash basis.*
- (2) *Includes consumer finance, foreign consumer and consumer lease financing of \$3,823, \$2,851 and \$1,097 for the nine months ended September 30, 2004, respectively, and \$4,204, \$1,990 and \$3,052 for the nine months ended September 30, 2003, respectively.*
- (3) *Interest income includes the impact of interest rate risk management contracts, which increased interest income on the underlying assets \$2,020 and \$2,088 in the nine months ended September 30, 2004 and 2003, respectively. These amounts were substantially offset by corresponding decreases in the income earned on the underlying assets. Interest expense includes the impact of interest rate risk management contracts, which increased interest expense on the underlying liabilities \$733 and \$215 in the nine months ended September 30, 2004 and 2003, respectively. These amounts were substantially offset by corresponding decreases in the interest paid on the underlying liabilities.*
- (4) *Primarily consists of time deposits in denominations of \$100,000 or more.*
- (5) *Includes long-term debt related to Trust Securities.*

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**



Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

**Bank of America Corporation**

**Consumer and Small Business Banking Segment Results<sup>(1)</sup>**

(Dollars in millions)

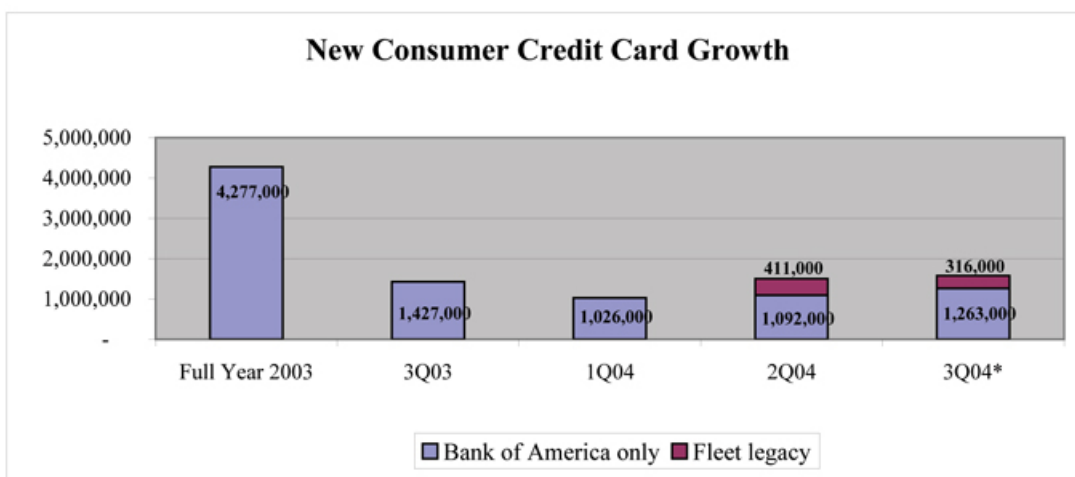
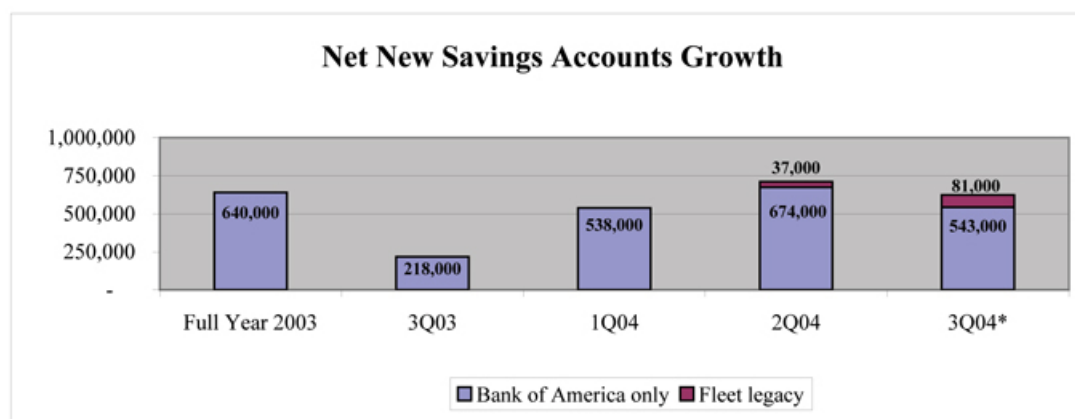
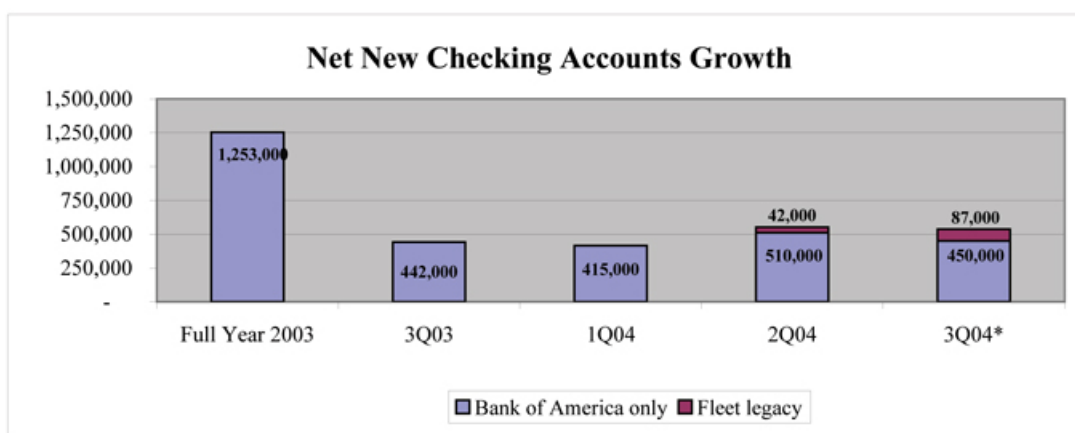
|                                                  | Year-to-Date |           | Quarterly |           |           |           |           |
|--------------------------------------------------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                                                  | 2004         | 2003      | 3 Qtr 04  | 2 Qtr 04  | 1 Qtr 04  | 4 Qtr 03  | 3 Qtr 03  |
| <b>Key Measures</b>                              |              |           |           |           |           |           |           |
| Total revenue <sup>(2)</sup>                     | \$ 19,268    | \$ 15,587 | \$ 7,025  | \$ 7,153  | \$ 5,090  | \$ 5,344  | \$ 5,561  |
| Provision for credit losses                      | 2,097        | 1,230     | 999       | 662       | 436       | 448       | 409       |
| Net income                                       | 4,784        | 4,274     | 1,682     | 1,889     | 1,213     | 1,431     | 1,679     |
| Shareholder value added                          | 2,589        | 3,319     | 754       | 1,016     | 819       | 1,048     | 1,348     |
| Return on average equity                         | 20.97%       | 44.12%    | 17.35%    | 20.52%    | 30.98%    | 37.49%    | 50.13%    |
| Efficiency ratio <sup>(2)</sup>                  | 50.54        | 48.96     | 49.85     | 49.03     | 53.62     | 50.55     | 45.76     |
| <b>Selected Average Balance Sheet Components</b> |              |           |           |           |           |           |           |
| Total loans and leases                           | \$131,599    | \$ 91,889 | \$150,334 | \$145,862 | \$ 98,395 | \$ 95,408 | \$ 92,509 |
| Total deposits                                   | 307,285      | 237,748   | 339,565   | 339,575   | 242,359   | 248,156   | 246,048   |
| Total earning assets                             | 315,168      | 239,819   | 349,673   | 347,677   | 247,776   | 253,135   | 249,386   |
| <b>Period End</b> (in billions)                  |              |           |           |           |           |           |           |
| Mortgage servicing portfolio                     | \$ 254.2     | \$ 245.9  | \$ 254.2  | \$ 253.3  | \$ 247.6  | \$ 246.5  | \$ 245.9  |
| Mortgage originations:                           |              |           |           |           |           |           |           |
| Retail                                           | 44.9         | 80.2      | 11.7      | 19.2      | 14.0      | 11.7      | 30.0      |
| Wholesale                                        | 24.3         | 32.6      | 5.2       | 9.3       | 9.8       | 6.7       | 9.5       |

(1) Consumer and Small Business major subsegments are Consumer Banking, Consumer Products and Small Business.

(2) Fully taxable-equivalent basis

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**



\* preliminary data

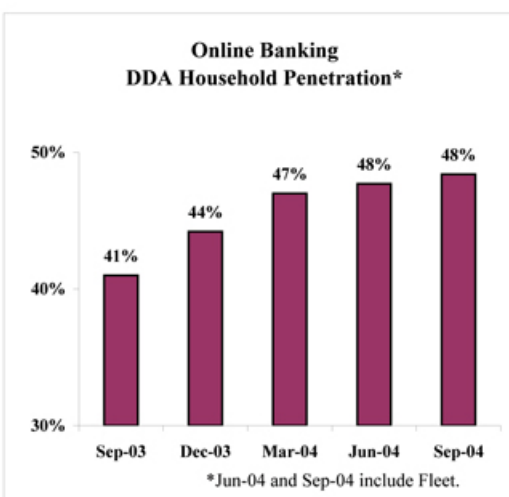
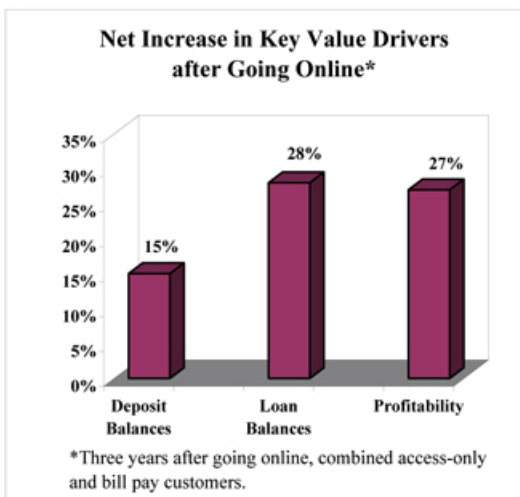
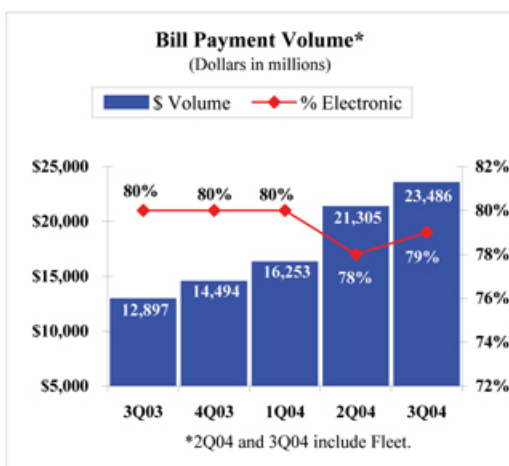
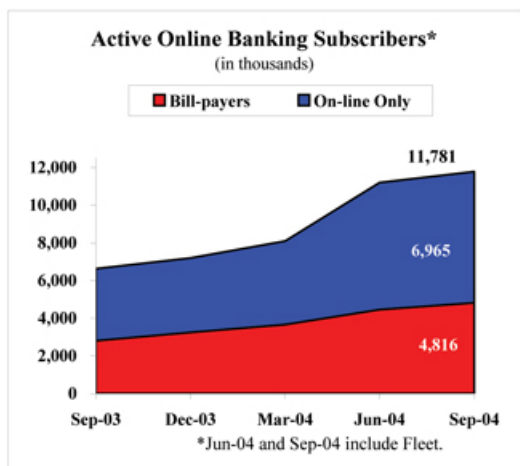
Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

Bank of America has the largest active online banking customer base with 11.8 million subscribers. This represents an active customer penetration rate of 48.4%.

Bank of America uses a strict Active User standard - customers must have used our online services within the last 90 days.

4.8 million **active** bill pay users paid \$23.5 billion worth of bills this quarter. The number of customers who sign up and use Bank of America's Bill Pay Service continues to far surpass that of any other financial institution.

Currently, approximately 300 companies are presenting 11.6 million e-bills per quarter.



Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

**Bank of America Corporation****Consumer Credit Card Results**

Included within Consumer Products

*(Dollars in millions)*

|                                  | Year-to-Date |          | Quarterly |          |          |          |          |
|----------------------------------|--------------|----------|-----------|----------|----------|----------|----------|
|                                  | 2004         | 2003     | 3 Qtr 04  | 2 Qtr 04 | 1 Qtr 04 | 4 Qtr 03 | 3 Qtr 03 |
| <b>Key Measures</b>              |              |          |           |          |          |          |          |
| <b>Outstandings:</b>             |              |          |           |          |          |          |          |
| On-balance sheet (Period end)    | \$47,521     | \$30,993 | \$47,521  | \$42,195 | \$36,087 | \$34,814 | \$30,993 |
| Managed (Period end)             | 55,399       | 33,631   | 55,399    | 51,990   | 37,296   | 36,596   | 33,631   |
| On-balance sheet (Average)       | 41,162       | 26,679   | 45,589    | 43,177   | 35,303   | 32,734   | 29,113   |
| Managed (Average)                | 47,950       | 30,457   | 54,419    | 53,136   | 36,855   | 34,783   | 32,225   |
| <b>Managed Income Statement:</b> |              |          |           |          |          |          |          |
| Total revenue                    | \$ 5,267     | \$ 3,145 | \$ 2,075  | \$ 1,954 | \$ 1,238 | \$ 1,196 | \$ 1,134 |
| Provision for credit losses      | 2,220        | 1,421    | 994       | 760      | 466      | 555      | 539      |
| Noninterest expense              | 1,371        | 815      | 480       | 553      | 338      | 312      | 270      |
| Income before income taxes       | \$ 1,676     | \$ 909   | \$ 601    | \$ 641   | \$ 434   | \$ 329   | \$ 325   |
| <b>Shareholder Value Added</b>   | \$ 884       | \$ 414   | \$ 342    | \$ 338   | \$ 204   | \$ 152   | \$ 150   |
| <b>Credit Quality:</b>           |              |          |           |          |          |          |          |
| <b>On-balance sheet:</b>         |              |          |           |          |          |          |          |
| Charge-offs \$                   | \$ 1,614     | \$ 1,091 | \$ 586    | \$ 585   | \$ 443   | \$ 423   | \$ 390   |
| Charge-offs %                    | 5.24%        | 5.47%    | 5.09%     | 5.45%    | 5.05%    | 5.12%    | 5.32%    |
| <b>Managed:</b>                  |              |          |           |          |          |          |          |
| Losses \$                        | \$ 1,992     | \$ 1,240 | \$ 753    | \$ 776   | \$ 463   | \$ 451   | \$ 433   |
| Losses %                         | 5.55%        | 5.44%    | 5.48%     | 5.88%    | 5.05%    | 5.14%    | 5.33%    |
| <b>Managed delinquency %:</b>    |              |          |           |          |          |          |          |
| 30+                              | 3.90%        | 4.00%    | 4.11%     | 3.86%    | 3.75%    | 3.93%    | 3.84%    |
| 90+                              | 1.88         | 1.82     | 1.88      | 1.76     | 1.81     | 1.77     | 1.76     |

*Represents financial statement presentation with certain reclassifications to reflect securitization activity.**Certain prior period amounts have been reclassified among the segments to conform to the current period presentation.***Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**

**Commercial Banking Segment Results<sup>(1)</sup>**

(Dollars in millions)

|                                                  | Year-to-Date |          | Quarterly |           |           |          |          |
|--------------------------------------------------|--------------|----------|-----------|-----------|-----------|----------|----------|
|                                                  | 2004         | 2003     | 3 Qtr 04  | 2 Qtr 04  | 1 Qtr 04  | 4 Qtr 03 | 3 Qtr 03 |
| <b>Key Measures</b>                              |              |          |           |           |           |          |          |
| Total revenue <sup>(2)</sup>                     | \$ 4,771     | \$ 3,316 | \$ 1,821  | \$ 1,746  | \$ 1,204  | \$ 1,201 | \$ 1,165 |
| Provision for credit losses                      | (30)         | 360      | (63)      | 6         | 27        | 98       | 122      |
| Net income                                       | 1,928        | 1,061    | 824       | 639       | 465       | 410      | 400      |
| Shareholder value added                          | 585          | 593      | 222       | 56        | 307       | 252      | 244      |
| Return on average equity                         | 15.15%       | 24.12%   | 14.42%    | 11.55%    | 31.41%    | 27.68%   | 27.26%   |
| Efficiency ratio <sup>(2)</sup>                  | 37.83        | 39.63    | 34.23     | 41.44     | 38.05     | 40.09    | 36.85    |
| <b>Selected Average Balance Sheet Components</b> |              |          |           |           |           |          |          |
| Total loans and leases                           | \$125,245    | \$92,832 | \$139,983 | \$139,014 | \$ 96,577 | \$94,996 | \$93,451 |
| Total deposits                                   | 50,919       | 30,588   | 58,175    | 59,866    | 34,636    | 34,053   | 31,505   |
| Total earning assets                             | 130,382      | 97,266   | 145,705   | 144,564   | 100,709   | 99,734   | 98,531   |

<sup>(1)</sup> Commercial Banking major subsegments are Middle Market Banking, Commercial Real Estate Banking, Business Capital, Leasing and Dealer Financial Services.

<sup>(2)</sup> Fully taxable-equivalent basis

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**

**Global Corporate and Investment Banking Segment Results<sup>(1)</sup>**

(Dollars in millions)

|                                                  | Year-to-Date |           | Quarterly |           |           |           |           |
|--------------------------------------------------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                                                  | 2004         | 2003      | 3 Qtr 04  | 2 Qtr 04  | 1 Qtr 04  | 4 Qtr 03  | 3 Qtr 03  |
| <b>Key Measures</b>                              |              |           |           |           |           |           |           |
| Total revenue <sup>(2)</sup>                     | \$ 6,851     | \$ 6,399  | \$ 2,064  | \$ 2,624  | \$ 2,163  | \$ 1,935  | \$ 2,064  |
| Provision for credit losses                      | (275)        | 387       | (155)     | (21)      | (99)      | (83)      | 50        |
| Net income                                       | 1,371        | 1,282     | 475       | 432       | 464       | 512       | 435       |
| Shareholder value added                          | 599          | 589       | 185       | 149       | 265       | 305       | 216       |
| Return on average equity                         | 18.78%       | 19.83%    | 17.30%    | 16.05%    | 24.91%    | 26.38%    | 21.30%    |
| Efficiency ratio <sup>(2)</sup>                  | 73.38        | 63.40     | 72.87     | 75.82     | 70.92     | 65.62     | 66.57     |
| <b>Selected Average Balance Sheet Components</b> |              |           |           |           |           |           |           |
| Total loans and leases                           | \$ 34,314    | \$ 38,529 | \$ 35,881 | \$ 38,127 | \$ 28,917 | \$ 31,034 | \$ 33,805 |
| Total deposits                                   | 74,711       | 67,139    | 74,345    | 80,692    | 69,101    | 62,997    | 67,367    |
| Total earning assets                             | 273,975      | 234,764   | 277,622   | 282,143   | 270,614   | 250,495   | 262,187   |

<sup>(1)</sup> Global Corporate and Investment Banking offers clients a comprehensive range of global capabilities through three subsegments: Global Investment Banking, Global Credit Products and Global Treasury Services.

<sup>(2)</sup> Fully taxable-equivalent basis

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**
**Global Corporate and Investment Banking**
*(Dollars in millions)*

|                                             | Year-to-Date   |                | Quarterly     |               |               |               |               |
|---------------------------------------------|----------------|----------------|---------------|---------------|---------------|---------------|---------------|
|                                             | 2004           | 2003           | 3 Qtr 04      | 2 Qtr 04      | 1 Qtr 04      | 4 Qtr 03      | 3 Qtr 03      |
| <b>Trading-related Revenue</b>              |                |                |               |               |               |               |               |
| Net interest income <sup>(1)</sup>          | \$1,622        | \$1,716        | \$ 448        | \$ 597        | \$ 577        | \$ 522        | \$ 546        |
| Trading account profits                     | 795            | 560            | 137           | 390           | 268           | 26            | 148           |
| <b>Total trading-related revenue</b>        | <b>\$2,417</b> | <b>\$2,276</b> | <b>\$ 585</b> | <b>\$ 987</b> | <b>\$ 845</b> | <b>\$ 548</b> | <b>\$ 694</b> |
| <b>Trading-related revenue by product</b>   |                |                |               |               |               |               |               |
| Fixed income                                | \$1,263        | \$1,125        | \$ 299        | \$ 456        | \$ 508        | \$ 227        | \$ 282        |
| Interest rate <sup>(1)</sup>                | 575            | 788            | 118           | 289           | 168           | 165           | 298           |
| Foreign exchange                            | 524            | 396            | 164           | 171           | 189           | 154           | 136           |
| Equities <sup>(2)</sup>                     | 120            | 283            | 40            | 83            | (3)           | 61            | 65            |
| Commodities                                 | 12             | (48)           | 18            | (4)           | (2)           | 3             | (10)          |
| <b>Market-based trading-related revenue</b> | <b>2,494</b>   | <b>2,544</b>   | <b>639</b>    | <b>995</b>    | <b>860</b>    | <b>610</b>    | <b>771</b>    |
| Credit portfolio hedges <sup>(3)</sup>      | (77)           | (268)          | (54)          | (8)           | (15)          | (62)          | (77)          |
| <b>Total trading-related revenue</b>        | <b>\$2,417</b> | <b>\$2,276</b> | <b>\$ 585</b> | <b>\$ 987</b> | <b>\$ 845</b> | <b>\$ 548</b> | <b>\$ 694</b> |
|                                             |                |                |               |               |               |               |               |
|                                             | Year-to-Date   |                | Quarterly     |               |               |               |               |
|                                             | 2004           | 2003           | 3 Qtr 04      | 2 Qtr 04      | 1 Qtr 04      | 4 Qtr 03      | 3 Qtr 03      |
| <b>Investment Banking Income</b>            |                |                |               |               |               |               |               |
| Securities underwriting                     | \$ 711         | \$ 732         | \$ 218        | \$ 275        | \$ 218        | \$ 233        | \$ 239        |
| Syndications                                | 388            | 320            | 129           | 174           | 85            | 128           | 101           |
| Advisory services                           | 217            | 166            | 66            | 73            | 78            | 80            | 54            |
| Other                                       | 25             | 26             | 7             | 10            | 8             | 12            | 5             |
| <b>Total investment banking income</b>      | <b>\$1,341</b> | <b>\$1,244</b> | <b>\$ 420</b> | <b>\$ 532</b> | <b>\$ 389</b> | <b>\$ 453</b> | <b>\$ 399</b> |

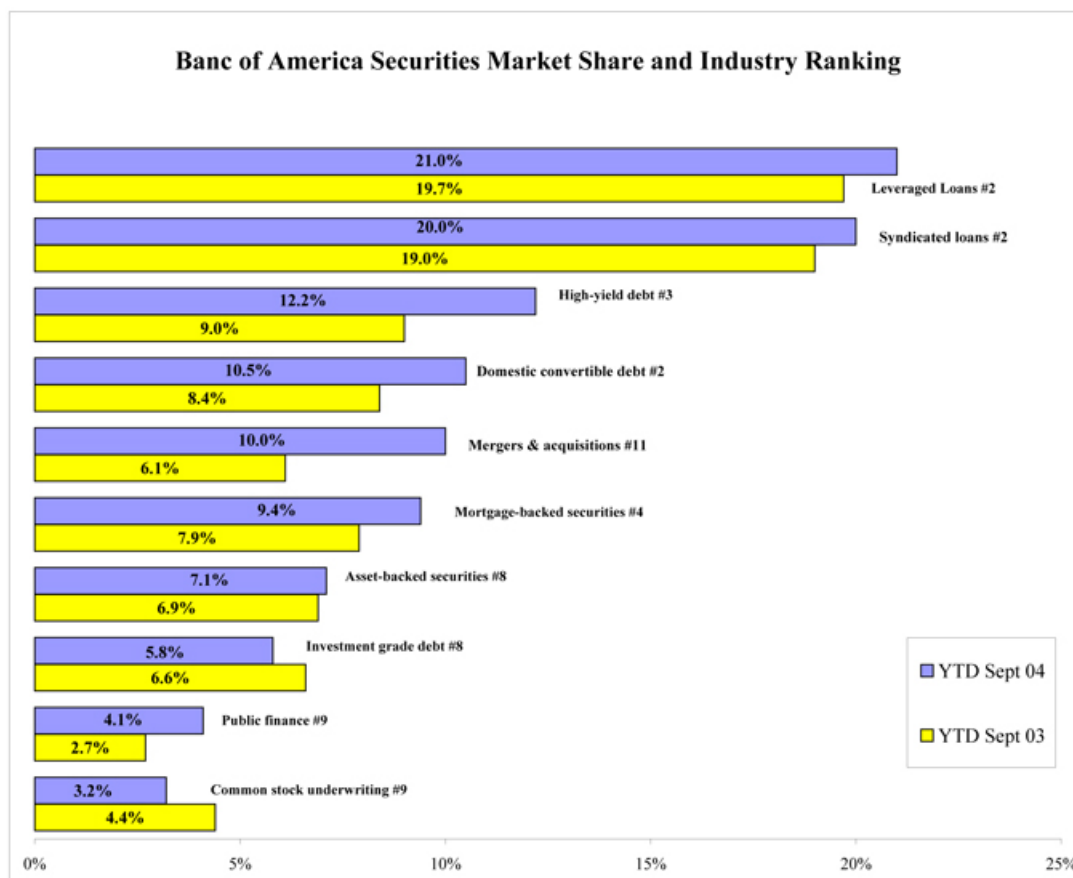
<sup>(1)</sup> Fully taxable-equivalent basis

<sup>(2)</sup> Does not include commissions from equity transactions which were \$494 and \$481 for the nine months ended September 30, 2004 and 2003, respectively and \$153, \$168, \$172, \$167 and \$166 for the three months ended September 30, 2004, June 30, 2004, March 31, 2004, December 31, 2003 and September 30, 2003.

<sup>(3)</sup> Includes credit default swaps used for credit risk management.

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**



#### Significant US market share gains

Banc of America Securities increased market share in leveraged loans, mergers & acquisitions, high yield, syndicated loans, public finance, convertible debt, mortgage-backed securities and asset-backed securities.

- #2 in leveraged loans at 21.0% market share
- #2 syndicated lender, ranked by dollar volume, with 20% market share
- #1 syndicated lender, ranked by number of deals
- Convertible debt earned the #2 position with 10.5% market share
- High yield debt market share increased over YTD03, from 9% to 12.2%
- M&A increased to 10.0% from 6.1% in first nine months of 2003

Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

**Bank of America Corporation**

**Wealth and Investment Management Segment Results<sup>(1)</sup>**

(Dollars in millions)

|                                                  | Year-to-Date |          | Quarterly |          |          |          |          |
|--------------------------------------------------|--------------|----------|-----------|----------|----------|----------|----------|
|                                                  | 2004         | 2003     | 3 Qtr 04  | 2 Qtr 04 | 1 Qtr 04 | 4 Qtr 03 | 3 Qtr 03 |
| <b>Key Measures</b>                              |              |          |           |          |          |          |          |
| Total revenue <sup>(2)</sup>                     | \$ 4,174     | \$ 2,827 | \$ 1,573  | \$ 1,513 | \$ 1,088 | \$ 1,203 | \$ 959   |
| Provision for credit losses                      | (16)         | 4        | (17)      | 10       | (9)      | 7        | (1)      |
| Net income                                       | 1,107        | 806      | 469       | 392      | 246      | 428      | 256      |
| Shareholder value added                          | 544          | 542      | 246       | 172      | 126      | 313      | 166      |
| Return on average equity                         | 20.07%       | 31.74%   | 21.27%    | 18.01%   | 21.71%   | 39.08%   | 29.70%   |
| Efficiency ratio <sup>(2)</sup>                  | 58.64        | 55.19    | 54.17     | 58.69    | 65.04    | 44.83    | 59.18    |
| <b>Selected Average Balance Sheet Components</b> |              |          |           |          |          |          |          |
| Total loans and leases                           | \$42,740     | \$37,681 | \$45,646  | \$44,109 | \$38,434 | \$37,660 | \$37,159 |
| Total deposits                                   | 76,522       | 52,045   | 87,904    | 77,069   | 64,467   | 59,784   | 55,503   |
| Total earning assets                             | 78,679       | 53,131   | 90,146    | 79,296   | 66,470   | 62,073   | 56,826   |
| <b>Period End</b> (in billions)                  |              |          |           |          |          |          |          |
| Assets under management                          | \$ 429.5     | \$ 281.2 | \$ 429.5  | \$ 439.6 | \$ 298.7 | \$ 296.7 | \$ 281.2 |
| Client brokerage assets                          | 141.9        | 90.7     | 141.9     | 144.9    | 91.0     | 88.8     | 90.7     |
| Assets in custody                                | 104.0        | 47.3     | 104.0     | 105.2    | 50.6     | 49.9     | 47.3     |
| Total client assets                              | \$ 675.4     | \$ 419.2 | \$ 675.4  | \$ 689.7 | \$ 440.3 | \$ 435.4 | \$ 419.2 |

<sup>(1)</sup> Wealth and Investment Management includes five primary subsegments: Columbia Management Group, The Private Bank, Banc of America Investments, Premier Banking and Other Services.

<sup>(2)</sup> Fully taxable-equivalent basis

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**
**Corporate Other Results<sup>(1)</sup>**
*(Dollars in millions)*

|                                                  | Year-to-Date |           | Quarterly  |            |            |            |            |
|--------------------------------------------------|--------------|-----------|------------|------------|------------|------------|------------|
|                                                  | 2004         | 2003      | 3 Qtr 04   | 2 Qtr 04   | 1 Qtr 04   | 4 Qtr 03   | 3 Qtr 03   |
| <b>Key Measures</b>                              |              |           |            |            |            |            |            |
| Total revenue <sup>(2)</sup>                     | \$ 545       | \$ 634    | \$ 248     | \$ 155     | \$ 142     | \$ 111     | \$ 174     |
| Provision for credit losses                      | 287          | 275       | (114)      | 132        | 269        | 113        | 71         |
| Net income <sup>(3)</sup>                        | 1,104        | 661       | 314        | 497        | 293        | (55)       | 152        |
| Shareholder value added                          | 132          | (865)     | 46         | 198        | (112)      | (475)      | (350)      |
| <b>Selected Average Balance Sheet Components</b> |              |           |            |            |            |            |            |
| Total loans and leases                           | \$ 124,370   | \$ 90,188 | \$ 131,234 | \$ 130,046 | \$ 111,753 | \$ 111,974 | \$ 100,364 |
| Total deposits                                   | 22,521       | 14,465    | 27,889     | 25,103     | 14,512     | 13,849     | 14,146     |
| Total earning assets                             | 290,664      | 182,001   | 325,039    | 312,419    | 234,157    | 192,427    | 183,800    |

**Corporate Other Sub-Segment Results**

|                                    | Year-to-Date |          | Quarterly |          |          |          |          |
|------------------------------------|--------------|----------|-----------|----------|----------|----------|----------|
|                                    | 2004         | 2003     | 3 Qtr 04  | 2 Qtr 04 | 1 Qtr 04 | 4 Qtr 03 | 3 Qtr 03 |
| <b>Key Measures</b>                |              |          |           |          |          |          |          |
| <b>Latin America<sup>(4)</sup></b> |              |          |           |          |          |          |          |
| Total revenue <sup>(2)</sup>       | \$ 541       | \$ 28    | \$ 264    | \$ 268   | \$ 9     | \$ 6     | \$ 6     |
| Provision for credit losses        | (106)        | 64       | (156)     | (7)      | 57       | 25       | 12       |
| Net income                         | 184          | (32)     | 151       | 66       | (33)     | (16)     | (7)      |
| Shareholder value added            | 97           | (32)     | 106       | 23       | (32)     | (15)     | (7)      |
| <b>Equity Investments</b>          |              |          |           |          |          |          |          |
| Total revenue <sup>(2)</sup>       | \$ 101       | (\$ 200) | \$ 114    | \$ 6     | (\$ 19)  | (\$ 56)  | (\$ 80)  |
| Provision for credit losses        | —            | 4        | —         | —        | —        | 21       | —        |
| Net income                         | 3            | (183)    | 47        | (14)     | (30)     | (67)     | (69)     |
| Shareholder value added            | (207)        | (351)    | (28)      | (94)     | (85)     | (124)    | (125)    |
| <b>Other</b>                       |              |          |           |          |          |          |          |
| Total revenue <sup>(2)</sup>       | (\$ 97)      | \$ 806   | (\$ 130)  | (\$ 119) | \$ 152   | \$ 161   | \$ 248   |
| Provision for credit losses        | 393          | 207      | 42        | 139      | 212      | 67       | 59       |
| Net income                         | 917          | 876      | 116       | 445      | 356      | 28       | 228      |
| Shareholder value added            | 242          | (482)    | (32)      | 269      | 5        | (336)    | (218)    |

<sup>(1)</sup> Corporate Other consists primarily of Latin America, Equity Investments, noninterest income, revenue and security gains and noninterest expense associated with the Asset and Liability Management (ALM) process, and the results of certain consumer finance and commercial lending businesses that are being liquidated.

<sup>(2)</sup> Fully taxable-equivalent basis

<sup>(3)</sup> Includes merger and restructuring charges, net of taxes, of \$230 in year-to-date 2004, \$147 in 3Q04 and \$83 in 2Q04.

<sup>(4)</sup> Excludes Mexico, which is included in Global Corporate and Investment Banking.

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

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**

**Outstanding Loans and Leases**

(Dollars in millions)

|                                       | September 30<br>2004 | December 31<br>2003 | Increase<br>(Decrease)<br>from 12/31/03 |
|---------------------------------------|----------------------|---------------------|-----------------------------------------|
| Commercial - domestic                 | \$ 122,211           | \$ 91,491           | \$ 30,720                               |
| Commercial - foreign                  | 18,976               | 10,754              | 8,222                                   |
| Commercial real estate <sup>(1)</sup> | 30,719               | 19,367              | 11,352                                  |
| Commercial lease financing            | 19,991               | 9,692               | 10,299                                  |
| <b>Total commercial</b>               | <b>191,897</b>       | <b>131,304</b>      | <b>60,593</b>                           |
| Residential mortgage                  | 179,673              | 140,513             | 39,160                                  |
| Home equity lines                     | 46,497               | 23,859              | 22,638                                  |
| Direct/Indirect consumer              | 38,378               | 33,415              | 4,963                                   |
| Credit card                           | 47,554               | 34,814              | 12,740                                  |
| Other consumer <sup>(2)</sup>         | 7,640                | 7,558               | 82                                      |
| <b>Total consumer</b>                 | <b>319,742</b>       | <b>240,159</b>      | <b>79,583</b>                           |
| <b>Total</b>                          | <b>\$ 511,639</b>    | <b>\$ 371,463</b>   | <b>\$ 140,176</b>                       |

<sup>(1)</sup> Includes domestic and foreign commercial real estate loans of \$30,255 and \$464 at September 30, 2004, respectively, and \$19,043 and \$324 at December 31, 2003, respectively.

<sup>(2)</sup> Includes consumer finance, foreign consumer and consumer lease financing of \$3,564, \$3,433 and \$643 at September 30, 2004, respectively, and \$3,905, \$1,969 and \$1,684 at December 31, 2003, respectively.

**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**

**Commercial Utilized Credit Exposure by Industry<sup>(1)</sup>**

(Dollars in millions)

|                                            | September 30<br>2004 | June 30<br>2004  | % Increase<br>(Decrease)<br>from 6/30/04 |
|--------------------------------------------|----------------------|------------------|------------------------------------------|
| Real estate                                | \$ 36,575            | \$ 36,668        | (0)%                                     |
| Retailing                                  | 22,981               | 23,442           | (2)                                      |
| Diversified financials                     | 21,923               | 21,869           | 0                                        |
| Banks                                      | 20,020               | 18,924           | 6                                        |
| Education and government                   | 17,237               | 16,011           | 8                                        |
| Individuals and trusts                     | 16,749               | 16,888           | (1)                                      |
| Materials                                  | 13,867               | 13,736           | 1                                        |
| Consumer durables and apparel              | 12,921               | 12,718           | 2                                        |
| Transportation                             | 12,645               | 12,282           | 3                                        |
| Food, beverage and tobacco                 | 12,129               | 11,067           | 10                                       |
| Health care equipment and services         | 12,045               | 12,122           | (1)                                      |
| Leisure and sports, hotels and restaurants | 12,014               | 12,644           | (5)                                      |
| Capital goods                              | 11,984               | 11,785           | 2                                        |
| Commercial services and supplies           | 10,874               | 10,924           | (0)                                      |
| Energy                                     | 7,975                | 7,151            | 12                                       |
| Media                                      | 6,125                | 7,082            | (14)                                     |
| Insurance                                  | 6,015                | 5,487            | 10                                       |
| Utilities                                  | 5,643                | 5,815            | (3)                                      |
| Religious and social organizations         | 5,514                | 5,247            | 5                                        |
| Food and staples retailing                 | 3,205                | 3,344            | (4)                                      |
| Technology hardware and equipment          | 3,161                | 3,313            | (5)                                      |
| Telecommunication services                 | 2,828                | 2,801            | 1                                        |
| Software and services                      | 2,378                | 2,451            | (3)                                      |
| Automobiles and components                 | 1,723                | 1,599            | 8                                        |
| Pharmaceuticals and biotechnology          | 921                  | 998              | (8)                                      |
| Household and personal products            | 381                  | 367              | 4                                        |
| Other                                      | 11,360               | 6,915            | 64                                       |
| <b>Total</b>                               | <b>\$ 291,193</b>    | <b>\$283,650</b> | <b>3</b>                                 |

<sup>(1)</sup> Includes loans and leases, letters of credit, standby letters of credit and financial guarantees, and mark-to-market exposure for derivatives.

Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior period has not been restated.

**Bank of America Corporation**
**Nonperforming Assets**
*(Dollars in millions)*

|                                                                            | 3Q04            | 2Q04            | 1Q04            | 4Q03            | 3Q03            |
|----------------------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Commercial - domestic                                                      | \$ 991          | \$ 1,246        | \$ 1,229        | \$ 1,388        | \$ 1,746        |
| Commercial - foreign                                                       | 473             | 503             | 331             | 578             | 756             |
| Commercial real estate                                                     | 136             | 164             | 115             | 142             | 157             |
| Commercial lease financing                                                 | 243             | 257             | 66              | 127             | 114             |
| <b>Total commercial</b>                                                    | <b>1,843</b>    | <b>2,170</b>    | <b>1,741</b>    | <b>2,235</b>    | <b>2,773</b>    |
| Residential mortgage                                                       | 532             | 537             | 486             | 531             | 563             |
| Home equity lines                                                          | 51              | 42              | 35              | 43              | 42              |
| Direct/Indirect consumer                                                   | 26              | 31              | 31              | 28              | 32              |
| Other consumer                                                             | 94              | 99              | 61              | 36              | 19              |
| <b>Total consumer</b>                                                      | <b>703</b>      | <b>709</b>      | <b>613</b>      | <b>638</b>      | <b>656</b>      |
| <b>Total nonperforming loans and leases</b>                                | <b>2,546</b>    | <b>2,879</b>    | <b>2,354</b>    | <b>2,873</b>    | <b>3,429</b>    |
| Nonperforming securities <sup>(1)</sup>                                    | 157             | 156             | —               | —               | —               |
| Foreclosed properties                                                      | 133             | 144             | 131             | 148             | 228             |
| <b>Total nonperforming assets<sup>(2)</sup></b>                            | <b>\$ 2,836</b> | <b>\$ 3,179</b> | <b>\$ 2,485</b> | <b>\$ 3,021</b> | <b>\$ 3,657</b> |
| Loans past due 90 days or more and still accruing                          | \$ 1,052        | \$ 939          | \$ 795          | \$ 860          | \$ 788          |
| Nonperforming assets / Total assets                                        | 0.26%           | 0.31%           | 0.30%           | 0.41%           | 0.50%           |
| Nonperforming assets / Total loans, leases and foreclosed properties       | 0.55            | 0.64            | 0.66            | 0.81            | 0.98            |
| Nonperforming loans and leases / Total loans and leases                    | 0.50            | 0.58            | 0.63            | 0.77            | 0.92            |
| <b>Allowance for credit losses:</b>                                        |                 |                 |                 |                 |                 |
| Allowance for loan and lease losses                                        | \$ 8,723        | \$ 8,767        | \$ 6,080        | \$ 6,163        | \$ 6,258        |
| Reserve for unfunded lending commitments                                   | 446             | 486             | 401             | 416             | 458             |
| <b>Total</b>                                                               | <b>\$ 9,169</b> | <b>\$ 9,253</b> | <b>\$ 6,481</b> | <b>\$ 6,579</b> | <b>\$ 6,716</b> |
| Allowance for loan and lease losses / Total loans and leases               | 1.70%           | 1.76%           | 1.62%           | 1.66%           | 1.68%           |
| Allowance for loan and lease losses / Total nonperforming loans and leases | 343             | 305             | 258             | 215             | 183             |
| Commercial criticized exposure                                             | \$12,025        | \$13,420        | \$10,401        | \$12,650        | \$15,059        |
| Commercial criticized exposure / Commercial utilized exposure              | 4.13%           | 4.73%           | 4.94%           | 5.94%           | 7.10%           |

Loans are classified as domestic or foreign based upon the domicile of the borrower.

<sup>(1)</sup> Primarily related to international securities held in the available-for-sale portfolio.

<sup>(2)</sup> Balances do not include \$100, \$103, \$82, \$202 and \$82 of nonperforming assets, primarily loans held for sale, included in Other Assets at September 30, 2004, June 30, 2004, March 31, 2004, December 31, 2003 and September 30, 2003, respectively.

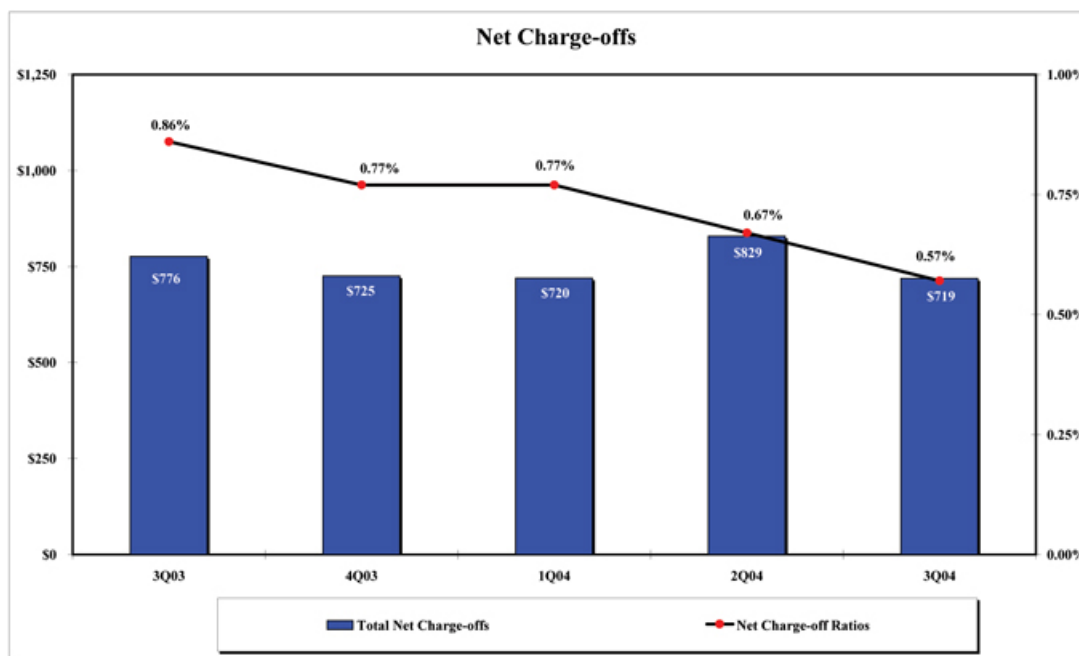
**Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.**

**Bank of America Corporation**
**Quarterly Net Charge-offs and Net Charge-off Ratios**
*(Dollars in millions)*

|                                       | 3Q04         |             | 2Q04         |             | 1Q04         |             | 4Q03          |             | 3Q03          |             |
|---------------------------------------|--------------|-------------|--------------|-------------|--------------|-------------|---------------|-------------|---------------|-------------|
|                                       | Amt.         | Ratio       | Amt.         | Ratio       | Amt.         | Ratio       | Amount        | Ratio       | Amount        | Ratio       |
| Commercial - domestic                 | \$ 25        | 0.08%       | \$ 76        | 0.25%       | \$ 49        | 0.22%       | \$ 93         | 0.41%       | \$ 163        | 0.72%       |
| Commercial - foreign                  | (4)          | (0.09)      | 66           | 1.47        | 106          | 3.98        | 76            | 2.60        | 58            | 1.84        |
| Commercial real estate                | 1            | 0.02        | (3)          | (0.04)      | (2)          | (0.05)      | 9             | 0.18        | 13            | 0.26        |
| Commercial lease financing            | (3)          | (0.07)      | (3)          | (0.06)      | 4            | 0.17        | 0             | 0.00        | 40            | 1.61        |
| <b>Total commercial</b>               | <b>19</b>    | <b>0.04</b> | <b>136</b>   | <b>0.28</b> | <b>157</b>   | <b>0.48</b> | <b>178</b>    | <b>0.54</b> | <b>274</b>    | <b>0.82</b> |
| Residential mortgage                  | 7            | 0.02        | 12           | 0.03        | 11           | 0.03        | 13            | 0.04        | 14            | 0.04        |
| Home equity lines                     | 2            | 0.02        | 4            | 0.05        | 4            | 0.07        | (3)           | (0.04)      | 2             | 0.02        |
| Direct/Indirect consumer              | 56           | 0.57        | 49           | 0.50        | 48           | 0.56        | 48            | 0.57        | 39            | 0.47        |
| Credit card                           | 586          | 5.09        | 585          | 5.45        | 443          | 5.05        | 423           | 5.12        | 390           | 5.32        |
| Other consumer <sup>(1)</sup>         | 49           | 2.53        | 43           | 2.10        | 57           | 3.07        | 66            | 3.37        | 57            | 2.70        |
| <b>Total consumer</b>                 | <b>700</b>   | <b>0.89</b> | <b>693</b>   | <b>0.92</b> | <b>563</b>   | <b>0.93</b> | <b>547</b>    | <b>0.91</b> | <b>502</b>    | <b>0.89</b> |
| <b>Total net charge-offs</b>          | <b>\$719</b> | <b>0.57</b> | <b>\$829</b> | <b>0.67</b> | <b>\$720</b> | <b>0.77</b> | <b>\$ 725</b> | <b>0.77</b> | <b>\$ 776</b> | <b>0.86</b> |
| <b>By Business Segment:</b>           |              |             |              |             |              |             |               |             |               |             |
| Consumer & small business banking     | \$662        | 1.75%       | \$665        | 1.83%       | \$499        | 2.05%       | \$ 485        | 2.02%       | \$ 453        | 1.94%       |
| Commercial banking                    | 36           | 0.10        | 32           | 0.09        | 62           | 0.26        | 75            | 0.31        | 123           | 0.52        |
| Global corporate & investment banking | 1            | 0.01        | 69           | 0.72        | 89           | 0.96        | 50            | 0.50        | 96            | 0.90        |
| Wealth & investment management        | 1            | 0.01        | (4)          | (0.04)      | 6            | 0.06        | (1)           | (0.01)      | 5             | 0.06        |
| Corporate other                       | 19           | 0.06        | 67           | 0.21        | 64           | 0.25        | 116           | 0.44        | 99            | 0.43        |
| <b>Total net charge-offs</b>          | <b>\$719</b> | <b>0.57</b> | <b>\$829</b> | <b>0.67</b> | <b>\$720</b> | <b>0.77</b> | <b>\$ 725</b> | <b>0.77</b> | <b>\$ 776</b> | <b>0.86</b> |

Loans are classified as domestic or foreign based upon the domicile of the borrower.

<sup>(1)</sup> Includes lease financing of \$7, \$5, \$10, \$10 and \$12 for the quarters ended September 30, 2004, June 30, 2004, March 31, 2004, December 31, 2003 and September 30, 2003, respectively.



Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.

**Bank of America Corporation**  
**Selected Emerging Markets <sup>(1)</sup>**

| <i>(Dollars in millions)</i>                     | Loans<br>and Loan<br>Commitments | Other<br>Financing <sup>(2)</sup> | Derivative<br>Assets | Debt<br>Securities/<br>Other<br>Investments <sup>(3,4)</sup> | Total<br>Cross-<br>border<br>Exposure <sup>(5)</sup> | Local<br>Country<br>Exposure<br>Net of Local<br>Liabilities <sup>(6)</sup> | Total Foreign<br>Exposure<br>September 30,<br>2004 | Increase/<br>(Decrease)<br>from<br>December 31,<br>2003 |
|--------------------------------------------------|----------------------------------|-----------------------------------|----------------------|--------------------------------------------------------------|------------------------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------|---------------------------------------------------------|
| <b>Region/Country</b>                            |                                  |                                   |                      |                                                              |                                                      |                                                                            |                                                    |                                                         |
| <b>Latin America</b>                             |                                  |                                   |                      |                                                              |                                                      |                                                                            |                                                    |                                                         |
| Argentina                                        | \$ 275                           | \$ 74                             | \$ 0                 | \$ 81                                                        | \$ 430                                               | \$ 16                                                                      | \$ 446                                             | \$ 135                                                  |
| Brazil <sup>(7)</sup>                            | 982                              | 287                               | 33                   | 142                                                          | 1,444                                                | 2,014                                                                      | 3,458                                              | 2,787                                                   |
| Chile                                            | 277                              | 125                               | 2                    | 14                                                           | 418                                                  | 712                                                                        | 1,130                                              | 999                                                     |
| Mexico <sup>(8)</sup>                            | 786                              | 142                               | 196                  | 1,952                                                        | 3,076                                                | 0                                                                          | 3,076                                              | 293                                                     |
| Other Latin America <sup>(9)</sup>               | 363                              | 164                               | 141                  | 237                                                          | 905                                                  | 267                                                                        | 1,172                                              | 455                                                     |
| <b>Total Latin America</b>                       | <b>2,683</b>                     | <b>792</b>                        | <b>372</b>           | <b>2,426</b>                                                 | <b>6,272</b>                                         | <b>3,009</b>                                                               | <b>9,282</b>                                       | <b>4,669</b>                                            |
| <b>Asia Pacific</b>                              |                                  |                                   |                      |                                                              |                                                      |                                                                            |                                                    |                                                         |
| Hong Kong                                        | 229                              | 41                                | 89                   | 129                                                          | 488                                                  | 569                                                                        | 1,057                                              | 187                                                     |
| India                                            | 601                              | 188                               | 177                  | 286                                                          | 1,252                                                | 519                                                                        | 1,771                                              | 206                                                     |
| Singapore                                        | 203                              | 30                                | 52                   | 83                                                           | 368                                                  | 0                                                                          | 368                                                | (199)                                                   |
| South Korea                                      | 356                              | 578                               | 32                   | 169                                                          | 1,135                                                | 388                                                                        | 1,523                                              | (95)                                                    |
| Taiwan                                           | 319                              | 105                               | 41                   | 11                                                           | 476                                                  | 53                                                                         | 529                                                | (12)                                                    |
| Other Asia Pacific <sup>(9)</sup>                | 89                               | 104                               | 61                   | 351                                                          | 605                                                  | 197                                                                        | 802                                                | (74)                                                    |
| <b>Total Asia Pacific</b>                        | <b>1,797</b>                     | <b>1,046</b>                      | <b>452</b>           | <b>1,029</b>                                                 | <b>4,324</b>                                         | <b>1,726</b>                                                               | <b>6,050</b>                                       | <b>13</b>                                               |
| <b>Central and Eastern Europe <sup>(9)</sup></b> | <b>12</b>                        | <b>13</b>                         | <b>23</b>            | <b>173</b>                                                   | <b>221</b>                                           | <b>0</b>                                                                   | <b>221</b>                                         | <b>(49)</b>                                             |
| <b>Total</b>                                     | <b>\$ 4,492</b>                  | <b>\$ 1,851</b>                   | <b>\$ 847</b>        | <b>\$ 3,627</b>                                              | <b>\$ 10,817</b>                                     | <b>\$ 4,735</b>                                                            | <b>\$ 15,553</b>                                   | <b>4,633</b>                                            |

<sup>(1)</sup> There is no generally accepted definition of emerging markets. The definition that we use includes all countries in Asia Pacific excluding Japan, Australia and New Zealand; and all countries in Central and Eastern Europe excluding Greece.

<sup>(2)</sup> Includes acceptances, SBLCs, commercial letters of credit and formal guarantees.

<sup>(3)</sup> Amounts outstanding for Other Latin America and Other Asia Pacific have been reduced by \$192 and \$14, respectively, at September 30, 2004 and \$173 and \$13, respectively, at December 31, 2003. Such amounts represent the fair value of U.S. Treasury securities held as collateral outside the country of exposure.

<sup>(4)</sup> Cross-border resale agreements are presented based on the domicile of the counterparty because the counterparty has the legal obligation for repayment. For regulatory reporting under Federal Financial Institutions Examinations Council (FFIEC) guidelines, cross-border resale agreements are presented based on the domicile of the issuer of the securities that are held as collateral.

<sup>(5)</sup> Cross-border exposure includes amounts payable to the Corporation by borrowers with a country of residence other than the one in which the credit is booked, regardless of the currency in which the claim is denominated, consistent with FFIEC reporting rules.

<sup>(6)</sup> Local country exposure includes amounts payable to the Corporation by borrowers with a country of residence in which the credit is booked, regardless of the currency in which the claim is denominated. Management subtracts local funding or liabilities from local exposures as allowed by the FFIEC. Total amount of local country exposure funded by local liabilities at September 30, 2004 was \$14,136 compared to \$5,336 at December 31, 2003. Local country exposure funded by local liabilities at September 30, 2004 in Latin America and Asia Pacific was \$8,285 and \$5,851, respectively, of which \$3,652 was in Brazil, \$1,555 in Argentina, \$1,145 in Chile, \$3,073 in Hong Kong and \$1,128 in Singapore. There were no other countries with local country exposure funded by local liabilities greater than \$1.0 billion.

<sup>(7)</sup> The Corporation has certain risk mitigation instruments associated with Brazil exposure, including insurance contracts, other trade-related transfer risk mitigation and third party funding. Ability to file a claim under insurance policies may vary with the country's current political and economic environment.

<sup>(8)</sup> Includes \$1,800 related to Grupo Financiero Santander Serfin acquired in the first quarter of 2003.

<sup>(9)</sup> Other Latin America, Other Asia Pacific, and Central and Eastern Europe include countries each with total foreign exposure of less than \$500.

|                                                                          |                 |
|--------------------------------------------------------------------------|-----------------|
| <b>Risk Mitigation</b>                                                   | <b>Brazil</b>   |
| <b>Total foreign exposure, September 30, 2004</b>                        | <b>\$ 3,458</b> |
| Less: Insurance contracts                                                | 422             |
| Other trade-related transfer risk mitigation                             | 962             |
| Third party funding                                                      | 230             |
| <b>Total foreign exposure net of risk mitigation, September 30, 2004</b> | <b>\$ 1,844</b> |

Information for periods after April 1, 2004 includes the FleetBoston acquisition; prior periods have not been restated.