

**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 18, 2011

**BANK OF AMERICA CORPORATION**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or Other Jurisdiction of Incorporation)

**1-6523**  
(Commission File Number)

**56-0906609**  
(IRS Employer Identification No.)

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

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

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

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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 18, 2011, Bank of America Corporation (the “Registrant”) announced financial results for the third quarter ended September 30, 2011, reporting third quarter net income of \$6.2 billion, or \$0.56 per diluted share. A copy of the press release announcing the Registrant’s results for the third quarter ended September 30, 2011 as well as certain earnings related slides for use in connection with an earnings investor conference call and webcast are attached hereto as Exhibit 99.1 and Exhibit 99.2, respectively, and incorporated by reference herein.

The information provided under Item 2.02 of this report, including Exhibit 99.1 and Exhibit 99.2, shall be deemed to be “filed” for purposes of the Securities Exchange Act of 1934, as amended.

**ITEM 7.01. REGULATION FD DISCLOSURE.**

On October 18, 2011, the Registrant will hold an investor conference call and webcast to disclose financial results for the third quarter ended September 30, 2011. The Supplemental Information package for use during this conference call and webcast is furnished herewith as Exhibit 99.3 and incorporated by reference in this Item 7.01. All information in the Supplemental Information package is presented as of the particular date or dates referenced therein, and the Registrant does not undertake any obligation to, and disclaims any duty to, update any of the information provided.

The information in the preceding paragraph, as well as Exhibit 99.3 referenced therein, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filings under the Securities Act of 1933, as amended.

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

The following exhibits are filed, or furnished in the case of Exhibit 99.3, herewith:

<u>EXHIBIT NO.</u>	<u>DESCRIPTION OF EXHIBIT</u>
99.1	Press Release dated October 18, 2011 with respect to the Registrant’s financial results for the third quarter ended September 30, 2011
99.2	Select earnings related slides for use on October 18, 2011 with respect to the Registrant’s financial results for the third quarter ended September 30, 2011
99.3	Supplemental Information for use on October 18, 2011 with respect to the Registrant’s financial results for the third quarter ended September 30, 2011

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**SIGNATURES**

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/ Neil A. Cotty  
Neil A. Cotty  
Chief Accounting Officer

Dated: October 18, 2011

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**INDEX TO EXHIBITS**

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October 18, 2011

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## **Bank of America Reports Third-Quarter 2011 Net Income of \$6.2 Billion, or \$0.56 Per Diluted Share**

*Credit Costs Continue to Decrease With Net Charge-Offs Declining Across Most Portfolios*

*Strong Capital Generation With Tier 1 Common Equity Ratio at 8.65 Percent*

*Average Deposit Balances Increased for the Fourth Consecutive Quarter*

*Growth in Corporate Banking Average Core Loan Balance Across All Regions*

*Bank of America Merrill Lynch (BAML) Was Ranked No. 2 Globally in Net Investment Banking Fees in the Third Quarter of 2011*

*Customer Solutions Pilot Program Showing Positive Results*

CHARLOTTE – Bank of America Corporation today reported net income of \$6.2 billion, or \$0.56 per diluted share, for the third quarter of 2011, compared with a net loss of \$7.3 billion, or \$0.77 per diluted share, in the year-ago period. Revenue, net of interest expense, on a fully taxable-equivalent (FTE) basis<sup>1</sup> rose 6 percent to \$28.7 billion.

There were a number of significant items that affected results in both periods. The most recent quarter included, among other things, \$4.5 billion (pretax) in positive fair value adjustments on structured liabilities, a pretax gain of \$3.6 billion from the sale of shares of China Construction Bank (CCB), \$1.7 billion pretax gain in trading Debit Valuation Adjustments (DVA), and a pretax loss of \$2.2 billion related to private equity and strategic investments, excluding CCB. The fair value adjustment on structured liabilities reflects the widening of the company's credit spreads and does not impact

<sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP measure. For reconciliation to GAAP measures, refer to pages 25-27 of this press release. Total revenue, net of interest expense on a GAAP basis was \$28.5 billion for the three months ended September 30, 2011.

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regulatory capital ratios. The year-ago quarter included a \$10.4 billion goodwill impairment charge. Details on the significant items are included in the revenue and expense section of this press release.

"This quarter's results reflect several actions we took that highlight our ongoing transformation toward becoming a leaner, more focused company," said Chief Executive Officer Brian Moynihan. "The diversity and depth in our customer and client offerings provided some resiliency in a very challenging environment."

"Our focus this quarter was on strengthening the balance sheet by selling non-core assets and building capital to position the company for future growth," said Chief Financial Officer Bruce Thompson. "In that regard, we accomplished a great deal. We reduced the size of our balance sheet by \$42 billion from the second quarter of 2011, nearly doubled our Tier 1 common equity ratio since early 2009, and continued to have strong liquidity levels even after significantly reducing both short- and long-term debt."

#### **Making progress on operating principles**

During the third quarter of 2011, the company made significant progress in line with its operating principles, including the following developments:

#### **Focus on customer-driven businesses**

- Bank of America extended approximately \$141 billion in credit in the third quarter of 2011, according to preliminary data. This included \$85 billion in commercial non-real estate loans, \$33 billion in residential first mortgages, \$10 billion in commercial real estate loans, \$5 billion in U.S. consumer and small business card, \$847 million in home equity products and \$7 billion in other consumer credit.
- The \$33 billion in residential first mortgages funded in the third quarter helped over 151,000 homeowners either purchase a home or refinance an existing mortgage. This included approximately 12,000 first-time homebuyer mortgages originated by retail channels, and more than 54,000 mortgages to low- and moderate-income borrowers. Approximately 47 percent of funded first mortgages were for home purchases and 53 percent were refinances.
- Total average deposit balances of \$1.05 trillion were up \$77 billion, or 8 percent from the year-ago period, and \$15 billion, or 1 percent higher than the second quarter of 2011.
- The number of net new consumer and small business checking accounts was positive for the third consecutive quarter as the company continued to focus on the retention of profitable customer relationships.

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- Bank of America launched Customer Solutions earlier this year as a pilot in certain markets for new customers. The company has been successfully converting select customers in those markets with favorable results as many customers are willing to increase their balances to achieve account benefits.
- Bank of America continued to expand its service for small business owners by hiring nearly 500 locally based small business bankers through the third quarter of 2011 to provide convenient access to financial advice and solutions. The company plans to hire more than 1,000 small business bankers by early 2012.
- Referral volumes remained strong during the third quarter with referrals from Global Wealth and Investment Management to Global Banking and Markets up 28 percent from the year-ago quarter, and referrals from Global Wealth and Investment Management to Global Commercial Banking up 6 percent from the same period.
- Global Wealth and Investment Management added 475 Financial Advisors in the quarter.

#### **Building a fortress balance sheet**

- Regulatory capital ratios increased significantly during the third quarter compared to the second quarter of 2011, with the Tier 1 common equity ratio at 8.65 percent, the tangible common equity ratio<sup>2</sup> at 6.25 percent and the common equity ratio at 9.50 percent at September 30, 2011.
- The company took advantage of its strong liquidity position to reduce short-term debt by \$17 billion and long-term debt by \$28 billion during the third quarter. The parent company's time-to-required funding increased to 27 months from 22 months in the second quarter of 2011.
- The company continued to strengthen the balance sheet by reducing risk-weighted assets by \$33 billion from the second quarter of 2011 and \$117 billion from the third quarter of 2010.

#### **Pursuing operational excellence in efficiency and risk management**

- Earlier this year, the company launched Project New BAC, a comprehensive initiative designed to simplify and streamline the company and align expenses. Implementation of Phase 1 ideas began this month with a goal of reducing expenses by approximately \$5 billion per year by 2014, on a baseline of approximately \$27 billion in annual expenses for the business areas reviewed in Phase 1. The company expects to incur technology and severance costs during the implementation of Phase 1. The New BAC Phase 2 review began this month and is expected to continue into early 2012 and cover the balance of businesses

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and operations that were not reviewed in Phase 1.

- The provision for credit losses declined 37 percent from the year-ago quarter, reflecting improved credit quality across most consumer and commercial portfolios and underwriting changes implemented over the last several years.
- The allowance for loan and lease losses to annualized net charge-off coverage ratio remained strong in the third quarter of 2011 at 1.74 times, compared to 1.53 times in the third quarter of 2010 (1.33 times compared to 1.34 times excluding purchased credit-impaired loans).

#### **Delivering on the shareholder return model**

- The company continued to focus on streamlining the balance sheet by selling non-core assets, addressing legacy issues, reducing debt and implementing its customer-focused strategy while focusing on expenses to position the company for long-term growth.
- Tangible book value per share<sup>2</sup> rose to \$13.22 in the third quarter of 2011, compared to \$12.91 in the third quarter of 2010 and \$12.65 in the second quarter of 2011. Book value per share was \$20.80 in the third quarter of 2011 compared to \$21.17 in the third quarter of 2010 and \$20.29 in the second quarter of 2011.

#### **Continuing to address legacy issues**

- Since the start of 2008, Bank of America and legacy Countrywide have completed nearly 961,000 loan modifications with customers. During the third quarter of 2011, more than 52,000 loan modifications were completed, compared with 69,000 in the second quarter of 2011 and 50,000 in the third quarter of 2010.
- During the quarter, Bank of America successfully implemented the rollout of a single point of contact in the default servicing business. More than 6,500 employees have now been trained and deployed in these client relationship management roles.

<sup>2</sup> Tangible common equity ratio and tangible book value per share of common stock are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

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**Business Segment Results****Deposits**

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis <sup>1</sup></b>	<b>\$ 3,119</b>	<b>\$ 3,301</b>	<b>\$ 3,146</b>
Provision for credit losses	52	31	62
Noninterest expense	2,627	2,609	2,774
<b>Net income</b>	<b>\$ 276</b>	<b>\$ 424</b>	<b>\$ 198</b>
Return on average equity	4.61 %	7.20 %	3.23 %
Return on average economic capital <sup>1</sup>	18.78 %	29.98 %	12.40 %
Average deposits	\$ 422,331	\$ 426,684	\$ 411,117
	<b>At September 30, 2011</b>	<b>At June 30, 2011</b>	<b>At September 30, 2010</b>
Client brokerage assets	\$ 61,918	\$ 69,000	\$ 59,984

<sup>1</sup> Fully taxable-equivalent (FTE) basis and return on average economic capital are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

**Business Highlights**

- Average deposit balances increased \$11.2 billion from the year-ago quarter, driven by growth in liquid products in a low rate environment.
- The cost per dollar of deposits improved by 21 basis points to 2.47 percent from the year-ago quarter, highlighting the company's continued efficiency and competitive edge in maintaining a low-cost distribution channel.

**Financial Overview**

Deposits reported net income of \$276 million, up \$78 million from the year-ago quarter, largely due to lower noninterest expense, partially offset by lower revenue.

Revenue of \$3.1 billion was down \$27 million from the year-ago quarter driven by lower noninterest income, reflecting the impact of overdraft fee changes that were fully implemented during the third quarter of 2010. Net interest income of \$2.0 billion was

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relatively flat from the year-ago quarter, while noninterest expense was down \$147 million from a year ago to \$2.6 billion due to a decrease in operating expenses.

### Card Services<sup>1</sup>

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis<sup>2</sup></b>	\$ 4,507	\$ 4,856	\$ 5,377
Provision for credit losses	1,037	302	3,066
Noninterest expense <sup>3</sup>	1,458	1,532	11,834
<b>Net income (loss)</b>	\$ 1,264	\$ 1,939	\$ (9,844)
<b>Return on average equity</b>	22.36 %	34.31 %	n/m
<b>Return on average economic capital<sup>2</sup></b>	49.31 %	74.83 %	16.63 %
<b>Average loans</b>	\$ 123,547	\$ 127,344	\$ 141,092
	<b>At September 30, 2011</b>	<b>At June 30, 2011</b>	<b>At September 30, 2010</b>
<b>Period-end loans</b>	\$ 122,223	\$ 125,140	\$ 138,492

<sup>1</sup> During the third quarter of 2011, as a result of the decision to exit the international consumer card businesses, the Global Card Services business segment was renamed Card Services. The international consumer card business results have been moved to All Other and prior periods have been reclassified.

<sup>2</sup> Fully taxable-equivalent (FTE) basis and return on average economic capital are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

<sup>3</sup> Includes a goodwill impairment charge of \$10.4 billion in the third quarter of 2010.

n/m = not meaningful

### Business Highlights

- The number of new U.S. credit card accounts grew by 17 percent in the third quarter of 2011 compared to the second quarter of 2011.
- Credit quality continued to improve with the 30+ delinquency rate declining for the 10th consecutive quarter.

### Financial Overview

Card Services reported net income of \$1.3 billion, compared to a loss of \$9.8 billion in the year-ago quarter. The improvement in net income reflected the impact of a \$10.4 billion goodwill impairment charge in the third quarter of 2010 and lower credit costs in

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the current period, partially offset by lower revenue. Excluding the impairment charge, net income was up \$708 million from the third quarter of 2010.

Revenue declined 16 percent to \$4.5 billion from the year-ago quarter, driven by a decrease in net interest income from lower average loans and yields as well as lower noninterest income. Average loans declined \$17.5 billion from the year-ago period due to higher payments, charge-offs, continued non-core portfolio runoff and divestitures.

Provision for credit losses decreased \$2.0 billion from a year ago to \$1.0 billion, reflecting improving delinquencies and collections and fewer bankruptcies as a result of improving economic conditions and lower average loans. Excluding the goodwill impairment charge in the third quarter of 2010, noninterest expense was flat from a year ago.

#### Global Wealth and Investment Management

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis <sup>1</sup></b>	\$ 4,230	\$ 4,490	\$ 3,898
Provision for credit losses	162	72	127
Noninterest expense	3,516	3,631	3,345
<b>Net income</b>	\$ 347	\$ 506	\$ 269
Return on average equity	7.72 %	11.54 %	5.91 %
Return on average economic capital <sup>1</sup>	19.66 %	29.97 %	15.84 %
Average loans	\$ 102,785	\$ 102,200	\$ 99,103
Average deposits	255,660	255,219	234,807
<i>(in billions)</i>			
<b>Assets under management</b>	\$ 616.9	\$ 661.0	\$ 611.5
<b>Total client balances<sup>2</sup></b>	2,063.3	2,202.0	2,120.9

<sup>1</sup> Fully taxable-equivalent (FTE) basis and return on average economic capital are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

<sup>2</sup> Total client balances are defined as assets under management, assets in custody, client brokerage assets, client deposits and loans.

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## Business Highlights

- Asset management fees were a record \$1.56 billion in the third quarter of 2011, up 17 percent from the year-ago quarter, driven by higher market levels and higher client flows into long-term assets under management.
- Average deposit balances grew 9 percent from the third quarter of 2010 to \$255.7 billion, and average loan balances grew 4 percent to \$102.8 billion.

## Financial Overview

Global Wealth and Investment Management net income rose 29 percent from the year-ago quarter. Revenue was \$4.2 billion, up 9 percent, driven by higher asset management fees, net interest income, and transactional activity.

The provision for credit losses increased \$35 million from a year ago, driven by higher costs associated with the residential mortgage portfolio.

Noninterest expense increased 5 percent from a year ago to \$3.5 billion, due primarily to higher volume-driven expenses and personnel costs associated with the continued build-out of the business.

## Consumer Real Estate Services

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis <sup>1</sup></b>	\$ 2,822	\$ (11,315)	\$ 3,612
Provision for credit losses	918	1,507	1,302
Noninterest expense <sup>2</sup>	3,852	8,645	2,923
<b>Net loss</b>	\$ (1,137)	\$ (14,519)	\$ (392)
Average loans	\$ 120,079	\$ 121,683	\$ 127,712
	<b>At September 30, 2011</b>	<b>At June 30, 2011</b>	<b>At September 30, 2010</b>
Period-end loans	\$ 119,823	\$ 121,553	\$ 127,700

<sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP measure. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

<sup>2</sup> Includes a goodwill impairment charge of \$2.6 billion in the second quarter of 2011.

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### Business Highlights

- Funded \$33.8 billion in residential home loans and home equity loans during the third quarter.
- Announced plans to exit the Home Loans correspondent mortgage lending channel and focus entirely on retail distribution for mortgage products and services.

### Financial Overview

Consumer Real Estate Services reported a net loss of \$1.1 billion, compared to a net loss of \$392 million for the same period in 2010. Revenue declined 22 percent to \$2.8 billion. Noninterest expense increased 32 percent to \$3.9 billion, and the provision for credit losses fell 29 percent to \$918 million.

The year-over-year decline in revenue was primarily driven by a decrease in core production income, lower insurance income due to the sale of Balboa Insurance during the second quarter of 2011, and a decline in net interest income primarily due to the change in composition of assets and liabilities. The decrease in core production income was due to a decline in new loan originations caused primarily by lower overall market demand and a drop in market share in the correspondent lending channels. These declines were partially offset by improved MSR results, net of hedges, and a decline in the representations and warranties provision, which is included in mortgage banking income.

Representations and warranties provision was \$278 million in the third quarter of 2011, compared to \$872 million in the third quarter of 2010 and \$14 billion in the second quarter of 2011.

Provision for credit losses decreased \$384 million from a year ago to \$918 million, driven primarily by improving portfolio trends, including the Countrywide purchased credit-impaired home equity portfolio.

The increase in noninterest expense from the year-ago quarter was primarily due to higher default-related and other loss mitigation expenses, mortgage-related assessments and waivers costs, which include costs related to foreclosure delays and other out-of-pocket costs that the company does not expect to recover, as well as higher litigation expense. These increases were partially offset by lower insurance expenses and a decline in production expenses due to lower origination volumes.

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## Global Commercial Banking

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis <sup>1</sup></b>	<b>\$ 2,533</b>	<b>\$ 2,811</b>	<b>\$ 2,633</b>
Provision for credit losses	(150)	(417)	556
Noninterest expense	1,018	1,069	1,061
<b>Net income</b>	<b>\$ 1,050</b>	<b>\$ 1,381</b>	<b>\$ 644</b>
Return on average equity	10.22 %	13.67 %	5.95 %
Return on average economic capital <sup>1</sup>	20.78 %	27.95 %	11.52 %
Average loans and leases	\$ 188,037	\$189,347	\$ 199,320
Average deposits	173,837	166,481	148,605

<sup>1</sup> Fully taxable-equivalent (FTE) basis and return on average economic capital are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

## Business Highlights

- Credit quality indicators continued to improve as nonperforming assets declined by \$2.8 billion, or 30 percent, and total reservable criticized loans declined by \$13.5 billion, or 37 percent, versus the year-ago quarter.
- Average commercial and industrial loans grew \$3.8 billion, or 4 percent, from a year-ago driven by middle-market clients.

## Financial Overview

Global Commercial Banking reported net income of \$1.1 billion, up \$406 million from a year ago, due to lower credit costs from improved asset quality. Revenue was \$2.5 billion, down 4 percent from the year-ago quarter, due to lower loan balances and lower yields. Noninterest expense was \$1.0 billion, down 4 percent from the year-ago quarter despite the increase in FDIC costs, due to higher deposit balances as the business tightly managed costs.

The provision for credit losses decreased \$706 million from the year-ago quarter to a benefit of \$150 million. The decrease was driven by improved overall economic conditions combined with an accelerated rate of loan resolutions in the commercial real estate portfolio.

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Average deposit balances continued to grow, increasing by \$25.2 billion from the year-ago quarter, as clients continued to maintain higher levels of liquidity. Average commercial and industrial loan balances have continued to show modest growth, increasing 4 percent from a year ago. However, total average loans and leases decreased \$11.3 billion mainly due to reductions in commercial real estate loans.

### Global Banking and Markets

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis <sup>1</sup></b>	\$ 5,222	\$ 6,792	\$ 7,073
Provision for credit losses	15	(82)	(157)
Noninterest expense	4,480	4,708	4,311
<b>Net income (loss)</b>	\$ (302)	\$ 1,559	\$ 1,468
Return on average equity	n/m	16.69 %	11.61 %
Return on average economic capital <sup>1</sup>	n/m	23.23 %	14.57 %
<b>Total average assets</b>	\$ 748,289	\$748,964	\$ 743,264
<b>Total average deposits</b>	121,389	116,899	96,040

<sup>1</sup> Fully taxable-equivalent (FTE) basis and return on average economic capital are non-GAAP measures. Other companies may define or calculate these measures differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

n/m = not meaningful

### Business Highlights

- Average loan and lease balances and average deposit balances within Global Banking and Markets increased 22 percent and 26 percent respectively versus the year-ago quarter due primarily to strong growth in the international and domestic portfolios.
- Bank of America Merrill Lynch (BAML) was ranked No. 2 globally in net investment banking fees in the third quarter of 2011 with a 6.8 percent market share, as reported by Dealogic.

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## Financial Overview

Global Banking and Markets reported a net loss of \$302 million, down from net income of \$1.5 billion in the year-ago quarter. Pretax income was \$727 million, down from \$2.9 billion a year ago. Revenue declined 26 percent to \$5.2 billion, primarily driven by lower sales and trading revenue and investment banking fees. Tax expense for the most recent period included a \$774 million charge related to the U.K. tax rate change enacted during the quarter, which reduced the carrying value of the deferred tax assets.

Noninterest expense of \$4.5 billion was relatively flat compared to the year-ago period.

Provision for credit losses was \$15 million versus a year-ago benefit of \$157 million due to higher reserve releases in the prior year period, coupled with loan growth and a slower rate of improvement within the corporate credit portfolio in the current period.

Sales and trading revenue was \$2.8 billion, a decrease of 37 percent from the third quarter of 2010. The current period includes DVA gains of \$1.7 billion compared to losses of \$34 million in the third quarter of 2010, as the company's credit spreads widened throughout the quarter.

Fixed Income, Currency and Commodities sales and trading revenues excluding DVA gains were \$314 million, a decrease of \$3.2 billion compared to the same quarter last year, due to lower client activity and adverse market conditions. Equities sales and trading revenues excluding DVA gains were \$757 million, a decrease of \$201 million primarily driven by lower trading revenue in equity derivatives.

Firmwide investment banking fees, including self-led deals, declined to \$1.1 billion from \$1.4 billion in the third quarter of 2010, mainly due to weakening markets for debt and equity issuances. Total investment banking fees, excluding self-led deals, were down 31 percent from the year-ago period, with 24 percent of investment banking fees originating outside the U.S., compared to 14 percent for the same period last year.

Corporate Bank revenues of \$1.4 billion remained strong in a low interest rate environment as average loans and leases increased 25 percent from the same period a year ago to \$101.3 billion, driven by growth in both domestic and international commercial loans and international trade finance. Average deposits within the Corporate Bank increased 28 percent to \$114.1 billion from the third quarter of 2010 as balances continued to grow from excess liquidity and restrained spending among customers and limited alternative investment options.

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**All Other<sup>1</sup>**

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
<b>Total revenue, net of interest expense, FTE basis<sup>1</sup></b>	\$ 6,269	\$ 2,548	\$ 1,243
Provision for credit losses	\$ 1,373	\$ 1,842	\$ 440
Noninterest expense	662	662	968
<b>Net income (loss)</b>	\$ 4,734	\$ (116)	\$ 358
Average loans	\$ 286,753	\$287,840	\$ 268,056

<sup>1</sup> All Other consists primarily of equity investments, the residential mortgage portfolio associated with ALM activities, the residual impact of the cost allocation process, merger and restructuring charges, intersegment eliminations, fair value adjustments related to structured liabilities and the results of certain consumer finance, investment management and commercial lending businesses that are being liquidated. During the third quarter of 2011, as a result of the decision to exit the international consumer card businesses, the international consumer card business results have been moved to All Other and prior periods have been reclassified. Fully taxable-equivalent (FTE) basis is a non-GAAP measure. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

**All Other** reported net income of \$4.7 billion, compared to net income of \$358 million a year ago, due to higher revenue partially offset by higher provision for credit losses. Revenue increased \$5.0 billion due primarily to positive fair value adjustments of \$4.5 billion related to structured liabilities as a result of widening of the company's credit spreads, compared to negative fair value adjustments of \$190 million in the year-ago period. In addition, the year-ago period included \$592 million for a reserve related to payment protection insurance claims in the U.K.

Additionally, equity investment income was \$1.1 billion higher than the year-ago quarter, reflecting the pretax gain on the sale of a portion of the company's CCB investment, partially offset by equity investment losses. The decrease in noninterest expense was due to a reduction in merger and restructuring charges, down \$245 million compared to the year-ago period.

Provision for credit losses increased \$933 million to \$1.4 billion driven primarily by a slower pace of improvement in the residential mortgage portfolio. Additionally, provision expense in the non-U.S. credit card portfolio increased driven by the slowing pace of improvement in projected losses.

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## Corporate Overview

## Third-Quarter 2011 Revenue and Expense

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
Net interest income, FTE basis <sup>1</sup>	\$ 10,739	\$ 11,493	\$ 12,717
Noninterest income	17,963	1,990	14,265
<b>Total revenue, net of interest expense, FTE basis</b>	<b>28,702</b>	<b>13,483</b>	<b>26,982</b>
Noninterest expense <sup>2</sup>	\$ 17,613	\$ 20,253	\$ 16,816
Goodwill impairment charge	\$ —	\$ 2,603	\$ 10,400
<b>Net income (loss)</b>	<b>\$ 6,232</b>	<b>\$ (8,826)</b>	<b>\$ (7,299)</b>

<sup>1</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP measure. For reconciliation to GAAP measures, refer to pages 25-27 of this press release. Net interest income on a GAAP basis was \$10.5 billion, \$11.2 billion and \$12.4 billion for the three months ended September 30, 2011, June 30, 2011 and September 30, 2010. Total revenue, net of interest expense on a GAAP basis was \$28.5 billion, \$13.2 billion and \$26.7 billion for the three months ended September 30, 2011, June 30, 2011 and September 30, 2010.

<sup>2</sup> Excludes a goodwill impairment charge of \$2.6 billion in the second quarter of 2011 and \$10.4 billion in the third quarter of 2010.

Revenue, net of interest expense, on a fully taxable-equivalent (FTE) basis rose 6 percent from the third quarter of 2010, reflecting higher noninterest income partially offset by lower net interest income.

Net interest income on an FTE basis decreased 16 percent from a year earlier. The net interest yield fell 40 basis points from the year-ago quarter, driven by hedge ineffectiveness and the acceleration of amortization of premiums on securities due to faster prepayment expectations.

Noninterest income increased \$3.7 billion from the year-ago quarter largely due to higher other income and equity investment income, partially offset by lower trading account profits. Other income increased due to the previously mentioned positive fair value adjustments on the structured liabilities and the higher equity investment income from the gain on the sale of CCB shares. This was partially offset by the losses in Global Principal Investments and a write-down of a strategic investment. Trading account profits were lower due to adverse market conditions throughout the quarter.

Noninterest expense decreased \$9.6 billion, or 35 percent from the year-ago quarter, to \$17.6 billion as the year-ago quarter included a goodwill impairment charge of \$10.4 billion. Excluding the goodwill impairment charge, noninterest expense increased by \$797 million, reflecting increased personnel costs.

The tax expense for the third quarter of 2011 was \$1.2 billion, resulting in a 16.15 percent effective tax rate. The effective tax rate in the third quarter of 2011 included,

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among other items, a larger-than-usual portion of recurring tax preference items (such as tax-exempt income) that was largely offset by the \$782 million tax charge related to the U.K. corporate tax rate change as well as tax benefits of approximately \$1.1 billion related to capital losses realizable as a result of the CCB sale.

The following is a list of selected items that affected third-quarter 2011 financial results.

#### **Selected Items<sup>1</sup> in Third-Quarter 2011**

*(Dollars in billions)*

Pretax income, FTE basis <sup>2</sup>	<b>\$ 7.7</b>
Fair value adjustment on structured liabilities	\$ 4.5
Gain on partial sale of China Construction Bank	3.6
Debit Valuation Adjustment on trading liabilities	1.7
Gains on sale of debt securities	0.7
Representations and warranties provision	(0.3)
International card divestitures	(0.3)
Assessments and waivers costs	(0.4)
Net interest income accelerated premium amortization	(0.4)
Mortgage-related litigation expense	(0.5)
Net interest income asset hedge ineffectiveness	(0.6)
U.K. tax rate change	(0.8)
Equity investments (excluding CCB sale)	(2.2)

<sup>1</sup> All items are pretax except U.K. tax rate change.

<sup>2</sup> Fully taxable-equivalent (FTE) basis is a non-GAAP measure. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

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## Third-Quarter 2011 Credit Quality

	Three Months Ended		
	September 30, 2011	June 30, 2011	September 30, 2010
<i>(Dollars in millions)</i>			
Provision for credit losses	\$ 3,407	\$ 3,255	\$ 5,396
Net charge-offs	5,086	5,665	7,197
Net charge-off ratio <sup>1</sup>	2.17 %	2.44 %	3.07 %
	At September 30, 2011	At June 30, 2011	At September 30, 2010
Nonperforming loans, leases and foreclosed properties	\$ 29,059	\$ 30,058	\$ 34,556
Nonperforming loans, leases and foreclosed properties ratio <sup>2</sup>	3.15 %	3.22 %	3.71 %
Allowance for loan and lease losses	\$ 35,082	\$ 37,312	\$ 43,581
Allowance for loan and lease losses ratio <sup>3</sup>	3.81 %	4.00 %	4.69 %

<sup>1</sup> Net charge-off/loss ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.

<sup>2</sup> Nonperforming loans, leases and foreclosed properties ratios are calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.

<sup>3</sup> Allowance for loan and lease losses ratios are calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.

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

Credit quality improved in the third quarter, with net charge-offs declining across most portfolios, compared to the third quarter of 2010. Provision for credit losses also decreased significantly from a year ago. Additionally, 30+ performing delinquent loans, excluding Federal Housing Administration-insured loans and long-term standby agreements, declined across all portfolios, and reservable criticized balances also continued to decline, down 35 percent from the year-ago period.

Net charge-offs declined \$2.1 billion from the third quarter of 2010, reflecting improvement in most of the consumer and commercial portfolios. The decrease was primarily driven by fewer delinquent loans, improved collection rates, and lower bankruptcy filings across the Card Services loan portfolio, as well as lower losses in the home equity portfolio, driven by fewer delinquent loans.

The provision for credit losses declined to \$3.4 billion from \$5.4 billion a year ago and included reserve reductions of \$1.7 billion driven primarily by improvement in projected delinquencies, collections and bankruptcies across the Card Services portfolios and by

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improvement in economic conditions impacting the core commercial portfolio, as evidenced by continued declines in reservable criticized and nonperforming balances.

The allowance for loan and lease losses to annualized net charge-off coverage ratio increased in the third quarter to 1.74 times, compared with 1.64 times in the second quarter of 2011 and 1.53 times in the third quarter of 2010. Excluding purchased credit-impaired loans, the allowance to annualized net charge-off coverage ratio was 1.33, 1.28 and 1.34 times for the same periods, respectively.

Nonperforming loans, leases and foreclosed properties were \$29.1 billion at September 30, 2011, down from \$30.1 billion at June 30, 2011, and \$34.6 billion at September 30, 2010.

#### Capital and Liquidity Management

<i>(Dollars in millions, except per share information)</i>	At September 30, 2011	At June 30, 2011	At September 30, 2010
Total shareholders' equity	\$ 230,252	\$ 222,176	\$ 230,495
Tier 1 common ratio	8.65 %	8.23 %	8.45 %
Tier 1 capital ratio	11.48 %	11.00 %	11.16 %
Total capital ratio	15.86 %	15.65 %	15.65 %
Tangible common equity ratio <sup>1</sup>	6.25 %	5.87 %	5.74 %
Common equity ratio	9.50 %	9.09 %	9.08 %
Tangible book value per share <sup>1</sup>	\$ 13.22	\$ 12.65	\$ 12.91
Book value per share	20.80	20.29	21.17

<sup>1</sup> Tangible common equity ratio and tangible book value per share are non-GAAP measures. Other companies may define or calculate these ratios differently. For reconciliation to GAAP measures, refer to pages 25-27 of this press release.

Regulatory capital ratios increased significantly during the third quarter, compared to the second quarter of 2011, with the Tier 1 capital ratio at 11.48 percent, the Tier 1 common equity ratio at 8.65 percent, and the Tangible common equity ratio at 6.25 percent. This compares with a Tier 1 capital ratio of 11.00 percent, a Tier 1 common equity ratio at 8.23 percent, and a Tangible common equity ratio at 5.87 percent at June 30, 2011.

The company's total global excess liquidity increased approximately \$40 billion from the end of the third quarter of 2010 to \$363 billion at September 30, 2011. The company's time-to-required funding was 27 months at September 30, 2011, compared to 23 months a year ago and 22 months at June 30, 2011.

During the third quarter of 2011, a cash dividend of \$0.01 per common share was paid and the company declared \$343 million in preferred dividends. Period-end common shares issued and outstanding were 10.13 billion for the second and third quarters of 2011 and 10.03 billion for the third quarter of 2010, respectively.

*Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss third-quarter 2011 results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations Web site at <http://investor.bankofamerica.com>. For a listen-*

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only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international) and the conference ID: 79795.

#### *Bank of America*

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to Bank of America of the recent private label securitization settlement (the settlement) with The Bank of New York Mellon (BNY Mellon); the accuracy and variability of estimates and assumptions in determining the estimated liability and/or estimated range of possible loss for representation and warranties exposures to the GSEs, monolines and private label and other investors; the accuracy and variability of estimates and assumptions in determining the portion of Bank of America's repurchase obligations for residential mortgage obligations sold by Bank of America and its affiliates to investors that has been paid or reserved after giving effect to the settlement agreement with BNY Mellon (the settlement agreement) and the charges in the quarter ended June 30, 2011; the possibility that objections to the settlement, including substantial objections already filed, will delay or prevent receipt of final court approval; whether the conditions to the settlement will be satisfied, including the receipt of final court approval and private letter rulings from the IRS and other tax rulings and opinions; whether conditions in the settlement agreement that would permit Bank of America and legacy Countrywide to withdraw from the settlement will occur and whether Bank of America and legacy Countrywide will determine to withdraw from the settlement pursuant to the terms of the settlement agreement; the impact of performance and enforcement of obligations under, and provisions contained in, the settlement agreement and the institutional investor agreement, including performance of obligations under the settlement agreement by Bank of America (and certain of its affiliates) and the trustee and the performance of obligations under the institutional investor agreement by Bank of America (and certain of its affiliates) and the investor group; Bank of America's and certain of its affiliates' ability to comply with the servicing and documentation obligations under the settlement agreement; the potential assertion and impact of additional claims not addressed by the settlement agreement or any of the prior agreements entered into between Bank of America (and/or certain of its affiliates) and the GSEs, monoline insurers and other investors; the company's resolution of certain representations and warranties obligations with the GSEs and ability to resolve any remaining claims; the company's ability to resolve any representations and warranties obligations with monolines and private investors; increased repurchase claims and repurchases due to mortgage insurance cancellations, rescissions and denials; the company's failure to satisfy its obligations as servicer in the residential mortgage securitization process; the foreclosure review and assessment process, the effectiveness of the company's response to such process and any governmental or private third-party claims asserted in connection with these foreclosure matters; the risk of a credit rating downgrade of the U.S. government by one of the other major credit rating agencies in addition to the downgrade from Standard & Poor's in August 2011; the risk that Standard & Poor's will further downgrade the U.S. government's credit rating; negative economic conditions generally including continued weakness in the U.S. housing market, high unemployment in the U.S., as well as economic challenges in many non-U.S. countries in which we operate; the impact resulting from international and domestic sovereign credit uncertainties, including the current challenges facing European economies; the company's credit ratings and the credit ratings of its securitizations, including the risk that the company or its securities will be the subject of additional or further credit rating downgrades in addition to the downgrade by Moody's in the third quarter of 2011; the company's mortgage modification policies, loss mitigation strategies and related results; and any measures or steps taken by federal regulators or other governmental authorities with regard to mortgage loans, servicing agreements and standards, or other matters; the level and volatility of the capital markets, interest rates, currency values and other market indices; changes in consumer, investor and counterparty confidence in, and the related impact on, financial markets and institutions, including the company as well as its business partners; the accuracy and variability of estimates of the fair value of certain of the company's assets and liabilities; legislative and regulatory actions in the U.S. (including the impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act (the Financial Reform Act), the Electronic Fund Transfer Act, the Credit Card Accountability Responsibility and Disclosure Act and related regulations

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and interpretations) and internationally; the identification and effectiveness of any initiatives to mitigate the negative impact of the Financial Reform Act; the impact of litigation and regulatory investigations, including costs, expenses, settlements and judgments as well as any collateral effects on its ability to do business and access the capital markets; the ability to achieve resolution in negotiations with law enforcement authorities and federal agencies, including the U.S. Department of Justice and the U.S. Department of Housing and Urban Development, involving mortgage servicing practices, including the timing and any settlement terms; various monetary, tax and fiscal policies and regulations of the U.S. and non-U.S. governments; changes in accounting standards, rules and interpretations (including new consolidation guidance), inaccurate estimates or assumptions in the application of accounting policies, including in determining reserves, applicable guidance regarding goodwill accounting and the impact on the Company's financial statements.

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

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# Bank of America Corporation and Subsidiaries

## Selected Financial Data

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

<u>Summary Income Statement</u>	Nine Months Ended September 30		Third Quarter	Second Quarter	Third Quarter
	2011	2010	2011	2011	2010
Net interest income	\$ 33,915	\$ 39,084	\$ 10,490	\$ 11,246	\$ 12,435
Noninterest income	34,651	48,738	17,963	1,990	14,265
Total revenue, net of interest expense	68,566	87,822	28,453	13,236	26,700
Provision for credit losses	10,476	23,306	3,407	3,255	5,396
Merger and restructuring charges	537	1,450	176	159	421
Goodwill impairment	2,603	10,400	—	2,603	10,400
All other noninterest expense <sup>(1)</sup>	57,612	50,394	17,437	20,094	16,395
Income (loss) before income taxes	(2,662)	2,272	7,433	(12,875)	(5,912)
Income tax expense (benefit)	(2,117)	3,266	1,201	(4,049)	1,387
Net income (loss)	\$ (545)	\$ (994)	\$ 6,232	\$ (8,826)	\$ (7,299)
Preferred stock dividends	954	1,036	343	301	348
Net income (loss) applicable to common shareholders	\$ (1,499)	\$ (2,030)	\$ 5,889	\$ (9,127)	\$ (7,647)
Earnings (loss) per common share	\$ (0.15)	\$ (0.21)	\$ 0.58	\$ (0.90)	\$ (0.77)
Diluted (loss) earnings per common share	(0.15)	(0.21)	0.56	(0.90)	(0.77)

<u>Summary Average Balance Sheet</u>	Nine Months Ended September 30		Third Quarter	Second Quarter	Third Quarter
	2011	2010	2011	2011	2010
Total loans and leases	\$ 939,848	\$ 964,302	\$ 942,032	\$ 938,513	\$ 934,860
Debt securities	338,512	317,906	344,327	335,269	328,097
Total earning assets	1,851,736	1,902,303	1,841,135	1,844,525	1,863,819
Total assets	2,326,232	2,462,977	2,301,454	2,339,110	2,379,397
Total deposits	1,036,905	982,132	1,051,320	1,035,944	973,846
Shareholders' equity	229,385	232,465	222,410	235,067	233,978
Common shareholders' equity	212,512	210,649	204,928	218,505	215,911

<u>Performance Ratios</u>	Nine Months Ended September 30		Third Quarter	Second Quarter	Third Quarter
	2011	2010	2011	2011	2010
Return on average assets	n/m	n/m	1.07 %	n/m	n/m
Return on average tangible shareholders' equity <sup>(2)</sup>	n/m	n/m	17.03	n/m	n/m

<u>Credit Quality</u>	Nine Months Ended September 30		Third Quarter	Second Quarter	Third Quarter
	2011	2010	2011	2011	2010
Total net charge-offs	\$ 16,779	\$ 27,551	\$ 5,086	\$ 5,665	\$ 7,197
Net charge-offs as a % of average loans and leases outstanding <sup>(3)</sup>	2.41 %	3.84 %	2.17 %	2.44 %	3.07 %
Provision for credit losses	\$ 10,476	\$ 23,306	\$ 3,407	\$ 3,255	\$ 5,396

	September 30 2011	June 30 2011	September 30 2010
Total nonperforming loans, leases and foreclosed properties <sup>(4)</sup>	\$ 29,059	\$ 30,058	\$ 34,556
Nonperforming loans, leases and foreclosed properties as a % of total loans, leases and foreclosed properties <sup>(3)</sup>	3.15 %	3.22 %	3.71 %
Allowance for loan and lease losses	\$ 35,082	\$ 37,312	\$ 43,581
Allowance for loan and lease losses as a % of total loans and leases outstanding <sup>(3)</sup>	3.81 %	4.00 %	4.69 %

<u>Capital Management</u>	September 30 2011	June 30 2011	September 30 2010
Risk-based capital <sup>(5)</sup> :			
Tier 1 common equity ratio <sup>(6)</sup>	8.65 %	8.23 %	8.45 %
Tier 1 capital ratio	11.48	11.00	11.16
Total capital ratio	15.86	15.65	15.65
Tier 1 leverage ratio	7.11	6.86	7.21
Tangible equity ratio <sup>(7)</sup>	7.16	6.63	6.54
Tangible common equity ratio <sup>(7)</sup>	6.25	5.87	5.74
Period-end common shares issued and outstanding	10,134,432	10,133,190	10,033,705

	Nine Months Ended September 30		Third Quarter	Second Quarter	Third Quarter
	2011	2010	2011	2011	2010
Common shares issued	49,277	1,383,461	1,242	1,387	688
Average common shares issued and outstanding	10,095,859	9,706,951	10,116,284	10,094,928	9,976,351
Average diluted common shares issued and outstanding	10,095,859	9,706,951	10,464,395	10,094,928	9,976,351
Dividends paid per common share	\$ 0.03	\$ 0.03	\$ 0.01	\$ 0.01	\$ 0.01

<u>Summary Period End Balance Sheet</u>	September 30 2011	June 30 2011	September 30 2010
Total loans and leases	\$ 932,531	\$ 941,257	\$ 933,910
Total debt securities	350,725	331,052	322,862
Total earning assets	1,797,600	1,772,293	1,863,206
Total assets	2,219,628	2,261,319	2,339,660
Total deposits	1,041,353	1,038,408	977,322
Total shareholders' equity	230,252	222,176	230,495
Common shareholders' equity	210,772	205,614	212,391
Book value per share of common stock	\$ 20.80	\$ 20.29	\$ 21.17
Tangible book value per share of common stock <sup>(2)</sup>	13.22	12.65	12.91

(1) Excludes merger and restructuring charges and goodwill impairment charges.

(2) Return on average tangible shareholders' equity and tangible book value per share of common stock are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. See Reconciliations to GAAP Financial Measures on pages 25-27.

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

- (4) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate; purchased credit-impaired loans even though the customer may be contractually past due; nonperforming loans held-for-sale; nonperforming loans accounted for under the fair value option; and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.
- (5) Reflects preliminary data for current period risk-based capital.
- (6) Tier 1 common equity ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted assets.
- (7) Tangible equity ratio equals period end tangible shareholders' equity divided by period end tangible assets. Tangible common equity equals period end tangible common shareholders' equity divided by period end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. See Reconciliations to GAAP Financial Measures on pages 25-27.

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment

(Dollars in millions)

	Third Quarter 2011							
	Deposits	Card Services <sup>(1)</sup>	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other <sup>(1)</sup>	
Total revenue, net of interest expense <sup>(2)</sup>	\$ 3,119	\$ 4,507	\$ 2,822	\$ 2,533	\$ 5,222	\$ 4,230	\$ 6,269	
Provision for credit losses	52	1,037	918	(150)	15	162	1,373	
Noninterest expense	2,627	1,458	3,852	1,018	4,480	3,516	662	
Net income (loss)	276	1,264	(1,137)	1,050	(302)	347	4,734	
Return on average equity	4.61	%	22.36	%	n/m	10.22	%	n/m
Return on average economic capital <sup>(3)</sup>	18.78		49.31		n/m	20.78		n/m

### Balance Sheet

<b>Average</b>							
Total loans and leases	n/m	\$ 123,547	\$ 120,079	\$ 188,037	\$ 120,143	\$ 102,785	\$ 286,753
Total deposits	\$ 422,331	n/m	n/m	173,837	121,389	255,660	52,853
Allocated equity	23,820	22,410	14,240	40,726	36,372	17,839	67,003
Economic capital <sup>(3)</sup>	5,873	10,194	14,240	20,037	25,589	7,148	n/m

<b>Period end</b>							
Total loans and leases	n/m	\$ 122,223	\$ 119,823	\$ 188,650	\$ 124,527	\$ 102,361	\$ 274,269
Total deposits	\$ 424,267	n/m	n/m	171,297	115,724	251,027	52,947

	Second Quarter 2011							
	Deposits	Card Services <sup>(1)</sup>	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other <sup>(1)</sup>	
Total revenue, net of interest expense <sup>(2)</sup>	\$ 3,301	\$ 4,856	\$ (11,315)	\$ 2,811	\$ 6,792	\$ 4,490	\$ 2,548	
Provision for credit losses	31	302	1,507	(417)	(82)	72	1,842	
Noninterest expense	2,609	1,532	8,645	1,069	4,708	3,631	662	
Net income (loss)	424	1,939	(14,519)	1,381	1,559	506	(116)	
Return on average equity	7.20	%	34.31	%	n/m	13.67	%	n/m
Return on average economic capital <sup>(3)</sup>	29.98		74.83		n/m	27.95		n/m

### Balance Sheet

<b>Average</b>							
Total loans and leases	n/m	\$ 127,344	\$ 121,683	\$ 189,347	\$ 109,473	\$ 102,200	\$ 287,840
Total deposits	\$ 426,684	n/m	n/m	166,481	116,899	255,219	48,093
Allocated equity	23,612	22,671	17,139	40,522	37,458	17,574	76,091
Economic capital <sup>(3)</sup>	5,662	10,410	14,437	19,825	26,984	6,868	n/m

<b>Period end</b>							
Total loans and leases	n/m	\$ 125,140	\$ 121,553	\$ 189,435	\$ 114,165	\$ 102,878	\$ 287,424
Total deposits	\$ 424,579	n/m	n/m	170,156	122,348	255,580	43,759

	Third Quarter 2010								
	Deposits	Card Services <sup>(1)</sup>	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other <sup>(1)</sup>		
Total revenue, net of interest expense <sup>(2)</sup>	\$ 3,146	\$ 5,377	\$ 3,612	\$ 2,633	\$ 7,073	\$ 3,898	\$ 1,243		
Provision for credit losses	62	3,066	1,302	556	(157)	127	440		
Noninterest expense	2,774	11,834	2,923	1,061	4,311	3,345	968		
Net income (loss)	198	(9,844)	(392)	644	1,468	269	358		
Return on average equity	3.23	%	n/m	5.95	%	11.61	%	n/m	
Return on average economic capital <sup>(3)</sup>	12.40		16.63	%	n/m	11.52	14.57	15.84	n/m

### Balance Sheet

<b>Average</b>							
Total loans and leases	n/m	\$ 141,092	\$ 127,712	\$ 199,320	\$ 98,874	\$ 99,103	\$ 268,056
Total deposits	\$ 411,117	n/m	n/m	148,605	96,040	234,807	55,466
Allocated equity	24,402	33,033	26,493	42,930	50,173	18,039	38,908
Economic capital <sup>(3)</sup>	6,424	13,665	21,692	22,223	40,116	7,264	n/m

<b>Period end</b>							
Total loans and leases	n/m	\$ 138,492	\$ 127,700	\$ 196,333	\$ 99,525	\$ 99,511	\$ 271,672
Total deposits	\$ 409,365	n/m	n/m	150,994	99,462	240,381	47,942

(1) During the third quarter of 2011, as a result of the decision to exit the international consumer card business, the *Global Card Services* business segment was renamed to *Card Services*. The international consumer card business results have been moved to *All Other* and prior periods have been reclassified.

(2) Fully taxable-equivalent basis. Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes.

(3) Return on average economic capital is calculated as net income, excluding goodwill impairment charge, cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets (excluding mortgage servicing rights). Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. See Reconciliations to GAAP Financial Measures on pages 25-27.

n/m = not meaningful

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

# Bank of America Corporation and Subsidiaries

## Year-to-Date Results by Business Segment

(Dollars in millions)

	Nine Months Ended September 30, 2011													
	Deposits		Card Services <sup>(1)</sup>		Consumer Real Estate Services		Global Commercial Banking		Global Banking & Markets		GWIM		All Other <sup>(1)</sup>	
Total revenue, net of interest expense <sup>(2)</sup>	\$	9,609	\$	14,085	\$	(6,430)	\$	7,997	\$	19,896	\$	13,212	\$	10,911
Provision for credit losses		116		1,934		3,523		(488)		(269)		280		5,380
Noninterest expense		7,835		4,632		17,297		3,195		13,892		10,746		3,155
Net income (loss)		1,051		4,767		(18,070)		3,354		3,400		1,386		3,567
Return on average equity		5.93	%	27.76	%	n/m		10.96	%	11.83	%	10.42	%	n/m
Return on average economic capital <sup>(3)</sup>		24.54		59.71		n/m		22.18		16.37		26.63		n/m

### Balance Sheet

Average							
Total loans and leases	n/m	\$ 127,755	\$ 120,772	\$ 189,924	\$ 111,167	\$ 101,952	\$287,627
Total deposits	\$ 422,452	n/m	n/m	166,895	116,364	256,455	50,367
Allocated equity	23,692	22,958	16,688	40,917	38,422	17,783	68,925
Economic capital <sup>(3)</sup>	5,740	10,701	14,884	20,222	27,875	7,075	n/m

Period end								
Total loans and leases		n/m	\$ 122,223	\$ 119,823	\$ 188,650	\$ 124,527	\$ 102,361	\$274,269
Total deposits	\$ 424,267		n/m	n/m	171,297	115,724	251,027	52,947

	Nine Months Ended September 30, 2010											
	Deposits	Card Services <sup>(1)</sup>	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other <sup>(1)</sup>					
Total revenue, net of interest expense <sup>(2)</sup>	\$ 10,559	\$ 16,984	\$ 9,849	\$ 8,611	\$ 22,584	\$ 12,128	\$ 8,007					
Provision for credit losses	160	9,116	7,292	2,115	(54)	491	4,186					
Noninterest expense	7,926	14,895	8,906	3,068	13,213	9,737	4,499					
Net income (loss)	1,562	(8,269)	(4,010)	2,165	5,628	1,022	908					
Return on average equity	8.61	%	n/m	n/m	6.61	%	14.73	%	7.58	%	n/m	
Return on average economic capital <sup>(3)</sup>	33.45		18.94	%	n/m	12.55		18.39		20.12		n/m

### Balance Sheet

Average							
Total loans and leases	n/m	\$ 147,893	\$ 130,684	\$ 206,699	\$ 97,915	\$ 98,920	\$281,478
Total deposits	\$ 415,458	n/m	n/m	145,931	95,568	227,613	72,206
Allocated equity	24,254	37,073	26,591	43,790	51,083	18,015	31,659
Economic capital <sup>(3)</sup>	6,277	15,424	21,788	23,112	41,022	7,227	n/m

Period end									
Total loans and leases		n/m	\$ 138,492		\$ 127,700	\$ 196,333	\$ 99,525	\$ 99,511	\$271,672
Total deposits	\$ 409,365		n/m		n/m	150,994	99,462	240,381	47,942

(1) During the third quarter of 2011, as a result of the decision to exit the international consumer card business, the *Global Card Services* business segment was renamed to *Card Services*. The international consumer card business results have been moved to *All Other* and prior periods have been reclassified.

(2) Fully taxable-equivalent basis. Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes.

(3) Return on average economic capital is calculated as net income, excluding goodwill impairment charge, cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets (excluding mortgage servicing rights). Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. See Reconciliations to GAAP Financial Measures on pages 25-27.

n/m = not meaningful

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

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

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# Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

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

	Nine Months Ended September 30				Third Quarter 2011		Second Quarter 2011		Third Quarter 2010
	2011	2010							
Net interest income	\$ 34,629	\$ 39,984			\$ 10,739		\$ 11,493		\$ 12,717
Total revenue, net of interest expense	69,280	88,722			28,702		13,483		26,982
Net interest yield <sup>(2)</sup>	2.50	2.81	%	%	2.32	%	2.50	%	2.72
Efficiency ratio	87.69	70.16			61.37		n/m		100.87

### Other Data

	September 30 2011	June 30 2011	September 30 2010
Number of banking centers - U.S.	5,715	5,742	5,879
Number of branded ATMs - U.S.	17,752	17,817	17,929
Full-time equivalent employees	290,509	287,839	287,293

(1) Fully taxable-equivalent basis is a non-GAAP measure. Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. See Reconciliations to GAAP Financial Measures on pages 25-27.

(2) Calculation includes fees earned on overnight deposits placed with the Federal Reserve of \$150 million and \$305 million for the nine months ended September 30, 2011 and 2010; \$38 million and \$49 million for the third and second quarters of 2011, and \$107 million for the third quarter of 2010, respectively.

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)

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

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP measure. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of common shareholders' equity plus any Common Equivalent Securities less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of average shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible common equity ratio represents common shareholders' equity plus any Common Equivalent Securities less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents ending common shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity (i.e., capital). In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

In certain presentations, earnings and diluted earnings per common share, the efficiency ratio, return on average assets, return on common shareholders' equity, return on average tangible common shareholders' equity and return on average tangible shareholders' equity are calculated excluding the impact of goodwill impairment charge of \$2.6 billion recorded in the second quarter of 2011 and \$10.4 billion in the third quarter of 2010. Accordingly, these are non-GAAP measures.

See the tables below and on pages 26-27 for reconciliations of these non-GAAP measures with financial measures defined by GAAP for the three months ended September 30, 2011, June 30, 2011 and September 30, 2010, and for the nine months ended September 30, 2011 and 2010. The Corporation believes the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	Third Quarter 2010
	2011	2010			
<b>Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis</b>					
Net interest income	\$ 33,915	\$ 39,084	\$ 10,490	\$ 11,246	\$ 12,435
Fully taxable-equivalent adjustment	714	900	249	247	282
<b>Net interest income on a fully taxable-equivalent basis</b>	<b>\$ 34,629</b>	<b>\$ 39,984</b>	<b>\$ 10,739</b>	<b>\$ 11,493</b>	<b>\$ 12,717</b>
<b>Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis</b>					
Total revenue, net of interest expense	\$ 68,566	\$ 87,822	\$ 28,453	\$ 13,236	\$ 26,700
Fully taxable-equivalent adjustment	714	900	249	247	282
<b>Total revenue, net of interest expense on a fully taxable-equivalent basis</b>	<b>\$ 69,280</b>	<b>\$ 88,722</b>	<b>\$ 28,702</b>	<b>\$ 13,483</b>	<b>\$ 26,982</b>
<b>Reconciliation of total noninterest expense to total noninterest expense, excluding goodwill impairment charges</b>					
Total noninterest expense	\$ 60,752	\$ 62,244	\$ 17,613	\$ 22,856	\$ 27,216
Goodwill impairment charges	(2,603)	(10,400)	—	(2,603)	(10,400)
<b>Total noninterest expense, excluding goodwill impairment charges</b>	<b>\$ 58,149</b>	<b>\$ 51,844</b>	<b>\$ 17,613</b>	<b>\$ 20,253</b>	<b>\$ 16,816</b>
<b>Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis</b>					
Income tax expense (benefit)	\$ (2,117)	\$ 3,266	\$ 1,201	\$ (4,049)	\$ 1,387
Fully taxable-equivalent adjustment	714	900	249	247	282
<b>Income tax expense (benefit) on a fully taxable-equivalent basis</b>	<b>\$ (1,403)</b>	<b>\$ 4,166</b>	<b>\$ 1,450</b>	<b>\$ (3,802)</b>	<b>\$ 1,669</b>
<b>Reconciliation of net income (loss) to net income (loss), excluding goodwill impairment charges</b>					
Net income (loss)	\$ (545)	\$ (994)	\$ 6,232	\$ (8,826)	\$ (7,299)
Goodwill impairment charges	2,603	10,400	—	2,603	10,400
<b>Net income (loss), excluding goodwill impairment charges</b>	<b>\$ 2,058</b>	<b>\$ 9,406</b>	<b>\$ 6,232</b>	<b>\$ (6,223)</b>	<b>\$ 3,101</b>
<b>Reconciliation of net income (loss) applicable to common shareholders to net income (loss) applicable to common shareholders, excluding goodwill impairment charges</b>					
Net income (loss) applicable to common shareholders	\$ (1,499)	\$ (2,030)	\$ 5,889	\$ (9,127)	\$ (7,647)
Goodwill impairment charges	2,603	10,400	—	2,603	10,400
<b>Net income (loss) applicable to common shareholders, excluding goodwill impairment charges</b>	<b>\$ 1,104</b>	<b>\$ 8,370</b>	<b>\$ 5,889</b>	<b>\$ (6,524)</b>	<b>\$ 2,753</b>

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

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

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

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	Third Quarter 2010
	2011	2010			
<b>Reconciliation of average common shareholders' equity to average tangible common shareholders' equity</b>					
Common shareholders' equity	\$ 212,512	\$ 210,649	\$ 204,928	\$ 218,505	\$ 215,911
Common Equivalent Securities	—	3,877	—	—	—
Goodwill	(72,903)	(84,965)	(71,070)	(73,748)	(82,484)
Intangible assets (excluding mortgage servicing rights)	(9,386)	(11,246)	(9,005)	(9,394)	(10,629)
Related deferred tax liabilities	2,939	3,368	2,852	2,932	3,214
<b>Tangible common shareholders' equity</b>	<b>\$ 133,162</b>	<b>\$ 121,683</b>	<b>\$ 127,705</b>	<b>\$ 138,295</b>	<b>\$ 126,012</b>
<b>Reconciliation of average shareholders' equity to average tangible shareholders' equity</b>					
Shareholders' equity	\$ 229,385	\$ 232,465	\$ 222,410	\$ 235,067	\$ 233,978
Goodwill	(72,903)	(84,965)	(71,070)	(73,748)	(82,484)
Intangible assets (excluding mortgage servicing rights)	(9,386)	(11,246)	(9,005)	(9,394)	(10,629)
Related deferred tax liabilities	2,939	3,368	2,852	2,932	3,214
<b>Tangible shareholders' equity</b>	<b>\$ 150,035</b>	<b>\$ 139,622</b>	<b>\$ 145,187</b>	<b>\$ 154,857</b>	<b>\$ 144,079</b>
<b>Reconciliation of period end common shareholders' equity to period end tangible common shareholders' equity</b>					
Common shareholders' equity	\$ 210,772	\$ 212,391	\$ 210,772	\$ 205,614	\$ 212,391
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	3,123
<b>Tangible common shareholders' equity</b>	<b>\$ 133,953</b>	<b>\$ 129,510</b>	<b>\$ 133,953</b>	<b>\$ 128,217</b>	<b>\$ 129,510</b>
<b>Reconciliation of period end shareholders' equity to period end tangible shareholders' equity</b>					
Shareholders' equity	\$ 230,252	\$ 230,495	\$ 230,252	\$ 222,176	\$ 230,495
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	3,123
<b>Tangible shareholders' equity</b>	<b>\$ 153,433</b>	<b>\$ 147,614</b>	<b>\$ 153,433</b>	<b>\$ 144,779</b>	<b>\$ 147,614</b>
<b>Reconciliation of period end assets to period end tangible assets</b>					
Assets	\$ 2,219,628	\$ 2,339,660	\$ 2,219,628	\$ 2,261,319	\$ 2,339,660
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	3,123
<b>Tangible assets</b>	<b>\$ 2,142,809</b>	<b>\$ 2,256,779</b>	<b>\$ 2,142,809</b>	<b>\$ 2,183,922</b>	<b>\$ 2,256,779</b>
<b>Book value per share of common stock</b>					
Common shareholders' equity	\$ 210,772	\$ 212,391	\$ 210,772	\$ 205,614	\$ 212,391
Ending common shares issued and outstanding	10,134,432	10,033,705	10,134,432	10,133,190	10,033,705
<b>Book value per share of common stock</b>	<b>\$ 20.80</b>	<b>\$ 21.17</b>	<b>\$ 20.80</b>	<b>\$ 20.29</b>	<b>\$ 21.17</b>
<b>Tangible book value per share of common stock</b>					
Tangible common shareholders' equity	\$ 133,953	\$ 129,510	\$ 133,953	\$ 128,217	\$ 129,510
Ending common shares issued and outstanding	10,134,432	10,033,705	10,134,432	10,133,190	10,033,705
<b>Tangible book value per share of common stock</b>	<b>\$ 13.22</b>	<b>\$ 12.91</b>	<b>\$ 13.22</b>	<b>\$ 12.65</b>	<b>\$ 12.91</b>

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

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

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
<b>Reconciliation of return on average economic capital</b>							
<b>Deposits</b>							
Reported net income	\$ 1,051	\$ 1,562	\$ 276	\$ 424	\$ 351	\$ (200)	\$ 198
Adjustment related to intangibles <sup>(1)</sup>	1	8	1	(1)	1	2	3
<b>Adjusted net income</b>	<b>\$ 1,052</b>	<b>\$ 1,570</b>	<b>\$ 277</b>	<b>\$ 423</b>	<b>\$ 352</b>	<b>\$ (198)</b>	<b>\$ 201</b>
Average allocated equity	\$ 23,692	\$ 24,254	\$ 23,820	\$ 23,612	\$ 23,641	\$ 24,128	\$ 24,402
Adjustment related to goodwill and a percentage of intangibles	(17,952)	(17,977)	(17,947)	(17,950)	(17,958)	(17,967)	(17,978)
<b>Average economic capital</b>	<b>\$ 5,740</b>	<b>\$ 6,277</b>	<b>\$ 5,873</b>	<b>\$ 5,662</b>	<b>\$ 5,683</b>	<b>\$ 6,161</b>	<b>\$ 6,424</b>
<b>Card Services</b>							
Reported net income	\$ 4,767	\$ (8,269)	\$ 1,264	\$ 1,939	\$ 1,564	\$ 1,289	\$ (9,844)
Adjustment related to intangibles <sup>(1)</sup>	12	54	4	3	5	15	17
Goodwill impairment charge	—	—	—	—	—	—	10,400
<b>Adjusted net income</b>	<b>\$ 4,779</b>	<b>\$ (8,215)</b>	<b>\$ 1,268</b>	<b>\$ 1,942</b>	<b>\$ 1,569</b>	<b>\$ 1,304</b>	<b>\$ 573</b>
Average allocated equity	\$ 22,958	\$ 37,073	\$ 22,410	\$ 22,671	\$ 23,807	\$ 25,173	\$ 33,033
Adjustment related to goodwill and a percentage of intangibles	(12,257)	(21,649)	(12,216)	(12,261)	(12,295)	(12,327)	(19,368)
<b>Average economic capital</b>	<b>\$ 10,701</b>	<b>\$ 15,424</b>	<b>\$ 10,194</b>	<b>\$ 10,410</b>	<b>\$ 11,512</b>	<b>\$ 12,846</b>	<b>\$ 13,665</b>
<b>Consumer Real Estate Services</b>							
Reported net income	\$ (18,070)	\$ (4,010)	\$ (1,137)	\$ (14,519)	\$ (2,414)	\$ (4,937)	\$ (392)
Adjustment related to intangibles <sup>(1)</sup>	—	2	—	—	—	—	—
Goodwill impairment charge	2,603	—	—	2,603	—	2,000	—
<b>Adjusted net income</b>	<b>\$ (15,467)</b>	<b>\$ (4,008)</b>	<b>\$ (1,137)</b>	<b>\$ (11,916)</b>	<b>\$ (2,414)</b>	<b>\$ (2,937)</b>	<b>\$ (392)</b>
Average allocated equity	\$ 16,688	\$ 26,591	\$ 14,240	\$ 17,139	\$ 18,736	\$ 24,310	\$ 26,493
Adjustment related to goodwill and a percentage of intangibles	(1,804)	(4,803)	—	(2,702)	(2,742)	(4,799)	(4,801)
<b>Average economic capital</b>	<b>\$ 14,884</b>	<b>\$ 21,788</b>	<b>\$ 14,240</b>	<b>\$ 14,437</b>	<b>\$ 15,994</b>	<b>\$ 19,511</b>	<b>\$ 21,692</b>
<b>Global Commercial Banking</b>							
Reported net income	\$ 3,354	\$ 2,165	\$ 1,050	\$ 1,381	\$ 923	\$ 1,053	\$ 644
Adjustment related to intangibles <sup>(1)</sup>	2	4	—	1	1	1	1
<b>Adjusted net income</b>	<b>\$ 3,356</b>	<b>\$ 2,169</b>	<b>\$ 1,050</b>	<b>\$ 1,382</b>	<b>\$ 924</b>	<b>\$ 1,054</b>	<b>\$ 645</b>
Average allocated equity	\$ 40,917	\$ 43,790	\$ 40,726	\$ 40,522	\$ 41,512	\$ 42,997	\$ 42,930
Adjustment related to goodwill and a percentage of intangibles	(20,695)	(20,678)	(20,689)	(20,697)	(20,700)	(20,703)	(20,707)
<b>Average economic capital</b>	<b>\$ 20,222</b>	<b>\$ 23,112</b>	<b>\$ 20,037</b>	<b>\$ 19,825</b>	<b>\$ 20,812</b>	<b>\$ 22,294</b>	<b>\$ 22,223</b>
<b>Global Banking and Markets <sup>(2)</sup></b>							
Reported net income	\$ 3,400	\$ 5,628	\$ (302)	\$ 1,559	\$ 2,143	\$ 669	\$ 1,468
Adjustment related to intangibles <sup>(1)</sup>	13	15	5	4	4	4	5
<b>Adjusted net income</b>	<b>\$ 3,413</b>	<b>\$ 5,643</b>	<b>\$ (297)</b>	<b>\$ 1,563</b>	<b>\$ 2,147</b>	<b>\$ 673</b>	<b>\$ 1,473</b>
Average allocated equity	\$ 38,422	\$ 51,083	\$ 36,372	\$ 37,458	\$ 41,491	\$ 46,935	\$ 50,173
Adjustment related to goodwill and a percentage of intangibles	(10,547)	(10,061)	(10,783)	(10,474)	(10,379)	(10,240)	(10,057)
<b>Average economic capital</b>	<b>\$ 27,875</b>	<b>\$ 41,022</b>	<b>\$ 25,589</b>	<b>\$ 26,984</b>	<b>\$ 31,112</b>	<b>\$ 36,695</b>	<b>\$ 40,116</b>
<b>Global Wealth and Investment Management</b>							
Reported net income	\$ 1,386	\$ 1,022	\$ 347	\$ 506	\$ 533	\$ 319	\$ 269
Adjustment related to intangibles <sup>(1)</sup>	23	66	7	7	9	20	21
<b>Adjusted net income</b>	<b>\$ 1,409</b>	<b>\$ 1,088</b>	<b>\$ 354</b>	<b>\$ 513</b>	<b>\$ 542</b>	<b>\$ 339</b>	<b>\$ 290</b>
Average allocated equity	\$ 17,783	\$ 18,015	\$ 17,839	\$ 17,574	\$ 17,938	\$ 18,227	\$ 18,039
Adjustment related to goodwill and a percentage of intangibles	(10,708)	(10,788)	(10,691)	(10,706)	(10,728)	(10,752)	(10,775)
<b>Average economic capital</b>	<b>\$ 7,075</b>	<b>\$ 7,227</b>	<b>\$ 7,148</b>	<b>\$ 6,868</b>	<b>\$ 7,210</b>	<b>\$ 7,475</b>	<b>\$ 7,264</b>

(1) Represents cost of funds and earnings credit on intangibles.

(2) During the three and nine months ended September 30, 2011, *Global Banking and Markets* recorded a \$774 million charge related to a change in the U.K. tax rate. Excluding this charge, adjusted net income would have been \$477 million and \$4.2 billion for the three and nine months ended September 30, 2011.

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

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

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## New BAC Project and Run-off of Other Expenses

<b>Phase 1</b> Deposits/ Card / Home Loans / Global Tech and Ops / Support areas	<ul style="list-style-type: none"> <li>Completed evaluation in Sept '11, implementation began in October '11</li> <li>Goal of annual cost savings of \$5B, about 18% of the total Phase 1 base</li> <li>Goal of full run-rate expected in 2014</li> </ul>
<b>Phase 2</b> Commercial Banking / GWIM / Global Corporate Banking / Global Markets / Support Areas	<ul style="list-style-type: none"> <li>Beginning in October 2011 with implementation expected to begin Spring 2012</li> <li>Lower headcount base in Phase 2 versus Phase 1</li> <li>Phase 2 businesses generally operate at a lower efficiency rate</li> </ul>
<b>Sold/Liquidating Businesses</b> Legacy Asset Servicing / International Consumer Card / Balboa / Correspondent	<ul style="list-style-type: none"> <li>As foreclosures decline, certain default servicing costs are expected to be lower over time</li> <li>As business exits are completed related costs are expected to decline</li> </ul>
<b>Other Expenses</b> Amortization / FDIC insurance / Litigation settlements / Waivers and assessments / Merger charges	<ul style="list-style-type: none"> <li>Merger charges expected to end in 2011</li> </ul>

## Representations and Warranties

### Liability for Representations and Warranties (\$MM)

	3Q10	4Q10	1Q11	2Q11	3Q11
Beginning Balance	\$3,939	\$4,402	\$5,438	\$6,220	\$17,780
Additions for new sales	6	8	7	3	3
Provision	872	4,140	1,013	14,037	278
Charge-offs	(415)	(3,028)	(238)	(2,480)	(1,790)
Other	-	(84)	-	-	-
Ending Balance	\$4,402	\$5,438	\$6,220	\$17,780	\$16,271

### New Claim Trends (\$MM)

	3Q10	4Q10	1Q11	2Q11	3Q11	Mix
Pre 2005	\$147	\$455	\$130	\$210	\$95	5%
2005	589	957	409	431	668	14%
2006	1,442	2,105	1,584	763	925	29%
2007	1,664	1,775	2,253	1,746	1,493	40%
2008	320	351	483	389	451	9%
Post 2008	56	105	128	158	164	3%
New Claims	\$4,218	\$5,748	\$4,987	\$3,697	\$3,796	
% GSEs	82%	57%	88%	90%	87%	
Rescinded claims	\$1,531	\$4,106	\$934	\$3,772	\$1,454	
Approved repurchases	1,005	3,934	1,109	2,002	2,241	
Outstanding claims	12,948	10,687	13,564	11,580	11,672	
% GSEs	53%	26%	39%	44%	40%	

<sup>1</sup> Includes \$1.7B in demands from private-label securitization investors who do not have the right to demand repurchase of loans directly. However, inclusion of these claims does not mean we believe that the claimant has satisfied the contractual thresholds to direct the securitization trustee to take action or that these claims are otherwise procedurally or substantively valid. A claimant has filed litigation against the company relating to certain of these claims. These claims related to loans underlying securitizations included in the settlement with Bank of New York Mellon, as trustee. If the settlement is approved by the court, these claims will be resolved by the settlement.

### Outstanding Claims by Counterparty (\$MM)

	3Q10	4Q10	1Q11	2Q11	3Q11
GSEs	\$6,819	\$2,821	\$5,350	\$5,081	\$4,721
Monolines	4,238	4,678	4,979	3,052	3,058
Other	1,891	3,188	3,235	3,447	3,893
Total	\$12,948	\$10,687 <sup>1</sup>	\$13,564 <sup>1</sup>	\$11,580 <sup>1</sup>	\$11,672 <sup>1</sup>

- Total representations and warranties provision for the quarter was \$278MM compared to \$14.0B in the prior quarter. The 3Q11 provision related primarily to the GSEs and is based upon results of our ongoing evaluation of the GSEs behavior, which is continually evolving.
- Estimated range of possible loss related to non-GSE representations and warranties exposure could be up to \$5B over existing accruals at Sept 30, 2011, unchanged from 2Q11. The company is not currently able to reasonably estimate the possible loss or range of possible loss with respect to GSE representations and warranties exposure over existing accruals at Sept 30, 2011.
- Decrease in rescissions in 3Q11 was primarily due to the Assured settlement in 2Q11.
- Increase in approvals in 2Q11 was due to an increase in throughput in processing GSEs claims as a result of staffing increases which continued in 3Q11.
- Our repurchase experience with the GSEs continues to evolve and their repurchase requests and resolution processes has become increasingly inconsistent with our interpretation of our contractual obligations. We will continue to closely evaluate these changing behaviors and intend to repurchase loans to the extent required under the contracts and standards that govern our relationships with the GSEs.

## Representations and Warranties Exposure (2004-2008 vintages)

Representations and Warranties Exposure Status as of September 30, 2011 (\$B)

Counterparty	(2004-2008) Originations		Have Paid	Reserves Established <sup>1</sup>	Commentary <sup>2</sup>
	Original Balance	Outstanding Balance			
GSE - FHLMC (CFC)	\$196	\$93			FHLMC Agreement
GSE All Other	922	378			Reserves established, FNMA Pipeline Agreement
Second-lien monoline	81	15			Agreement with Assured and established reserves for exposure where we have experience and part of RPL
Whole loans sold	55	16			Reserves established
Private label (CFC issued)	409	163			Reserves established BONY agreement pending court approval
Private label (non CFC bank issued)	242	68			Reserves established
Private label (3rd party issued)	176	69			Included in non-GSE RPL
	\$2,081	\$802	\$13	\$16	

- Does not include litigation reserves established
- Estimated Range of Possible Loss (RPL) above accruals up to \$5B for non-GSE exposures at September 30, 2011 <sup>2</sup>
- Exposures identified above relate to repurchase claims associated with purported representations and warranties breaches in RMBS matters. They do not include any exposures associated with related litigation matters, nor do they include any separate foreclosure costs and related costs and assessments, or any possible losses related to potential claims for breaches of performance of servicing obligations, potential securities law or fraud claims or potential indemnity or other claims against us, which could be material

<sup>1</sup> Reserves established and RPL are subject to adjustments in future periods based on a number of factors including ultimate resolution of the BNY Mellon Settlement, estimated repurchase rates, economic conditions, home prices, consumer and counterparty behavior, and a variety of judgmental factors. For more detail, please see our latest Form 10-Q on file with the SEC.

<sup>2</sup> Please see our latest Form 10-Q on file with the SEC for a discussion of the estimated RPL.

# Bank of America



## **Supplemental Information Third Quarter 2011**

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

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# Bank of America Corporation and Subsidiaries

## Consolidated Financial Highlights

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

	Nine Months Ended September 30		Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2011	2010	2011	2011	2011	2010	2010
<b>Income statement</b>							
Net interest income	\$ 33,915	\$ 39,084	\$ 10,490	\$ 11,246	\$ 12,179	\$ 12,439	\$ 12,435
Noninterest income	34,651	48,738	17,963	1,990	14,698	9,959	14,265
Total revenue, net of interest expense	68,566	87,822	28,453	13,236	26,877	22,398	26,700
Provision for credit losses	10,476	23,306	3,407	3,255	3,814	5,129	5,396
Goodwill impairment	2,603	10,400	—	2,603	—	2,000	10,400
Merger and restructuring charges	537	1,450	176	159	202	370	421
All other noninterest expense <sup>(1)</sup>	57,612	50,394	17,437	20,094	20,081	18,494	16,395
Income tax expense (benefit)	(2,117)	3,266	1,201	(4,049)	731	(2,351)	1,387
Net income (loss)	(545)	(994)	6,232	(8,826)	2,049	(1,244)	(7,299)
Preferred stock dividends	954	1,036	343	301	310	321	348
Net income (loss) applicable to common shareholders	(1,499)	(2,030)	5,889	(9,127)	1,739	(1,565)	(7,647)
Diluted earnings (loss) per common share <sup>(2)</sup>	(0.15)	(0.21)	0.56	(0.90)	0.17	(0.16)	(0.77)
Average diluted common shares issued and outstanding <sup>(2)</sup>	10,095,859	9,706,951	10,464,395	10,094,928	10,181,351	10,036,575	9,976,351
Dividends paid per common share	\$ 0.03	\$ 0.03	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01
<b>Performance ratios</b>							
Return on average assets	n/m	n/m	1.07 %	n/m	0.36 %	n/m	n/m
Return on average common shareholders' equity	n/m	n/m	11.40	n/m	3.29	n/m	n/m
Return on average tangible common shareholders' equity <sup>(3)</sup>	n/m	n/m	18.30	n/m	5.28	n/m	n/m
Return on average tangible shareholders' equity <sup>(3)</sup>	n/m	n/m	17.03	n/m	5.54	n/m	n/m
<b>At period end</b>							
Book value per share of common stock	\$ 20.80	\$ 21.17	\$ 20.80	\$ 20.29	\$ 21.15	\$ 20.99	\$ 21.17
Tangible book value per share of common stock <sup>(3)</sup>	13.22	12.91	13.22	12.65	13.21	12.98	12.91
Market price per share of common stock:							
Closing price	\$ 6.12	\$ 13.10	\$ 6.12	\$ 10.96	\$ 13.33	\$ 13.34	\$ 13.10
High closing price for the period	15.25	19.48	11.09	13.72	15.25	13.56	15.67
Low closing price for the period	6.06	12.32	6.06	10.50	13.33	10.95	12.32
Market capitalization	62,023	131,442	62,023	111,060	135,057	134,536	131,442
Number of banking centers - U.S.	5,715	5,879	5,715	5,742	5,805	5,856	5,879
Number of branded ATMs - U.S.	17,752	17,929	17,752	17,817	17,886	17,926	17,929
Full-time equivalent employees	290,509	287,293	290,509	287,839	288,062	288,471	287,293

(1) Excludes merger and restructuring charges and goodwill impairment charges.

(2) Due to a net loss applicable to common shareholders for the second quarter of 2011 and the fourth and third quarters of 2010, and for the nine months ended September 30, 2011 and 2010, no dilutive potential common shares were included in the calculations of diluted earnings per share and average diluted common shares because they were antidilutive.

(3) Tangible equity ratios and tangible book value per share of common stock are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions, except per share information)

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

	Nine Months Ended September 30				Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010							
Net interest income	\$34,629	\$39,984			\$ 10,739	\$11,493	\$12,397	\$12,709	\$12,717
Total revenue, net of interest expense	69,280	88,722			28,702	13,483	27,095	22,668	26,982
Net interest yield <sup>(2)</sup>	2.50	2.81	%	%	2.32	2.50	2.67	2.69	2.72
Efficiency ratio	87.69	70.16			61.37	n/m	74.86	92.04	100.87

### Performance ratios, excluding goodwill impairment charges <sup>(3)</sup>

	Nine Months Ended September 30				Second Quarter 2011		Fourth Quarter 2010	Third Quarter 2010
	2011	2010						
<b>Per common share information</b>								
Earnings (loss)	\$ 0.11	\$ 0.83			\$ (0.65)		\$ 0.04	\$ 0.27
Diluted earnings (loss)	0.11	0.82			(0.65)		0.04	0.27
Efficiency ratio <sup>(1)</sup>	83.93	58.43	%	%	n/m		83.22	62.33
Return on average assets	0.12	0.51			n/m		0.13	0.52
Return on average common shareholders' equity	0.70	5.31			n/m		0.79	5.06
Return on average tangible common shareholders' equity <sup>(3)</sup>	1.11	9.20			n/m		1.27	8.67
Return on average tangible shareholders' equity <sup>(3)</sup>	1.83	9.01			n/m		1.96	8.54

(1) Fully taxable-equivalent basis is a non-GAAP measure. Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46).

(2) Calculation includes fees earned on overnight deposits placed with the Federal Reserve of \$150 million and \$305 million for the nine months ended September 30, 2011 and 2010; \$38 million, \$49 million and \$63 million for the third, second and first quarters of 2011, and \$63 million and \$107 million for the fourth and third quarters of 2010, respectively. For more information see Quarterly and Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis on pages 9-10 and 11-12.

(3) Total noninterest expense, excluding goodwill impairment charges, net income, excluding goodwill impairment charges and net income applicable to common shareholders, excluding goodwill impairment charges and tangible equity ratios are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

n/m = not meaningful

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

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

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

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

	Nine Months Ended September 30		Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2011	2010	2011	2011	2011	2010	2010
<b>Interest income</b>							
Loans and leases	\$ 34,454	\$ 38,847	\$ 11,205	\$ 11,320	\$ 11,929	\$ 12,149	\$ 12,485
Debt securities	7,286	8,638	1,729	2,675	2,882	3,029	2,605
Federal funds sold and securities borrowed or purchased under agreements to resell	1,698	1,346	584	597	517	486	441
Trading account assets	4,664	5,180	1,500	1,538	1,626	1,661	1,641
Other interest income	2,721	3,196	835	918	968	965	1,037
<b>Total interest income</b>	<b>50,823</b>	<b>57,207</b>	<b>15,853</b>	<b>17,048</b>	<b>17,922</b>	<b>18,290</b>	<b>18,209</b>
<b>Interest expense</b>							
Deposits	2,386	3,103	704	843	839	894	950
Short-term borrowings	3,678	2,557	1,153	1,341	1,184	1,142	848
Trading account liabilities	1,801	2,010	547	627	627	561	635
Long-term debt	9,043	10,453	2,959	2,991	3,093	3,254	3,341
<b>Total interest expense</b>	<b>16,908</b>	<b>18,123</b>	<b>5,363</b>	<b>5,802</b>	<b>5,743</b>	<b>5,851</b>	<b>5,774</b>
<b>Net interest income</b>	<b>33,915</b>	<b>39,084</b>	<b>10,490</b>	<b>11,246</b>	<b>12,179</b>	<b>12,439</b>	<b>12,435</b>
<b>Noninterest income</b>							
Card income	5,706	5,981	1,911	1,967	1,828	2,127	1,982
Service charges	6,112	7,354	2,068	2,012	2,032	2,036	2,212
Investment and brokerage services	9,132	8,743	3,022	3,009	3,101	2,879	2,724
Investment banking income	4,204	3,930	942	1,684	1,578	1,590	1,371
Equity investment income	4,133	3,748	1,446	1,212	1,475	1,512	357
Trading account profits	6,417	9,059	1,604	2,091	2,722	995	2,596
Mortgage banking income (loss)	(10,949)	4,153	1,617	(13,196)	630	(1,419)	1,755
Insurance income	1,203	1,468	190	400	613	598	75
Gains on sales of debt securities	2,182	1,654	737	899	546	872	883
Other income (loss)	6,729	3,498	4,511	1,957	261	(1,114)	433
Other-than-temporary impairment losses on available-for-sale debt securities:							
Total other-than-temporary impairment losses	(271)	(1,618)	(114)	(63)	(111)	(612)	(156)
Less: Portion of other-than-temporary impairment losses recognized in other comprehensive income	53	768	29	18	23	495	33
<b>Net impairment losses recognized in earnings on available-for-sale debt securities</b>	<b>(218)</b>	<b>(850)</b>	<b>(85)</b>	<b>(45)</b>	<b>(88)</b>	<b>(117)</b>	<b>(123)</b>
<b>Total noninterest income</b>	<b>34,651</b>	<b>48,738</b>	<b>17,963</b>	<b>1,990</b>	<b>14,698</b>	<b>9,959</b>	<b>14,265</b>
<b>Total revenue, net of interest expense</b>	<b>68,566</b>	<b>87,822</b>	<b>28,453</b>	<b>13,236</b>	<b>26,877</b>	<b>22,398</b>	<b>26,700</b>
<b>Provision for credit losses</b>	<b>10,476</b>	<b>23,306</b>	<b>3,407</b>	<b>3,255</b>	<b>3,814</b>	<b>5,129</b>	<b>5,396</b>
<b>Noninterest expense</b>							
Personnel	28,204	26,349	8,865	9,171	10,168	8,800	8,402
Occupancy	3,617	3,504	1,183	1,245	1,189	1,212	1,150
Equipment	1,815	1,845	616	593	606	607	619
Marketing	1,680	1,479	556	560	564	484	497
Professional fees	2,349	1,812	937	766	646	883	651
Amortization of intangibles	1,144	1,311	377	382	385	420	426
Data processing	1,964	1,882	626	643	695	662	602
Telecommunications	1,167	1,050	405	391	371	366	361
Other general operating	15,672	11,162	3,872	6,343	5,457	5,060	3,687
Goodwill impairment	2,603	10,400	—	2,603	—	2,000	10,400
Merger and restructuring charges	537	1,450	176	159	202	370	421
<b>Total noninterest expense</b>	<b>60,752</b>	<b>62,244</b>	<b>17,613</b>	<b>22,856</b>	<b>20,283</b>	<b>20,864</b>	<b>27,216</b>
<b>Income (loss) before income taxes</b>	<b>(2,662)</b>	<b>2,272</b>	<b>7,433</b>	<b>(12,875)</b>	<b>2,780</b>	<b>(3,595)</b>	<b>(5,912)</b>
<b>Income tax expense (benefit)</b>	<b>(2,117)</b>	<b>3,266</b>	<b>1,201</b>	<b>(4,049)</b>	<b>731</b>	<b>(2,351)</b>	<b>1,387</b>
<b>Net income (loss)</b>	<b>\$ (545)</b>	<b>\$ (994)</b>	<b>\$ 6,232</b>	<b>\$ (8,826)</b>	<b>\$ 2,049</b>	<b>\$ (1,244)</b>	<b>\$ (7,299)</b>
<b>Preferred stock dividends</b>	<b>954</b>	<b>1,036</b>	<b>343</b>	<b>301</b>	<b>310</b>	<b>321</b>	<b>348</b>
<b>Net income (loss) applicable to common shareholders</b>	<b>\$ (1,499)</b>	<b>\$ (2,030)</b>	<b>\$ 5,889</b>	<b>\$ (9,127)</b>	<b>\$ 1,739</b>	<b>\$ (1,565)</b>	<b>\$ (7,647)</b>
<b>Per common share information</b>							
Earnings (loss)	\$ (0.15)	\$ (0.21)	\$ 0.58	\$ (0.90)	\$ 0.17	\$ (0.16)	\$ (0.77)
Diluted earnings (loss) <sup>(1)</sup>	(0.15)	(0.21)	0.56	(0.90)	0.17	(0.16)	(0.77)
Dividends paid	0.03	0.03	0.01	0.01	0.01	0.01	0.01
<b>Average common shares issued and outstanding</b>	<b>10,095,859</b>	<b>9,706,951</b>	<b>10,116,284</b>	<b>10,094,928</b>	<b>10,075,875</b>	<b>10,036,575</b>	<b>9,976,351</b>
<b>Average diluted common shares issued and outstanding <sup>(1)</sup></b>	<b>10,095,859</b>	<b>9,706,951</b>	<b>10,464,395</b>	<b>10,094,928</b>	<b>10,181,351</b>	<b>10,036,575</b>	<b>9,976,351</b>

(1) Due to a net loss applicable to common shareholders for the second quarter of 2011, the fourth and third quarters of 2010, and for the nine months ended September 30, 2011 and 2010, the impact of antidilutive equity instruments was excluded from diluted earnings per share and average diluted common shares.

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

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



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

(Dollars in millions)

	September 30 2011	June 30 2011	September 30 2010
<b>Assets</b>			
Cash and cash equivalents	\$ 82,865	\$ 119,527	\$ 131,116
Time deposits placed and other short-term investments	18,330	20,291	18,946
Federal funds sold and securities borrowed or purchased under agreements to resell	249,998	235,181	271,818
Trading account assets	176,398	196,939	207,695
Derivative assets	79,044	66,598	84,684
Debt securities:			
Available-for-sale	324,267	330,871	322,424
Held-to-maturity, at cost	26,458	181	438
Total debt securities	350,725	331,052	322,862
Loans and leases	932,531	941,257	933,910
Allowance for loan and lease losses	(35,082)	(37,312)	(43,581)
Loans and leases, net of allowance	897,449	903,945	890,329
Premises and equipment, net	13,552	13,793	14,320
Mortgage servicing rights (includes \$7,880, \$12,372 and \$12,251 measured at fair value)	8,037	12,642	12,540
Goodwill	70,832	71,074	75,602
Intangible assets	8,764	9,176	10,402
Loans held-for-sale	23,085	20,092	33,276
Customer and other receivables	89,302	86,550	78,599
Other assets	151,247	174,459	187,471
<b>Total assets</b>	<b>\$ 2,219,628</b>	<b>\$2,261,319</b>	<b>\$ 2,339,660</b>
<b>Assets of consolidated VIEs included in total assets above (substantially all pledged as collateral)</b>			
Trading account assets	\$ 8,911	\$ 10,746	\$ 11,186
Derivative assets	1,611	2,293	2,838
Available-for-sale debt securities	256	251	7,684
Loans and leases	146,023	151,928	132,106
Allowance for loan and lease losses	(5,661)	(6,367)	(9,831)
Loans and leases, net of allowance	140,362	145,561	122,275
Loans held-for-sale	3,904	1,561	3,301
All other assets	5,414	7,115	7,910
<b>Total assets of consolidated VIEs</b>	<b>\$ 160,458</b>	<b>\$ 167,527</b>	<b>\$ 155,194</b>

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

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

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

(Dollars in millions)

	September 30 2011	June 30 2011	September 30 2010
<b>Liabilities</b>			
Deposits in U.S. offices:			
Noninterest-bearing	\$ 321,253	\$ 301,558	\$ 265,672
Interest-bearing	629,176	647,480	634,784
Deposits in non-U.S. offices:			
Noninterest-bearing	6,581	6,555	6,297
Interest-bearing	84,343	82,815	70,569
Total deposits	1,041,353	1,038,408	977,322
Federal funds purchased and securities loaned or sold under agreements to repurchase	248,116	239,521	296,605
Trading account liabilities	68,026	74,989	90,010
Derivative liabilities	59,304	54,414	61,656
Commercial paper and other short-term borrowings	33,869	50,632	64,818
Accrued expenses and other liabilities (includes \$790, \$897 and \$1,294 of reserve for unfunded lending commitments)	139,743	154,520	139,896
Long-term debt	398,965	426,659	478,858
<b>Total liabilities</b>	<b>1,989,376</b>	<b>2,039,143</b>	<b>2,109,165</b>
<b>Shareholders' equity</b>			
Preferred stock, \$0.01 par value; authorized - 100,000,000 shares; issued and outstanding - 3,993,660, 3,943,660 and 3,960,660 shares	19,480	16,562	18,104
Common stock and additional paid-in capital, \$0.01 par value; authorized - 12,800,000,000, 12,800,000,000 and 12,800,000,000 shares; issued and outstanding - 10,134,431,514, 10,133,189,501 and 10,033,705,046 shares	153,801	151,567	149,563
Retained earnings	59,043	53,254	62,515
Accumulated other comprehensive income (loss)	(2,071)	793	336
Other	(1)	—	(23)
<b>Total shareholders' equity</b>	<b>230,252</b>	<b>222,176</b>	<b>230,495</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 2,219,628</b>	<b>\$2,261,319</b>	<b>\$ 2,339,660</b>
<b>Liabilities of consolidated VIEs included in total liabilities above</b>			
Commercial paper and other short-term borrowings	\$ 6,211	\$ 5,421	\$ 13,222
Long-term debt	56,361	64,745	79,228
All other liabilities	1,124	1,127	1,954
<b>Total liabilities of consolidated VIEs</b>	<b>\$ 63,696</b>	<b>\$ 71,293</b>	<b>\$ 94,404</b>

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

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

## Bank of America Corporation and Subsidiaries

### Capital Management

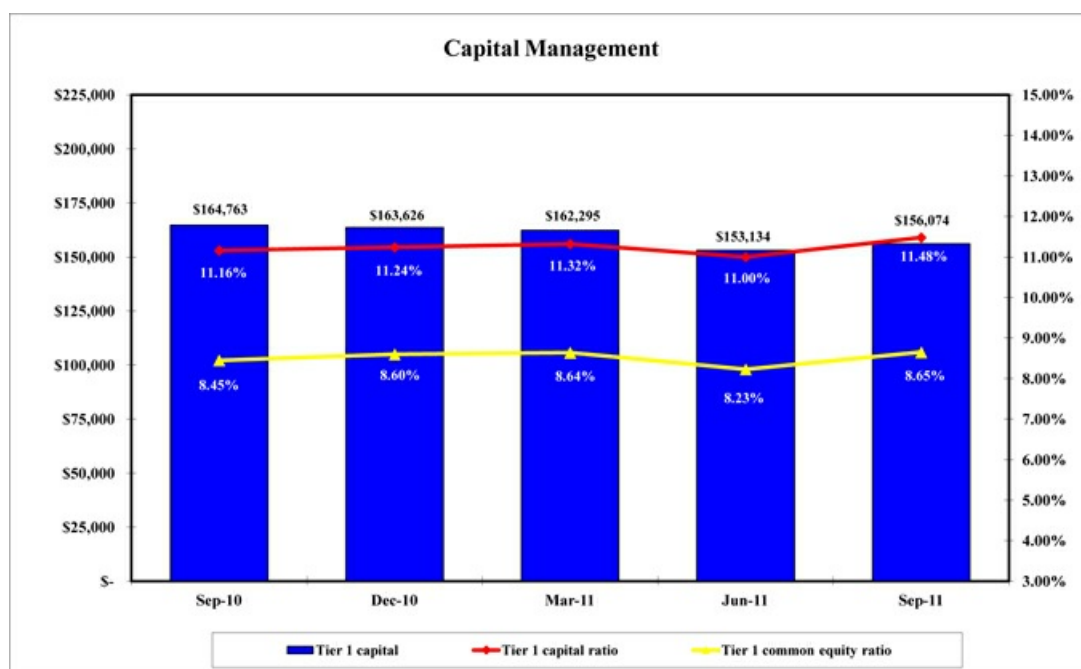
(Dollars in millions)

	Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
<b>Risk-based capital (1):</b>					
Tier 1 common	\$ 117,658	\$ 114,684	\$ 123,882	\$ 125,139	\$ 124,756
Tier 1 capital	<b>156,074</b>	153,134	162,295	163,626	164,763
Total capital	<b>215,596</b>	217,986	229,094	229,594	231,120
Risk-weighted assets	<b>1,359,564</b>	1,392,747	1,433,377	1,455,951	1,476,774
Tier 1 common equity ratio (2)	<b>8.65</b> %	8.23 %	8.64 %	8.60 %	8.45 %
Tier 1 capital ratio	<b>11.48</b>	11.00	11.32	11.24	11.16
Total capital ratio	<b>15.86</b>	15.65	15.98	15.77	15.65
Tier 1 leverage ratio	<b>7.11</b>	6.86	7.25	7.21	7.21
Tangible equity ratio (3)	<b>7.16</b>	6.63	6.85	6.75	6.54
Tangible common equity ratio (3)	<b>6.25</b>	5.87	6.10	5.99	5.74

(1) Reflects preliminary data for current period risk-based capital.

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

(3) Tangible equity ratio equals period end tangible shareholders' equity divided by period end tangible assets. Tangible common equity equals period end tangible common shareholders' equity divided by period end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 44-46.)



\* Preliminary data on risk-based capital

### Outstanding Common Stock

No common shares were repurchased in the third quarter of 2011.

There is no existing Board authorized share repurchase program.

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

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

Bank of America Corporation and Subsidiaries

Core Net Interest Income

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010	2011	2011	2011	2010	2010
<b>Net interest income <sup>(1)</sup></b>							
As reported <sup>(2)</sup>	\$ 34,629	\$ 39,984	\$ 10,739	\$ 11,493	\$ 12,397	\$ 12,709	\$ 12,717
Impact of market-based net interest income <sup>(3)</sup>	(2,915)	(3,280)	(950)	(914)	(1,051)	(1,150)	(1,045)
<b>Core net interest income</b>	<u>\$ 31,714</u>	<u>\$ 36,704</u>	<u>\$ 9,789</u>	<u>\$ 10,579</u>	<u>\$ 11,346</u>	<u>\$ 11,559</u>	<u>\$ 11,672</u>
<b>Average earning assets <sup>(4)</sup></b>							
As reported	\$1,851,736	\$1,902,303	\$1,841,135	\$1,844,525	\$1,869,863	\$1,883,539	\$1,863,819
Impact of market-based earning assets <sup>(3)</sup>	(459,532)	(523,309)	(447,560)	(461,775)	(469,503)	(481,629)	(503,890)
<b>Core average earning assets</b>	<u>\$1,392,204</u>	<u>\$1,378,994</u>	<u>\$1,393,575</u>	<u>\$1,382,750</u>	<u>\$1,400,360</u>	<u>\$1,401,910</u>	<u>\$1,359,929</u>
<b>Net interest yield contribution <sup>(1, 4)</sup></b>							
As reported <sup>(2)</sup>	2.50 %	2.81 %	2.32 %	2.50 %	2.67 %	2.69 %	2.72 %
Impact of market-based activities <sup>(3)</sup>	0.54	0.74	0.47	0.56	0.59	0.60	0.70
<b>Core net interest yield on earning assets</b>	<u>3.04 %</u>	<u>3.55 %</u>	<u>2.79 %</u>	<u>3.06 %</u>	<u>3.26 %</u>	<u>3.29 %</u>	<u>3.42 %</u>

(1) Fully taxable-equivalent basis

(2) Balance and calculation include fees earned on overnight deposits placed with the Federal Reserve of \$150 million and \$305 million for the nine months ended September 30, 2011 and 2010; \$38 million, \$49 million and \$63 million for the third, second and first quarters of 2011, and \$63 million and \$107 million for the fourth and third quarters of 2010, respectively.

(3) Represents the impact of market-based amounts included in *Global Banking & Markets*.

(4) Calculated on an annualized basis.

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

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

**Bank of America Corporation and Subsidiaries**  
**Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis**

(Dollars in millions)

	Third Quarter 2011				Second Quarter 2011				Third Quarter 2010			
	Average Balance	Interest Income/Expense	Yield/Rate		Average Balance	Interest Income/Expense	Yield/Rate		Average Balance	Interest Income/Expense	Yield/Rate	
<b>Earning assets</b>												
Time deposits placed and other short-term investments <sup>(1)</sup>	\$ 26,743	\$ 87	1.31	%	\$ 27,298	\$ 106	1.56	%	\$ 23,233	\$ 86	1.45	%
Federal funds sold and securities borrowed or purchased under agreements to resell	256,143	584	0.90		259,069	597	0.92		254,820	441	0.69	
Trading account assets	180,438	1,543	3.40		186,760	1,576	3.38		210,529	1,692	3.20	
Debt securities <sup>(2)</sup>	344,327	1,744	2.02		335,269	2,696	3.22		328,097	2,646	3.22	
Loans and leases <sup>(3)</sup> :												
Residential mortgage <sup>(4)</sup>	268,494	2,856	4.25		265,420	2,763	4.16		237,292	2,797	4.71	
Home equity	129,125	1,238	3.81		131,786	1,261	3.83		143,083	1,457	4.05	
Discontinued real estate	15,923	134	3.36		15,997	129	3.22		13,632	122	3.56	
U.S. credit card	103,671	2,650	10.14		106,164	2,718	10.27		115,251	3,113	10.72	
Non-U.S. credit card	25,434	697	10.88		27,259	760	11.18		27,047	875	12.84	
Direct/Indirect consumer <sup>(5)</sup>	90,280	915	4.02		89,403	945	4.24		95,692	1,130	4.68	
Other consumer <sup>(6)</sup>	2,795	43	6.07		2,745	47	6.76		2,955	47	6.35	
Total consumer	635,722	8,533	5.34		638,774	8,623	5.41		634,952	9,541	5.98	
U.S. commercial	191,439	1,809	3.75		190,479	1,827	3.85		192,306	2,040	4.21	
Commercial real estate <sup>(7)</sup>	42,931	360	3.33		45,762	382	3.35		55,660	452	3.22	
Commercial lease financing	21,342	240	4.51		21,284	235	4.41		21,402	255	4.78	
Non-U.S. commercial	50,598	349	2.73		42,214	339	3.22		30,540	282	3.67	
Total commercial	306,310	2,758	3.58		299,739	2,783	3.72		299,908	3,029	4.01	
Total loans and leases	942,032	11,291	4.77		938,513	11,406	4.87		934,860	12,570	5.35	
Other earning assets	91,452	814	3.54		97,616	866	3.56		112,280	949	3.36	
<b>Total earning assets <sup>(8)</sup></b>	<b>1,841,135</b>	<b>16,063</b>	<b>3.47</b>		<b>1,844,525</b>	<b>17,247</b>	<b>3.75</b>		<b>1,863,819</b>	<b>18,384</b>	<b>3.93</b>	
Cash and cash equivalents <sup>(1)</sup>	102,573	38			115,956	49			155,784	107		
Other assets, less allowance for loan and lease losses	357,746				378,629				359,794			
<b>Total assets</b>	<b>\$ 2,301,454</b>				<b>\$ 2,339,110</b>				<b>\$ 2,379,397</b>			

- (1) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Corporation's Consolidated Balance Sheet presentation of these deposits. Net interest income and net interest yield are calculated excluding these fees.
- (2) Yields on available-for-sale debt securities are calculated based on fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.
- (3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cash basis. Purchased credit-impaired loans were written down to fair value upon acquisition and accrete interest income over the remaining life of the loan.
- (4) Includes non-U.S. residential mortgages of \$91 million and \$94 million in the third and second quarters of 2011, and \$502 million in the third quarter of 2010.
- (5) Includes non-U.S. consumer loans of \$8.6 billion and \$8.7 billion in the third and second quarters of 2011, and \$7.7 billion in the third quarter of 2010.
- (6) Includes consumer finance loans of \$1.8 billion for both the third and second quarters of 2011, and \$2.0 billion in the third quarter of 2010; other non-U.S. consumer loans of \$932 million and \$840 million in the third and second quarters of 2011, and \$788 million in the third quarter of 2010; and consumer overdrafts of \$107 million and \$79 million in the third and second quarters of 2011, and \$123 million in the third quarter of 2010.
- (7) Includes U.S. commercial real estate loans of \$40.7 billion and \$43.4 billion in the third and second quarters of 2011, and \$53.1 billion in the third quarter of 2010, and non-U.S. commercial real estate loans of \$2.2 billion and \$2.3 billion in the third and second quarters of 2011, and \$2.5 billion in the third quarter of 2010.
- (8) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

	Third Quarter 2011	Second Quarter 2011	Third Quarter 2010
Federal funds sold and securities borrowed or purchased under agreements to resell	\$ 43	\$ 43	\$ 75
Trading account assets	—	(88)	(62)
Debt securities	(1,049)	(681)	(640)
U.S. commercial	(19)	(11)	(16)
Non-U.S. commercial	—	(2)	—
<b>Net hedge expense on assets</b>	<b>\$ (1,025)</b>	<b>\$ (739)</b>	<b>\$ (643)</b>

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

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

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

	Third Quarter 2011				Second Quarter 2011				Third Quarter 2010			
	Average Balance	Interest Income/ Expense	Yield/ Rate		Average Balance	Interest Income/ Expense	Yield/ Rate		Average Balance	Interest Income/ Expense	Yield/ Rate	
<b>Interest-bearing liabilities</b>												
U.S. interest-bearing deposits:												
Savings	\$ 41,256	\$ 21	0.19	%	\$ 41,668	\$ 31	0.30	%	\$ 37,008	\$ 36	0.39	%
NOW and money market deposit accounts	473,391	248	0.21		478,690	304	0.25		442,906	359	0.32	
Consumer CDs and IRAs	108,359	244	0.89		113,728	281	0.99		132,687	377	1.13	
Negotiable CDs, public funds and other time deposits	18,547	5	0.12		13,842	42	1.22		17,326	57	1.30	
Total U.S. interest-bearing deposits	641,553	518	0.32		647,928	658	0.41		629,927	829	0.52	
Non-U.S. interest-bearing deposits:												
Banks located in non-U.S. countries	21,037	34	0.65		19,234	37	0.77		17,431	38	0.86	
Governments and official institutions	2,043	2	0.32		2,131	2	0.38		2,055	2	0.36	
Time, savings and other	64,271	150	0.93		64,889	146	0.90		54,373	81	0.59	
Total non-U.S. interest-bearing deposits	87,351	186	0.85		86,254	185	0.86		73,859	121	0.65	
Total interest-bearing deposits	728,904	704	0.38		734,182	843	0.46		703,786	950	0.54	
Federal funds purchased, securities loaned or sold under agreements to repurchase and other short-term borrowings	303,234	1,152	1.51		338,692	1,342	1.59		391,148	848	0.86	
Trading account liabilities	87,841	547	2.47		96,108	627	2.62		95,265	635	2.65	
Long-term debt	420,273	2,959	2.82		435,144	2,991	2.75		485,588	3,341	2.74	
<b>Total interest-bearing liabilities (1)</b>	<b>1,540,252</b>	<b>5,362</b>	<b>1.39</b>		<b>1,604,126</b>	<b>5,803</b>	<b>1.45</b>		<b>1,675,787</b>	<b>5,774</b>	<b>1.37</b>	
Noninterest-bearing sources:												
Noninterest-bearing deposits	322,416				301,762				270,060			
Other liabilities	216,376				198,155				199,572			
Shareholders' equity	222,410				235,067				233,978			
<b>Total liabilities and shareholders' equity</b>	<b>\$ 2,301,454</b>				<b>\$ 2,339,110</b>				<b>\$ 2,379,397</b>			
Net interest spread		2.08	%			2.30	%			2.56	%	
Impact of noninterest-bearing sources		0.23				0.19				0.13		
<b>Net interest income/yield on earning assets (2)</b>	<b>\$ 10,701</b>	<b>2.31</b>	%		<b>\$ 11,444</b>	<b>2.49</b>	%		<b>\$ 12,610</b>	<b>2.69</b>	%	

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

	Third Quarter 2011	Second Quarter 2011	Third Quarter 2010
NOW and money market deposit accounts	\$ —	\$ —	\$ (1)
Consumer CDs and IRAs	44	46	49
Negotiable CDs, public funds and other time deposits	3	3	3
Banks located in non-U.S. countries	13	16	19
Federal funds purchased and securities loaned or sold under agreements to repurchase and other short-term borrowings	471	511	148
Long-term debt	(1,162)	(1,201)	(1,238)
<b>Net hedge income on liabilities</b>	<b>\$ (631)</b>	<b>\$ (625)</b>	<b>\$ (1,020)</b>

(2) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Corporation's Consolidated Balance Sheet presentation of these deposits. Net interest income and net interest yield are calculated excluding these fees.

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

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

**Bank of America Corporation and Subsidiaries**
**Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis**

(Dollars in millions)

	Nine Months Ended September 30							
	2011				2010			
	Average Balance	Interest Income/ Expense	Yield/ Rate		Average Balance	Interest Income/ Expense	Yield/ Rate	
<b>Earning assets</b>								
Time deposits placed and other short-term investments <sup>(1)</sup>	\$ 28,428	\$ 281	1.33	%	\$ 27,175	\$ 217	1.06	%
Federal funds sold and securities borrowed or purchased under agreements to resell	247,635	1,698	0.92		261,444	1,346	0.69	
Trading account assets	195,931	4,788	3.26		212,985	5,340	3.35	
Debt securities <sup>(2)</sup>	338,512	7,357	2.90		317,906	8,785	3.69	
Loans and leases <sup>(3)</sup> :								
Residential mortgage <sup>(4)</sup>	265,345	8,500	4.27		242,922	8,879	4.87	
Home equity	132,308	3,834	3.87		147,911	4,580	4.14	
Discontinued real estate	14,951	373	3.32		14,009	409	3.89	
U.S. credit card	106,569	8,205	10.29		119,744	9,604	10.72	
Non-U.S. credit card	26,767	2,236	11.17		28,198	2,635	12.50	
Direct/Indirect consumer <sup>(5)</sup>	89,927	2,853	4.24		98,368	3,665	4.98	
Other consumer <sup>(6)</sup>	2,764	135	6.47		2,973	141	6.34	
Total consumer	638,631	26,136	5.47		654,125	29,913	6.11	
U.S. commercial	191,091	5,562	3.89		196,665	6,015	4.09	
Commercial real estate <sup>(7)</sup>	45,664	1,179	3.45		62,755	1,568	3.34	
Commercial lease financing	21,419	797	4.96		21,448	820	5.10	
Non-U.S. commercial	43,043	987	3.07		29,309	802	3.66	
Total commercial	301,217	8,525	3.78		310,177	9,205	3.97	
Total loans and leases	939,848	34,661	4.93		964,302	39,118	5.42	
Other earning assets	101,382	2,602	3.43		118,491	2,996	3.38	
<b>Total earning assets <sup>(8)</sup></b>	<b>1,851,736</b>	<b>51,387</b>	<b>3.72</b>		<b>1,902,303</b>	<b>57,802</b>	<b>4.06</b>	
Cash and cash equivalents <sup>(1)</sup>	118,792	150			187,310	305		
Other assets, less allowance for loan and lease losses	355,704				373,364			
<b>Total assets</b>	<b>\$ 2,326,232</b>				<b>\$ 2,462,977</b>			

(1) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Corporation's Consolidated Balance Sheet presentation of these deposits. Net interest income and net interest yield are calculated excluding these fees.

(2) Yields on AFS debt securities are calculated based on fair value rather than the cost basis. The use of fair value does not have a material impact on net interest yield.

(3) Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is recognized on a cash basis. Purchased credit-impaired loans were written down to fair value upon acquisition and accrete interest income over the remaining life of the loan.

(4) Includes non-U.S. residential mortgages of \$92 million and \$515 million for the nine months ended September 30, 2011 and 2010.

(5) Includes non-U.S. consumer loans of \$8.5 billion and \$7.9 billion for the nine months ended September 30, 2011 and 2010.

(6) Includes consumer finance loans of \$1.8 billion and \$2.1 billion, other non-U.S. consumer loans of \$851 million and \$711 million, and consumer overdrafts of \$88 million and \$137 million for the nine months ended September 30, 2011 and 2010.

(7) Includes U.S. commercial real estate loans of \$43.3 billion and \$60.1 billion, and non-U.S. commercial real estate loans of \$2.4 billion and \$2.7 billion for the nine months ended September 30, 2011 and 2010.

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

	Nine Months Ended September 30	
	2011	2010
Time deposits placed and other short-term investments	\$ —	\$ (1)
Federal funds sold and securities borrowed or purchased under agreements to resell	141	228
Trading account assets	(158)	(151)
Debt securities	(2,092)	(1,386)
U.S. commercial	(41)	(84)
Non-U.S. commercial	(2)	—
<b>Net hedge expense on assets</b>	<b>\$ (2,152)</b>	<b>\$ (1,394)</b>

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

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

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

(Dollars in millions)

	Nine Months Ended September 30					
	2011			2010		
	Average Balance	Interest Income/ Expense	Yield/ Rate	Average Balance	Interest Income/ Expense	Yield/ Rate
<b>Interest-bearing liabilities</b>						
U.S. interest-bearing deposits:						
Savings	\$ 40,618	\$ 84	0.28 %	\$ 36,482	\$ 122	0.45 %
NOW and money market deposit accounts	476,002	868	0.24	433,858	1,072	0.33
Consumer CDs and IRAs	113,428	825	0.97	148,644	1,385	1.25
Negotiable CDs, public funds and other time deposits	15,478	86	0.74	18,138	179	1.32
Total U.S. interest-bearing deposits	645,526	1,863	0.39	637,122	2,758	0.58
Non-U.S. interest-bearing deposits:						
Banks located in non-U.S. countries	20,600	109	0.71	18,532	106	0.76
Governments and official institutions	2,159	6	0.35	3,952	8	0.27
Time, savings and other	63,212	408	0.86	53,816	231	0.57
Total non-U.S. interest-bearing deposits	85,971	523	0.81	76,300	345	0.60
Total interest-bearing deposits	731,497	2,386	0.44	713,422	3,103	0.58
Federal funds purchased and securities loaned or sold under agreements to repurchase and other short-term borrowings	337,583	3,678	1.46	450,748	2,557	0.76
Trading account liabilities	89,302	1,801	2.70	95,159	2,010	2.82
Long-term debt	431,902	9,043	2.80	498,794	10,453	2.80
<b>Total interest-bearing liabilities <sup>(1)</sup></b>	<b>1,590,284</b>	<b>16,908</b>	<b>1.42</b>	<b>1,758,123</b>	<b>18,123</b>	<b>1.38</b>
Noninterest-bearing sources:						
Noninterest-bearing deposits	305,408			268,710		
Other liabilities	201,155			203,679		
Shareholders' equity	229,385			232,465		
<b>Total liabilities and shareholders' equity</b>	<b>\$ 2,326,232</b>			<b>\$ 2,462,977</b>		
Net interest spread			2.30 %			2.68 %
Impact of noninterest-bearing sources			0.19			0.11
<b>Net interest income/yield on earning assets <sup>(2)</sup></b>	<b>\$ 34,479</b>	<b>2.49</b>	<b>%</b>	<b>\$ 39,679</b>	<b>2.79</b>	<b>%</b>

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

	Nine Months Ended September 30	
	2011	2010
NOW and money market deposit accounts	\$ (1)	\$ (1)
Consumer CDs and IRAs	137	139
Negotiable CDs, public funds and other time deposits	10	10
Banks located in non-U.S. countries	47	53
Federal funds purchased and securities loaned or sold under agreements to repurchase and other short-term borrowings	1,427	326
Long-term debt	(3,497)	(3,346)
<b>Net hedge income on liabilities</b>	<b>\$ (1,877)</b>	<b>\$ (2,819)</b>

(2) For this presentation, fees earned on overnight deposits placed with the Federal Reserve are included in the cash and cash equivalents line, consistent with the Corporation's Consolidated Balance Sheet presentation of these deposits. Net interest income and net interest yield are calculated excluding these fees.

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

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



Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

	September 30, 2011			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<b>Available-for-sale debt securities</b>				
U.S. Treasury and agency securities	\$ 59,905	\$ 874	\$ (748)	\$ 60,031
Mortgage-backed securities:				
Agency	155,008	5,106	(35)	160,079
Agency collateralized mortgage obligations	52,197	1,156	(115)	53,238
Non-agency residential	17,707	394	(507)	17,594
Non-agency commercial	5,968	634	(3)	6,599
Non-U.S. securities	4,914	61	(12)	4,963
Corporate bonds	3,982	149	(15)	4,116
Other taxable securities <sup>(1)</sup>	12,444	51	(27)	12,468
Total taxable securities	\$ 312,125	\$ 8,425	\$ (1,462)	\$ 319,088
Tax-exempt securities	5,299	16	(136)	5,179
<b>Total available-for-sale debt securities</b>	<b>\$ 317,424</b>	<b>\$ 8,441</b>	<b>\$ (1,598)</b>	<b>\$ 324,267</b>
<b>Held-to-maturity debt securities</b>	<b>26,458</b>	<b>88</b>	<b>(38)</b>	<b>26,508</b>
<b>Total debt securities</b>	<b>\$ 343,882</b>	<b>\$ 8,529</b>	<b>\$ (1,636)</b>	<b>\$ 350,775</b>
<b>Available-for-sale marketable equity securities <sup>(2)</sup></b>	<b>\$ 3,880</b>	<b>\$ 2,715</b>	<b>\$ (25)</b>	<b>\$ 6,570</b>

	June 30, 2011			
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<b>Available-for-sale debt securities</b>				
U.S. Treasury and agency securities	\$ 49,874	\$ 684	\$ (1,289)	\$ 49,269
Mortgage-backed securities:				
Agency	180,151	3,128	(1,663)	181,616
Agency collateralized mortgage obligations	48,212	930	(31)	49,111
Non-agency residential	19,564	568	(557)	19,575
Non-agency commercial	6,018	702	(2)	6,718
Non-U.S. securities	4,314	62	(16)	4,360
Corporate bonds	4,388	154	(4)	4,538
Other taxable securities <sup>(1)</sup>	12,010	79	(66)	12,023
Total taxable securities	\$ 324,531	\$ 6,307	\$ (3,628)	\$ 327,210
Tax-exempt securities	3,808	18	(165)	3,661
<b>Total available-for-sale debt securities</b>	<b>\$ 328,339</b>	<b>\$ 6,325</b>	<b>\$ (3,793)</b>	<b>\$ 330,871</b>
<b>Held-to-maturity debt securities</b>	<b>181</b>	<b>—</b>	<b>—</b>	<b>181</b>
<b>Total debt securities</b>	<b>\$ 328,520</b>	<b>\$ 6,325</b>	<b>\$ (3,793)</b>	<b>\$ 331,052</b>
<b>Available-for-sale marketable equity securities <sup>(2)</sup></b>	<b>\$ 8,536</b>	<b>\$ 10,445</b>	<b>\$ (19)</b>	<b>\$ 18,962</b>

(1) Substantially all asset-backed securities.

(2) Classified in other assets on the Consolidated Balance Sheet.

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

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

# Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment

(Dollars in millions)

Third Quarter 2011							
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	All Other
Net interest income <sup>(1)</sup>	\$ 10,739	\$ 1,987	\$ 2,823	\$ 923	\$ 1,743	\$ 1,846	\$ 1,411
Noninterest income	17,963	1,132	1,684	1,899	790	3,376	2,819
Total revenue, net of interest expense	28,702	3,119	4,507	2,822	2,533	5,222	4,230
Provision for credit losses	3,407	52	1,037	918	(150)	15	162
Noninterest expense	17,613	2,627	1,458	3,852	1,018	4,480	3,516
Income (loss) before income taxes	7,682	440	2,012	(1,948)	1,665	727	552
Income tax expense (benefit) <sup>(1)</sup>	1,450	164	748	(811)	615	1,029	205
Net income (loss)	\$ 6,232	\$ 276	\$ 1,264	\$ (1,137)	\$ 1,050	\$ (302)	\$ 347
Average							
Total loans and leases	\$ 942,032	n/m	\$ 123,547	\$ 120,079	\$ 188,037	\$ 120,143	\$ 102,785
Total assets <sup>(2)</sup>	2,301,454	\$ 447,053	130,298	182,843	299,542	748,289	290,765
Total deposits	1,051,320	422,331	n/m	n/m	173,837	121,389	255,660
Period end							
Total loans and leases	\$ 932,531	n/m	\$ 122,223	\$ 119,823	\$ 188,650	\$ 124,527	\$ 102,361
Total assets <sup>(2)</sup>	2,219,628	\$ 448,906	128,759	188,769	284,897	686,035	280,686
Total deposits	1,041,353	424,267	n/m	n/m	171,297	115,724	251,027
Second Quarter 2011							
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	All Other
Net interest income <sup>(1)</sup>	\$ 11,493	\$ 2,281	\$ 2,905	\$ 579	\$ 1,827	\$ 1,787	\$ 1,571
Noninterest income (loss)	1,990	1,020	1,951	(11,894)	984	5,005	2,919
Total revenue, net of interest expense	13,483	3,301	4,856	(11,315)	2,811	6,792	4,490
Provision for credit losses	3,255	31	302	1,507	(417)	(82)	72
Noninterest expense	22,856	2,609	1,532	8,645	1,069	4,708	3,631
Income (loss) before income taxes	(12,628)	661	3,022	(21,467)	2,159	2,166	787
Income tax expense (benefit) <sup>(1)</sup>	(3,802)	237	1,083	(6,948)	778	607	281
Net income (loss)	\$ (8,826)	\$ 424	\$ 1,939	\$ (14,519)	\$ 1,381	\$ 1,559	\$ 506
Average							
Total loans and leases	\$ 938,513	n/m	\$ 127,344	\$ 121,683	\$ 189,347	\$ 109,473	\$ 102,200
Total assets <sup>(2)</sup>	2,339,110	\$ 451,554	132,024	198,030	320,436	748,964	289,050
Total deposits	1,035,944	426,684	n/m	n/m	166,481	116,899	255,219
Period end							
Total loans and leases	\$ 941,257	n/m	\$ 125,140	\$ 121,553	\$ 189,435	\$ 114,165	\$ 102,878
Total assets <sup>(2)</sup>	2,261,319	\$ 449,123	132,372	185,398	280,296	689,306	284,294
Total deposits	1,038,408	424,579	n/m	n/m	170,156	122,348	255,580
Third Quarter 2010							
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	All Other
Net interest income <sup>(1)</sup>	\$ 12,717	\$ 1,954	\$ 3,500	\$ 1,339	\$ 1,853	\$ 1,884	\$ 1,345
Noninterest income	14,265	1,192	1,877	2,273	780	5,189	2,553
Total revenue, net of interest expense	26,982	3,146	5,377	3,612	2,633	7,073	3,898
Provision for credit losses	5,396	62	3,066	1,302	556	(157)	127
Noninterest expense	27,216	2,774	11,834	2,923	1,061	4,311	3,345
Income (loss) before income taxes	(5,630)	310	(9,523)	(613)	1,016	2,919	426
Income tax expense (benefit) <sup>(1)</sup>	1,669	112	321	(221)	372	1,451	157
Net income (loss)	\$ (7,299)	\$ 198	\$ (9,844)	\$ (392)	\$ 644	\$ 1,468	\$ 269
Average							
Total loans and leases	\$ 934,860	n/m	\$ 141,092	\$ 127,712	\$ 199,320	\$ 98,874	\$ 99,103
Total assets <sup>(2)</sup>	2,379,397	\$ 436,479	149,156	221,908	318,404	743,264	265,641
Total deposits	973,846	411,117	n/m	n/m	148,605	96,040	234,807
Period end							
Total loans and leases	\$ 933,910	n/m	\$ 138,492	\$ 127,700	\$ 196,333	\$ 99,525	\$ 99,511
Total assets <sup>(2)</sup>	2,339,660	\$ 434,854	140,257	214,498	304,543	745,863	266,489
Total deposits	977,322	409,365	n/m	n/m	150,994	99,462	240,381

(1) Fully taxable-equivalent basis

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

n/m = not meaningful

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

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

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**Bank of America Corporation and Subsidiaries**  
**Year-to-Date Results by Business Segment**

(Dollars in millions)

Nine Months Ended September 30, 2011							
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	All Other
Net interest income <sup>(1)</sup>	\$ 34,629	\$ 6,473	\$ 8,743	\$ 2,398	\$ 5,420	\$ 5,668	\$ 1,376
Noninterest income (loss)	34,651	3,136	5,342	(8,828)	2,577	14,228	9,535
Total revenue, net of interest expense	69,280	9,609	14,085	(6,430)	7,997	19,896	10,911
Provision for credit losses	10,476	116	1,934	3,523	(488)	(269)	5,380
Noninterest expense	60,752	7,835	4,632	17,297	3,195	13,892	3,155
Income (loss) before income taxes	(1,948)	1,658	7,519	(27,250)	5,290	6,273	2,376
Income tax expense (benefit) <sup>(1)</sup>	(1,403)	607	2,752	(9,180)	1,936	2,873	(1,191)
Net income (loss)	\$ (545)	\$ 1,051	\$ 4,767	\$ (18,070)	\$ 3,354	\$ 3,400	\$ 3,567
<b>Average</b>							
Total loans and leases	\$ 939,848	n/m	\$ 127,755	\$ 120,772	\$ 189,924	\$ 111,167	\$ 287,627
Total assets <sup>(2)</sup>	2,326,232	\$ 447,369	132,657	196,637	310,804	735,438	292,359
Total deposits	1,036,905	422,452	n/m	n/m	166,895	116,364	256,455
<b>Period end</b>							
Total loans and leases	\$ 932,531	n/m	\$ 122,223	\$ 119,823	\$ 188,650	\$ 124,527	\$ 274,269
Total assets <sup>(2)</sup>	2,219,628	\$ 448,906	128,759	188,769	284,897	686,035	280,686
Total deposits	1,041,353	424,267	n/m	n/m	171,297	115,724	251,027

Nine Months Ended September 30, 2010							
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	All Other
Net interest income <sup>(1)</sup>	\$ 39,984	\$ 6,272	\$ 11,002	\$ 3,538	\$ 6,143	\$ 6,011	\$ 2,766
Noninterest income	48,738	4,287	5,982	6,311	2,468	16,573	5,241
Total revenue, net of interest expense	88,722	10,559	16,984	9,849	8,611	22,584	8,007
Provision for credit losses	23,306	160	9,116	7,292	2,115	(54)	4,186
Noninterest expense	62,244	7,926	14,895	8,906	3,068	13,213	4,499
Income (loss) before income taxes	3,172	2,473	(7,027)	(6,349)	3,428	9,425	1,900
Income tax expense (benefit) <sup>(1)</sup>	4,166	911	1,242	(2,339)	1,263	3,797	(1,586)
Net income (loss)	\$ (994)	\$ 1,562	\$ (8,269)	\$ (4,010)	\$ 2,165	\$ 5,628	\$ 908
<b>Average</b>							
Total loans and leases	\$ 964,302	n/m	\$ 147,893	\$ 130,684	\$ 206,699	\$ 97,915	\$ 281,478
Total assets <sup>(2)</sup>	2,462,977	\$ 440,598	157,030	227,323	307,484	763,797	259,587
Total deposits	982,132	415,458	n/m	n/m	145,931	95,568	227,613
<b>Period end</b>							
Total loans and leases	\$ 933,910	n/m	\$ 138,492	\$ 127,700	\$ 196,333	\$ 99,525	\$ 271,672
Total assets <sup>(2)</sup>	2,339,660	\$ 434,854	140,257	214,498	304,543	745,863	266,489
Total deposits	977,322	409,365	n/m	n/m	150,994	99,462	240,381

(1) Fully taxable-equivalent basis

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

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Deposits Segment Results

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(1)</sup>	\$ 6,473	\$ 6,272	\$ 1,987	\$ 2,281	\$ 2,205	\$ 2,006	\$ 1,954
Noninterest income:							
Service charges	2,959	4,111	1,071	965	923	947	1,138
All other income	177	176	61	55	61	50	54
Total noninterest income	3,136	4,287	1,132	1,020	984	997	1,192
Total revenue, net of interest expense	9,609	10,559	3,119	3,301	3,189	3,003	3,146
Provision for credit losses	116	160	52	31	33	41	62
Noninterest expense	7,835	7,926	2,627	2,609	2,599	3,270	2,774
Income (loss) before income taxes	1,658	2,473	440	661	557	(308)	310
Income tax expense (benefit) <sup>(1)</sup>	607	911	164	237	206	(108)	112
Net income (loss)	\$ 1,051	\$ 1,562	\$ 276	\$ 424	\$ 351	\$ (200)	\$ 198
Net interest yield <sup>(1)</sup>	2.06 %	2.02 %	1.88 %	2.15 %	2.14 %	1.93 %	1.89 %
Return on average equity	5.93	8.61	4.61	7.20	6.02	n/m	3.23
Return on average economic capital <sup>(2)</sup>	24.54	33.45	18.78	29.98	25.14	n/m	12.40
Efficiency ratio <sup>(1)</sup>	81.54	75.07	84.24	79.05	81.49	108.87	88.17

### Balance sheet

Average							
Total earning assets <sup>(3)</sup>	\$ 420,975	\$ 414,212	\$ 420,310	\$ 425,363	\$ 417,218	\$ 411,765	\$ 410,330
Total assets <sup>(3)</sup>	447,369	440,598	447,053	451,554	443,461	438,346	436,479
Total deposits	422,452	415,458	422,331	426,684	418,298	413,150	411,117
Allocated equity	23,692	24,254	23,820	23,612	23,641	24,128	24,402
Economic capital <sup>(2)</sup>	5,740	6,277	5,873	5,662	5,683	6,161	6,424
Period end							
Total earning assets <sup>(3)</sup>	\$ 422,197	\$ 408,734	\$ 422,197	\$ 422,646	\$ 429,956	\$ 414,215	\$ 408,734
Total assets <sup>(3)</sup>	448,906	434,854	448,906	449,123	456,248	440,954	434,854
Total deposits	424,267	409,365	424,267	424,579	431,022	415,189	409,365

(1) Fully taxable-equivalent basis

(2) Return on average economic capital is calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations—Reconciliations to GAAP Financial Measures on pages 44-46.)

(3) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Deposits Key Indicators

(Dollars in millions, except as noted)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
<b>Average deposit balances</b>							
Checking	\$ 164,495	\$ 149,632	\$ 166,304	\$ 166,666	\$ 160,452	\$ 154,333	\$ 150,117
Savings	38,189	34,656	38,636	39,209	36,701	35,120	35,135
MMS	127,748	120,671	128,728	128,546	125,941	124,446	122,996
CDs and IRAs	88,724	107,337	85,377	88,912	91,954	95,860	99,702
Non-U.S. and other	3,296	3,162	3,286	3,351	3,250	3,391	3,167
<b>Total average deposit balances</b>	<b>\$ 422,452</b>	<b>\$ 415,458</b>	<b>\$ 422,331</b>	<b>\$ 426,684</b>	<b>\$ 418,298</b>	<b>\$ 413,150</b>	<b>\$ 411,117</b>
<b>Deposit spreads (excludes noninterest costs)</b>							
Checking	3.36 %	3.80 %	3.21 %	3.36 %	3.50 %	3.60 %	3.76 %
Savings	3.33	3.69	3.25	3.32	3.42	3.51	3.63
MMS	1.48	1.05	1.42	1.46	1.55	1.55	1.53
CDs and IRAs	0.37	0.20	0.40	0.36	0.35	0.32	0.28
Non-U.S. and other	3.81	4.33	3.63	3.83	3.97	4.10	4.24
<b>Total deposit spreads</b>	<b>2.15</b>	<b>2.05</b>	<b>2.10</b>	<b>2.16</b>	<b>2.20</b>	<b>2.20</b>	<b>2.23</b>
<b>Operating cost per dollar deposit <sup>(1)</sup></b>	<b>2.51 %</b>	<b>2.55 %</b>	<b>2.47 %</b>	<b>2.45 %</b>	<b>2.60 %</b>	<b>2.65 %</b>	<b>2.68 %</b>
<b>Client brokerage assets <sup>(2)</sup></b>	<b>\$ 61,918</b>	<b>\$ 59,984</b>	<b>\$ 61,918</b>	<b>\$ 69,000</b>	<b>\$ 66,703</b>	<b>\$ 63,597</b>	<b>\$ 59,984</b>
<b>Online banking (end of period)</b>							
Active accounts (units in thousands)	29,917	29,313	29,917	29,660	30,065	29,345	29,313
Active billpay accounts (units in thousands)	15,464	14,941	15,464	15,356	15,345	14,985	14,941
Online Only (units in thousands)	14,453	14,373	14,453	14,305	14,719	14,359	14,373

(1) Operating cost per dollar deposit represents annualized noninterest expense, excluding certain expenses, as a percentage of average deposits.

(2) During the first quarter of 2011, the Merrill Edge business was moved from *GWIM* along with historical results.

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

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

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

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2011	2010	2011	2011	2011	2010	2010
Net interest income <sup>(2)</sup>	\$ 8,743	\$ 11,002	\$ 2,823	\$ 2,905	\$ 3,015	\$ 3,412	\$ 3,500
Noninterest income:							
Card income	4,980	5,206	1,720	1,684	1,576	1,843	1,731
All other income (loss)	362	776	(36)	267	131	102	146
Total noninterest income	5,342	5,982	1,684	1,951	1,707	1,945	1,877
Total revenue, net of interest expense	14,085	16,984	4,507	4,856	4,722	5,357	5,377
Provision for credit losses	1,934	9,116	1,037	302	595	1,846	3,066
Goodwill impairment	—	10,400	—	—	—	—	10,400
All other noninterest expense	4,632	4,495	1,458	1,532	1,642	1,463	1,434
Income (loss) before income taxes	7,519	(7,027)	2,012	3,022	2,485	2,048	(9,523)
Income tax expense <sup>(2)</sup>	2,752	1,242	748	1,083	921	759	321
Net income (loss)	\$ 4,767	\$ (8,269)	\$ 1,264	\$ 1,939	\$ 1,564	\$ 1,289	\$ (9,844)
Net interest yield <sup>(2)</sup>	9.07 %	9.86 %	8.98 %	9.07 %	9.16 %	9.83 %	9.76 %
Return on average equity	27.76	n/m	22.36	34.31	26.65	20.31	n/m
Return on average economic capital <sup>(3)</sup>	59.71	18.94	49.31	74.83	55.29	40.28	16.63
Efficiency ratio <sup>(2)</sup>	32.88	87.70	32.35	31.54	34.77	27.30	n/m
Efficiency ratio, excluding goodwill impairment charge <sup>(2)</sup>	32.88	26.46	32.35	31.54	34.77	27.30	26.69
<b>Balance sheet</b>							
<b>Average</b>							
Total loans and leases	\$127,755	\$147,893	\$123,547	\$127,344	\$132,473	\$136,738	\$141,092
Total earning assets	128,905	149,181	124,767	128,505	133,539	137,766	142,228
Total assets	132,657	157,030	130,298	132,024	135,709	138,370	149,156
Allocated equity	22,958	37,073	22,410	22,671	23,807	25,173	33,033
Economic capital <sup>(3)</sup>	10,701	15,424	10,194	10,410	11,512	12,846	13,665
<b>Period end</b>							
Total loans and leases	\$122,223	\$138,492	\$122,223	\$125,140	\$128,845	\$137,024	\$138,492
Total earning assets	123,510	139,495	123,510	126,323	129,945	138,072	139,495
Total assets	128,759	140,257	128,759	132,372	134,076	140,146	140,257

(1) During the third quarter of 2011, as a result of the decision to exit the international consumer card businesses, the *Global Card Services* business segment was renamed to *Card Services*. The international consumer card business results have been moved to *All Other* and prior periods have been reclassified.

(2) Fully taxable-equivalent basis

(3) Return on average economic capital is calculated as net income, excluding goodwill impairment charge, cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

n/m = not meaningful

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

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

**Bank of America Corporation and Subsidiaries**  
**Card Services Key Indicators**

(Dollars in millions)

	Nine Months Ended September 30				Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2011		2010		2011	2011	2011	2010	2010
<b>U.S. Consumer Card Data <sup>(1)</sup></b>									
<b>Loans</b>									
Average credit card outstandings	\$ 106,569		\$ 119,744		\$ 103,671	\$ 106,164	\$ 109,941	\$ 112,673	\$ 115,251
Ending credit card outstandings	102,803		113,609		102,803	104,659	107,107	113,785	113,609
<b>Credit quality</b>									
Net charge-offs	\$ 5,844		\$ 10,455		\$ 1,639	\$ 1,931	\$ 2,274	\$ 2,572	\$ 2,975
	7.33	%	11.67	%	6.28	7.29	8.39	9.05	10.24
30+ delinquency	\$ 4,019		\$ 6,460		\$ 4,019	\$ 4,263	\$ 5,093	\$ 5,914	\$ 6,460
	3.91	%	5.69	%	3.91	4.07	4.75	5.20	5.69
90+ delinquency	\$ 2,128		\$ 3,484		\$ 2,128	\$ 2,413	\$ 2,879	\$ 3,320	\$ 3,484
	2.07	%	3.07	%	2.07	2.31	2.68	2.92	3.07
<b>Other Card Services Key Indicators</b>									
<b>U.S. Consumer card data</b>									
Gross interest yield	10.29	%	10.72	%	10.14	10.27	10.47	10.70	10.72
Risk adjusted margin	5.51		1.72		6.08	6.23	4.25	4.63	3.14
New account growth (in thousands)	2,238		1,294		851	730	657	520	475
Purchase volumes	\$ 141,457		\$ 136,893		\$ 48,547	\$ 48,974	\$ 43,936	\$ 49,092	\$ 47,285
<b>Debit card data</b>									
Debit purchase volumes	\$ 186,819		\$ 173,214		\$ 62,774	\$ 64,049	\$ 59,996	\$ 60,866	\$ 58,011

(1) U.S. consumer card does not include business card, debit card and consumer lending.

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

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

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

(Dollars in millions; except as noted)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(1)</sup>	\$ 2,398	\$ 3,538	\$ 923	\$ 579	\$ 896	\$ 1,124	\$ 1,339
Noninterest income:							
Mortgage banking income (loss)	(10,523)	4,418	1,800	(13,018)	695	(1,254)	1,757
Insurance income	753	1,578	23	299	431	484	527
All other income (loss)	942	315	76	825	41	126	(11)
Total noninterest income (loss)	(8,828)	6,311	1,899	(11,894)	1,167	(644)	2,273
Total revenue, net of interest expense	(6,430)	9,849	2,822	(11,315)	2,063	480	3,612
Provision for credit losses	3,523	7,292	918	1,507	1,098	1,198	1,302
Goodwill impairment	2,603	—	—	2,603	—	2,000	—
All other noninterest expense	14,694	8,906	3,852	6,042	4,800	3,980	2,923
Loss before income taxes	(27,250)	(6,349)	(1,948)	(21,467)	(3,835)	(6,698)	(613)
Income tax benefit <sup>(1)</sup>	(9,180)	(2,339)	(811)	(6,948)	(1,421)	(1,761)	(221)
Net loss	\$ (18,070)	\$ (4,010)	\$ (1,137)	\$ (14,519)	\$ (2,414)	\$ (4,937)	\$ (392)
Net interest yield <sup>(1)</sup>	2.00 %	2.53 %	2.45 %	1.46 %	2.11 %	2.48 %	2.87 %
Efficiency ratio <sup>(1)</sup>	n/m	90.43	n/m	n/m	n/m	n/m	80.94
<b>Balance sheet</b>							
<b>Average</b>							
Total loans and leases	\$ 120,772	\$ 130,684	\$ 120,079	\$ 121,683	\$ 120,560	\$ 124,933	\$ 127,712
Total earning assets	159,979	187,134	149,177	158,674	172,339	180,030	184,994
Total assets	196,637	227,323	182,843	198,030	209,328	218,085	221,908
Allocated equity	16,688	26,591	14,240	17,139	18,736	24,310	26,493
Economic capital <sup>(2)</sup>	14,884	21,788	14,240	14,437	15,994	19,511	21,692
<b>Period end</b>							
Total loans and leases	\$ 119,823	\$ 127,700	\$ 119,823	\$ 121,553	\$ 118,749	\$ 122,933	\$ 127,700
Total earning assets	144,831	178,068	144,831	149,908	166,265	172,082	178,068
Total assets	188,769	214,498	188,769	185,398	204,484	212,412	214,498
<b>Period end (in billions)</b>							
Mortgage servicing portfolio <sup>(3)</sup>	\$ 1,917.4	\$ 2,079.5	\$ 1,917.4	\$ 1,991.3	\$ 2,028.4	\$ 2,056.8	\$ 2,079.5

(1) Fully taxable-equivalent basis

(2) Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

(3) Servicing of residential mortgage loans, home equity lines of credit, home equity loans and discontinued real estate mortgage loans.

n/m = not meaningful

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

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



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

(Dollars in millions)

Nine Months Ended September 30, 2011				
	Total Consumer Real Estate Services	Home Loans	Legacy Asset Servicing	Other
Net interest income <sup>(2)</sup>	\$ 2,398	\$ 1,520	\$ 941	\$ (63)
Noninterest income:				
Mortgage banking income (loss)	(10,523)	2,602	(12,615)	(510)
Insurance income	753	753	—	—
All other income	942	860	82	—
Total noninterest income (loss)	(8,828)	4,215	(12,533)	(510)
Total revenue, net of interest expense	(6,430)	5,735	(11,592)	(573)
Provision for credit losses	3,523	171	3,352	—
Goodwill impairment	2,603	—	—	2,603
Noninterest expense	14,694	4,548	10,146	—
Income (loss) before income taxes	(27,250)	1,016	(25,090)	(3,176)
Income tax expense (benefit) <sup>(2)</sup>	(9,180)	377	(9,362)	(195)
<b>Net income (loss)</b>	<b>\$ (18,070)</b>	<b>\$ 639</b>	<b>\$ (15,728)</b>	<b>\$ (2,981)</b>

**Balance sheet**

<b>Average</b>				
Total loans and leases	\$ 120,772	\$ 55,128	\$ 65,644	\$ —
Total earning assets	159,979	73,110	67,854	19,015
Total assets	196,637	75,305	83,114	38,218
Allocated equity	16,688	n/a	n/a	n/a
Economic capital <sup>(3)</sup>	14,884	n/a	n/a	n/a
<b>Period end</b>				
Total loans and leases	\$ 119,823	\$ 55,170	\$ 64,653	\$ —
Total earning assets	144,831	66,618	67,548	10,665
Total assets	188,769	80,670	83,529	24,570

Three Months Ended September 30, 2011				
	Total Consumer Real Estate Services	Home Loans	Legacy Asset Servicing	Other
Net interest income <sup>(2)</sup>	\$ 923	\$ 473	\$ 472	\$ (22)
Noninterest income:				
Mortgage banking income	1,800	914	526	360
Insurance income	23	23	—	—
All other income	76	38	38	—
Total noninterest income	1,899	975	564	360
Total revenue, net of interest expense	2,822	1,448	1,036	338
Provision for credit losses	918	50	868	—
Noninterest expense	3,852	1,340	2,512	—
Income (loss) before income taxes	(1,948)	58	(2,344)	338
Income tax expense (benefit) <sup>(2)</sup>	(811)	24	(976)	141
<b>Net income (loss)</b>	<b>\$ (1,137)</b>	<b>\$ 34</b>	<b>\$ (1,368)</b>	<b>\$ 197</b>

**Balance sheet**

<b>Average</b>				
Total loans and leases	\$ 120,079	\$ 54,961	\$ 65,118	\$ —
Total earning assets	149,177	68,924	67,524	12,729
Total assets	182,843	72,601	81,560	28,682
Allocated equity	14,240	n/a	n/a	n/a
Economic capital <sup>(3)</sup>	14,240	n/a	n/a	n/a
<b>Period end</b>				
Total loans and leases	\$ 119,823	\$ 55,170	\$ 64,653	\$ —
Total earning assets	144,831	66,618	67,548	10,665
Total assets	188,769	80,670	83,529	24,570

Three Months Ended June 30, 2011

	<b>Total Consumer Real Estate Services</b>	<b>Home Loans</b>	<b>Legacy Asset Servicing</b>	<b>Other</b>
Net interest income (2)	\$ 579	\$ 474	\$ 136	\$ (31)
Noninterest income:				
Mortgage banking income (loss)	(13,018)	936	(13,081)	(873)
Insurance income	299	299	—	—
All other income	825	795	30	—
Total noninterest income (loss)	(11,894)	2,030	(13,051)	(873)
Total revenue, net of interest expense	(11,315)	2,504	(12,915)	(904)
Provision for credit losses	1,507	121	1,386	—
Goodwill impairment	2,603	—	—	2,603
Noninterest expense	6,042	1,543	4,499	—
Income (loss) before income taxes	(21,467)	840	(18,800)	(3,507)
Income tax expense (benefit) (2)	(6,948)	309	(6,924)	(333)
<b>Net income (loss)</b>	<b>\$ (14,519)</b>	<b>\$ 531</b>	<b>\$ (11,876)</b>	<b>\$ (3,174)</b>

#### Balance sheet

<b>Average</b>				
Total loans and leases	\$ 121,683	\$ 55,465	\$ 66,218	\$ —
Total earning assets	158,674	72,074	68,246	18,354
Total assets	198,030	73,681	84,312	40,037
Allocated equity	17,139	n/a	n/a	n/a
Economic capital (3)	14,437	n/a	n/a	n/a
<b>Period end</b>				
Total loans and leases	\$ 121,553	\$ 55,476	\$ 66,077	\$ —
Total earning assets	149,908	69,844	68,092	11,972
Total assets	185,398	71,898	83,236	30,264

(1) *Consumer Real Estate Services* includes Home Loans and Legacy Asset Servicing with results of certain mortgage servicing right activities, including net hedge results, together with any related assets or liabilities used as economic hedges and other unallocated assets (e.g. goodwill), included in Other.

(2) Fully taxable-equivalent basis

(3) Economic capital represents allocated equity less goodwill and a percentage of intangible assets (excluding mortgage servicing rights). Economic capital is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

n/a = not applicable

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

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

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

(Dollars in millions, except as noted)

	Nine Months Ended September 30			Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010						
<b>Mortgage servicing rights at fair value rollforward:</b>								
Balance, beginning of period	\$ 14,900	\$ 19,465		\$ 12,372	\$ 15,282	\$14,900	\$12,251	\$14,745
Net additions	1,050	2,758		33	176	841	757	745
Impact of customer payments <sup>(1)</sup>	(2,009)	(2,960)		(664)	(639)	(706)	(799)	(923)
Other changes in mortgage servicing rights fair value <sup>(2)</sup>	(6,060)	(7,012)		(3,860)	(2,447)	247	2,691	(2,316)
<b>Balance, end of period</b>	<b>\$ 7,881</b>	<b>\$ 12,251</b>		<b>\$ 7,881</b>	<b>\$ 12,372</b>	<b>\$15,282</b>	<b>\$14,900</b>	<b>\$12,251</b>
Capitalized mortgage servicing rights (% of loans serviced for investors)	52 bps	73 bps		52 bps	78 bps	95 bps	92 bps	73 bps
Mortgage loans serviced for investors (in billions)	\$ 1,512	\$ 1,669		\$ 1,512	\$ 1,578	\$ 1,610	\$ 1,628	\$ 1,669
<b>Loan production:</b>								
<b>Consumer Real Estate Services</b>								
First mortgage	\$121,220	\$205,981		\$ 30,448	\$ 38,253	\$52,519	\$81,255	\$69,875
Home equity	3,114	5,602		660	879	1,575	2,024	2,000
<b>Total Corporation <sup>(3)</sup></b>								
First mortgage	130,142	213,365		33,038	40,370	56,734	84,673	71,925
Home equity	3,629	6,300		847	1,054	1,728	2,137	2,136
<b>Mortgage banking income (loss)</b>								
Production income (loss):								
Core production revenue	\$ 2,295	\$ 4,560		\$ 803	\$ 824	\$ 668	\$ 1,622	\$ 1,849
Representations and warranties provision	(15,328)	(2,646)		(278)	(14,037)	(1,013)	(4,140)	(872)
Total production income (loss)	(13,033)	1,914		525	(13,213)	(345)	(2,518)	977
Servicing income:								
Servicing fees	4,626	4,842		1,464	1,556	1,606	1,634	1,623
Impact of customer payments <sup>(1)</sup>	(2,009)	(2,961)		(664)	(639)	(706)	(799)	(923)
Fair value changes of mortgage servicing rights, net of economic hedge results <sup>(4)</sup>	(509)	120		361	(873)	3	257	(89)
Other servicing-related revenue	402	503		114	151	137	172	169
Total net servicing income	2,510	2,504		1,275	195	1,040	1,264	780
Total Consumer Real Estate Services mortgage banking income (loss)	(10,523)	4,418		1,800	(13,018)	695	(1,254)	1,757
Other business segments' mortgage banking loss <sup>(5)</sup>	(426)	(265)		(183)	(178)	(65)	(165)	(2)
<b>Total consolidated mortgage banking income (loss)</b>	<b>\$ (10,949)</b>	<b>\$ 4,153</b>		<b>\$ 1,617</b>	<b>\$ (13,196)</b>	<b>\$ 630</b>	<b>\$ (1,419)</b>	<b>\$ 1,755</b>

(1) Represents the change in the market value of the mortgage servicing rights asset due to the impact of customer payments received during the year.

(2) These amounts reflect the change in discount rates and prepayment speed assumptions, mostly due to changes in interest rates, as well as the effect of changes in other assumptions.

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

(4) Includes sale of mortgage servicing rights.

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

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

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

# Bank of America Corporation and Subsidiaries

## Global Commercial Banking Segment Results

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(1)</sup>	\$ 5,420	\$ 6,143	\$ 1,743	\$ 1,827	\$ 1,850	\$ 1,865	\$ 1,853
Noninterest income:							
Service charges	1,745	1,777	563	576	606	563	589
All other income	832	691	227	408	197	186	191
Total noninterest income	2,577	2,468	790	984	803	749	780
Total revenue, net of interest expense	7,997	8,611	2,533	2,811	2,653	2,614	2,633
Provision for credit losses	(488)	2,115	(150)	(417)	79	(136)	556
Noninterest expense	3,195	3,068	1,018	1,069	1,108	1,061	1,061
Income before income taxes	5,290	3,428	1,665	2,159	1,466	1,689	1,016
Income tax expense <sup>(1)</sup>	1,936	1,263	615	778	543	636	372
<b>Net income</b>	<b>\$ 3,354</b>	<b>\$ 2,165</b>	<b>\$ 1,050</b>	<b>\$ 1,381</b>	<b>\$ 923</b>	<b>\$ 1,053</b>	<b>\$ 644</b>
Net interest yield <sup>(1)</sup>	2.66 %	3.03 %	2.65 %	2.60 %	2.73 %	2.67 %	2.61 %
Return on average equity	10.96	6.61	10.22	13.67	9.02	9.72	5.95
Return on average economic capital <sup>(2)</sup>	22.18	12.55	20.78	27.95	18.01	18.75	11.52
Efficiency ratio <sup>(1)</sup>	39.95	35.63	40.19	38.03	41.75	40.60	40.31

### Balance sheet

Average							
Total loans and leases	\$ 189,924	\$ 206,699	\$ 188,037	\$ 189,347	\$ 192,438	\$ 195,293	\$ 199,320
Total earning assets <sup>(3)</sup>	272,585	270,719	261,422	281,831	274,647	277,393	281,740
Total assets <sup>(3)</sup>	310,804	307,484	299,542	320,436	312,576	314,790	318,404
Total deposits	166,895	145,931	173,837	166,481	160,217	156,672	148,605
Allocated equity	40,917	43,790	40,726	40,522	41,512	42,997	42,930
Economic capital <sup>(2)</sup>	20,222	23,112	20,037	19,825	20,812	22,294	22,223
Period end							
Total loans and leases	\$ 188,650	\$ 196,333	\$ 188,650	\$ 189,435	\$ 190,749	\$ 194,038	\$ 196,333
Total earning assets <sup>(3)</sup>	247,068	267,825	247,068	242,261	272,411	274,624	267,825
Total assets <sup>(3)</sup>	284,897	304,543	284,897	280,296	309,936	312,807	304,543
Total deposits	171,297	150,994	171,297	170,156	161,584	161,279	150,994

(1) Fully taxable-equivalent basis

(2) Return on average economic capital is calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

(3) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).

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

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

**Bank of America Corporation and Subsidiaries**  
**Global Commercial Banking Key Indicators**

(Dollars in millions)

	Nine Months Ended September 30			Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010						
<b>Revenue, net of interest expense by service segment</b>								
Business lending	\$ 4,393	\$ 5,005		\$ 1,358	\$ 1,558	\$ 1,477	\$ 1,484	\$ 1,532
Treasury services	3,604	3,606		1,175	1,253	1,176	1,130	1,101
<b>Total revenue, net of interest expense <sup>(1)</sup></b>	<b>\$ 7,997</b>	<b>\$ 8,611</b>		<b>\$ 2,533</b>	<b>\$ 2,811</b>	<b>\$ 2,653</b>	<b>\$ 2,614</b>	<b>\$ 2,633</b>
<b>Average loans and leases by product</b>								
U.S. commercial	\$ 104,726	\$ 104,572		\$ 104,646	\$ 104,829	\$ 104,703	\$ 102,914	\$ 101,447
Commercial real estate	40,510	53,765		38,189	40,597	42,796	45,854	49,748
Direct/Indirect consumer	41,931	46,019		42,283	41,078	42,435	44,185	45,885
Other	2,757	2,343		2,919	2,843	2,504	2,340	2,240
<b>Total average loans and leases</b>	<b>\$ 189,924</b>	<b>\$ 206,699</b>		<b>\$ 188,037</b>	<b>\$ 189,347</b>	<b>\$ 192,438</b>	<b>\$ 195,293</b>	<b>\$ 199,320</b>
<b>Loan spread</b>	<b>2.30</b>	<b>% 2.31</b>	<b>%</b>	<b>2.24</b>	<b>% 2.26</b>	<b>% 2.40</b>	<b>% 2.27</b>	<b>% 2.29</b>
<b>Credit quality</b>								
Reservable utilized criticized exposure <sup>(2)</sup>	\$ 22,784	\$ 36,332		\$ 22,784	\$ 27,041	\$ 30,643	\$ 32,816	\$ 36,332
	12.30	% 18.45	%	12.30	% 14.27	% 15.83	% 16.74	% 18.45
Nonperforming loans, leases and foreclosed properties <sup>(3)</sup>	\$ 6,589	\$ 9,414		\$ 6,589	\$ 7,373	\$ 8,321	\$ 8,681	\$ 9,414
	3.49	% 4.79	%	3.49	% 3.88	% 4.36	% 4.47	% 4.79
<b>Average deposit balances</b>								
Interest-bearing	\$ 51,961	\$ 53,980		\$ 48,627	\$ 52,643	\$ 54,679	\$ 55,354	\$ 53,565
Noninterest-bearing	114,934	91,951		125,210	113,838	105,538	101,318	95,040
<b>Total</b>	<b>\$ 166,895</b>	<b>\$ 145,931</b>		<b>\$ 173,837</b>	<b>\$ 166,481</b>	<b>\$ 160,217</b>	<b>\$ 156,672</b>	<b>\$ 148,605</b>

(1) Fully taxable-equivalent basis

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

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

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

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

# Bank of America Corporation and Subsidiaries

## Global Banking & Markets Segment Results

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(1)</sup>	\$ 5,668	\$ 6,011	\$ 1,846	\$ 1,787	\$ 2,035	\$ 1,989	\$ 1,884
Noninterest income:							
Service charges	1,327	1,378	410	442	475	495	455
Investment and brokerage services	1,876	1,831	613	587	676	546	565
Investment banking income	4,196	3,823	1,048	1,637	1,511	1,583	1,306
Trading account profits	6,312	8,727	1,621	2,070	2,621	961	2,454
All other income (loss)	517	814	(316)	269	564	(210)	409
Total noninterest income	14,228	16,573	3,376	5,005	5,847	3,375	5,189
Total revenue, net of interest expense	19,896	22,584	5,222	6,792	7,882	5,364	7,073
Provision for credit losses	(269)	(54)	15	(82)	(202)	(112)	(157)
Noninterest expense	13,892	13,213	4,480	4,708	4,704	4,321	4,311
Income before income taxes	6,273	9,425	727	2,166	3,380	1,155	2,919
Income tax expense <sup>(1)</sup>	2,873	3,797	1,029	607	1,237	486	1,451
Net income (loss)	\$ 3,400	\$ 5,628	\$ (302)	\$ 1,559	\$ 2,143	\$ 669	\$ 1,468
Return on average equity	11.83	% 14.73	n/m	16.69	% 20.94	% 5.65	% 11.61
Return on average economic capital <sup>(2)</sup>	16.37	18.39	n/m	23.23	27.99	7.28	14.57
Efficiency ratio <sup>(1)</sup>	69.83	58.51	85.82	% 69.32	59.67	80.55	60.96
<b>Balance sheet</b>							
<b>Average</b>							
Total trading-related assets <sup>(3)</sup>	\$ 483,232	\$ 515,469	\$ 490,356	\$ 500,595	\$ 458,394	\$ 485,161	\$ 507,014
Total loans and leases	111,167	97,915	120,143	109,473	103,704	100,606	98,874
Total earning assets <sup>(4)</sup>	571,745	611,061	572,758	568,095	574,399	580,912	591,313
Total assets <sup>(4)</sup>	735,438	763,797	748,289	748,964	708,625	733,732	743,264
Total deposits	116,364	95,568	121,389	116,899	110,687	104,655	96,040
Allocated equity	38,422	51,083	36,372	37,458	41,491	46,935	50,173
Economic capital <sup>(2)</sup>	27,875	41,022	25,589	26,984	31,112	36,695	40,116
<b>Period end</b>							
Total trading-related assets <sup>(3)</sup>	\$ 448,062	\$ 516,874	\$ 448,062	\$ 445,221	\$ 455,958	\$ 417,714	\$ 516,874
Total loans and leases	124,527	99,525	124,527	114,165	105,651	99,964	99,525
Total earning assets <sup>(4)</sup>	530,471	598,809	530,471	516,920	563,140	512,962	598,809
Total assets <sup>(4)</sup>	686,035	745,863	686,035	689,306	697,132	653,737	745,863
Total deposits	115,724	99,462	115,724	122,348	114,579	109,691	99,462
<b>Trading-related assets (average)</b>							
Trading account securities	\$ 206,779	\$ 203,201	\$ 199,782	\$ 214,451	\$ 206,177	\$ 201,006	\$ 201,494
Reverse repurchases	166,684	191,430	174,610	173,403	151,788	166,070	183,246
Securities borrowed	48,841	55,695	47,314	54,044	45,140	51,294	54,899
Derivative assets	60,928	65,143	68,650	58,697	55,289	66,791	67,375
Total trading-related assets <sup>(3)</sup>	\$ 483,232	\$ 515,469	\$ 490,356	\$ 500,595	\$ 458,394	\$ 485,161	\$ 507,014

(1) Fully taxable-equivalent basis

(2) Return on average economic capital is calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

(3) Includes assets which are not considered earning assets (i.e. derivative assets).

(4) Total earning assets and total assets include asset allocations to match liabilities (i.e. deposits).

n/m = not meaningful

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

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

# Bank of America Corporation and Subsidiaries

## Global Banking & Markets Key Indicators

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
<b>Sales and trading revenue</b>							
Fixed income, currency and commodities	\$ 8,145	\$ 11,188	\$ 1,820	\$ 2,686	\$ 3,639	\$ 1,667	\$ 3,478
Equity income	3,308	3,369	960	1,092	1,256	787	966
<b>Total sales and trading revenue (1)</b>	<b>\$ 11,453</b>	<b>\$ 14,557</b>	<b>\$ 2,780</b>	<b>\$ 3,778</b>	<b>\$ 4,895</b>	<b>\$ 2,454</b>	<b>\$ 4,444</b>
<b>Investment banking fees</b>							
Advisory (2)	\$ 973	\$ 682	\$ 273	\$ 381	\$ 319	\$ 336	\$ 273
Debt issuance	2,158	2,252	479	880	799	808	743
Equity issuance	1,065	889	296	376	393	439	290
<b>Total investment banking fees</b>	<b>\$ 4,196</b>	<b>\$ 3,823</b>	<b>\$ 1,048</b>	<b>\$ 1,637</b>	<b>\$ 1,511</b>	<b>\$ 1,583</b>	<b>\$ 1,306</b>
<b>Corporate Banking</b>							
Business lending	\$ 2,416	\$ 2,523	\$ 792	\$ 756	\$ 868	\$ 749	\$ 778
Treasury services	1,831	1,681	602	621	608	578	545
<b>Total revenue, net of interest expense</b>	<b>\$ 4,247</b>	<b>\$ 4,204</b>	<b>\$ 1,394</b>	<b>\$ 1,377</b>	<b>\$ 1,476</b>	<b>\$ 1,327</b>	<b>\$ 1,323</b>
<b>Global Corporate &amp; Investment Banking Key Indicators</b>							
<b>Average deposit balances</b>							
Interest-bearing	\$ 55,265	\$ 43,100	\$ 55,543	\$ 57,286	\$ 52,937	\$ 49,834	\$ 46,339
Noninterest-bearing	53,922	44,573	58,518	52,085	51,081	47,401	43,043
<b>Total average deposits</b>	<b>\$ 109,187</b>	<b>\$ 87,673</b>	<b>\$ 114,061</b>	<b>\$ 109,371</b>	<b>\$ 104,018</b>	<b>\$ 97,235</b>	<b>\$ 89,382</b>
<b>Loan spread</b>	1.77 %	1.88 %	1.52 %	1.57 %	2.29 %	1.62 %	1.76 %
<b>Provision for credit losses</b>	\$ (230)	\$ (92)	\$ 8	\$ (74)	\$ (164)	\$ (110)	\$ (102)
<b>Credit quality (3, 4)</b>							
Reservable utilized criticized exposure	\$ 4,815	\$ 7,132	\$ 4,815	\$ 4,801	\$ 5,298	\$ 5,924	\$ 7,132
	4.01 %	6.95 %	4.01 %	4.26 %	4.87 %	5.67 %	6.95 %
Nonperforming loans, leases and foreclosed properties	\$ 336	\$ 993	\$ 336	\$ 327	\$ 314	\$ 645	\$ 993
	0.32 %	1.19 %	0.32 %	0.34 %	0.35 %	0.76 %	1.19 %
<b>Average loans and leases by product</b>							
U.S. commercial	\$ 34,604	\$ 34,138	\$ 35,717	\$ 34,369	\$ 33,704	\$ 33,522	\$ 32,681
Commercial real estate	53	31	23	54	82	24	26
Commercial lease financing	23,205	23,433	23,101	23,041	23,478	23,271	23,356
Non-U.S. commercial	36,010	23,098	42,409	35,267	30,220	26,550	24,650
Other	42	43	38	41	46	42	43
<b>Total average loans and leases</b>	<b>\$ 93,914</b>	<b>\$ 80,743</b>	<b>\$ 101,288</b>	<b>\$ 92,772</b>	<b>\$ 87,530</b>	<b>\$ 83,409</b>	<b>\$ 80,756</b>
(1) Sales and trading revenue breakdown:							
Net Interest Income	\$ 3,013	\$ 3,418	\$ 976	\$ 952	\$ 1,085	\$ 1,183	\$ 1,090
Commissions	1,865	1,818	610	583	672	542	560
Trading	6,199	8,671	1,581	2,031	2,587	925	2,427
Other	376	650	(387)	212	551	(196)	367
<b>Total sales and trading revenue</b>	<b>\$ 11,453</b>	<b>\$ 14,557</b>	<b>\$ 2,780</b>	<b>\$ 3,778</b>	<b>\$ 4,895</b>	<b>\$ 2,454</b>	<b>\$ 4,444</b>

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

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

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

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

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

**Bank of America Corporation and Subsidiaries**  
**Credit Default Swaps with Monoline Financial Guarantors**

(Dollars in millions)

	September 30, 2011					
	Super Senior CDOs (1)		Other Guaranteed Positions		Total	
Notional	\$ —		\$ 31,028		\$31,028	
Mark-to-market or guarantor receivable	\$ —		\$ 6,215		\$ 6,215	
Credit valuation adjustment	—		(3,205)		(3,205)	
<b>Total</b>	<u>\$ —</u>		<u>\$ 3,010</u>		<u>\$ 3,010</u>	
Credit valuation adjustment %	—	%	52	%	52	%
Losses during the three months ended September 30, 2011	\$ —		\$ (172)		\$ (172)	
Losses during the nine months ended September 30, 2011	(314)		(526)		(840)	

	June 30, 2011					
	Super Senior CDOs		Other Guaranteed Positions		Total	
Notional	\$ 2,968		\$ 32,656		\$35,624	
Mark-to-market or guarantor receivable	\$ 2,578		\$ 6,150		\$ 8,728	
Credit valuation adjustment	(2,363)		(3,314)		(5,677)	
<b>Total</b>	<u>\$ 215</u>		<u>\$ 2,836</u>		<u>\$ 3,051</u>	
Credit valuation adjustment %	92	%	54	%	65	%
Losses during the three months ended June 30, 2011	\$ (38)		\$ (223)		\$ (261)	
Losses during the six months ended June 30, 2011	(314)		(354)		(668)	

(1) During the third quarter of 2011, we terminated \$2.8 billion of monoline contracts referencing super senior ABS CDOs.

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

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



## Bank of America Corporation and Subsidiaries

### Investment Banking Product Rankings

	Nine Months Ended September 30, 2011					
	Global			U.S.		
	Product Ranking	Market Share		Product Ranking	Market Share	
High-yield corporate debt	3	9.7	%	2	11.4	%
Leveraged loans	2	14.2		1	18.2	
Mortgage-backed securities	1	11.1		1	13.4	
Asset-backed securities	1	12.2		1	17.9	
Convertible debt	6	5.7		5	10.1	
Common stock underwriting	3	7.2		1	11.0	
Investment grade corporate debt	2	6.6		2	13.6	
Syndicated loans	2	9.7		2	18.7	
Net investment banking revenue	2	7.5		2	11.7	
Announced mergers and acquisitions	6	13.4		6	18.1	
Equity capital markets	3	7.0		3	10.8	
Debt capital markets	4	5.7		2	10.3	

Source: Dealogic data as of October 4, 2011. Figures above include self-led transactions.

- Rankings based on deal volumes except for net investment banking revenue rankings which reflect fees.
- Debt capital markets excludes loans but includes agencies.
- Mergers and acquisitions fees included in investment banking revenues reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising the target or acquiror.
- Each advisor receives full credit for the deal amount unless advising a minority stakeholder.

#### Highlights

##### Global top 3 rankings in:

High-yield corporate debt	Common stock underwriting
Leveraged loans	Investment grade corporate debt
Mortgage-backed securities	Syndicated loans
Asset-backed securities	Equity capital markets

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

High-yield corporate debt	Investment grade corporate debt
Leveraged loans	Syndicated loans
Mortgage-backed securities	Equity capital markets
Asset-backed securities	Debt capital markets
Common stock underwriting	

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

Global:	Mortgage-backed securities, Asset-backed securities, Investment grade corporate debt, Leveraged loans, Syndicated loans, High-yield corporate debt, Common stock underwriting, Equity capital markets
US:	Leveraged loans, Mortgage-backed securities, Asset-backed securities, Common stock underwriting, Investment grade corporate debt, High-yield corporate debt, Syndicated loans, Debt capital markets, Equity capital markets

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

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

(Dollars in millions, except as noted)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(1)</sup>	\$ 4,551	\$ 4,252	\$ 1,411	\$ 1,571	\$ 1,569	\$ 1,425	\$ 1,345
Noninterest income:							
Investment and brokerage services	7,120	6,394	2,364	2,378	2,378	2,266	2,091
All other income	1,541	1,482	455	541	545	470	462
Total noninterest income	8,661	7,876	2,819	2,919	2,923	2,736	2,553
Total revenue, net of interest expense	13,212	12,128	4,230	4,490	4,492	4,161	3,898
Provision for credit losses	280	491	162	72	46	155	127
Noninterest expense	10,746	9,737	3,516	3,631	3,599	3,489	3,345
Income before income taxes	2,186	1,900	552	787	847	517	426
Income tax expense <sup>(1)</sup>	800	878	205	281	314	198	157
Net income	\$ 1,386	\$ 1,022	\$ 347	\$ 506	\$ 533	\$ 319	\$ 269
Net interest yield <sup>(1)</sup>	2.23	% 2.38	2.06	% 2.34	2.30	% 2.10	% 2.18
Return on average equity	10.42	7.58	7.72	11.54	12.06	6.94	5.91
Return on average economic capital <sup>(2)</sup>	26.63	20.12	19.66	29.97	30.46	17.97	15.84
Efficiency ratio <sup>(1)</sup>	81.34	80.29	83.12	80.87	80.12	83.86	85.81
<b>Balance sheet</b>							
<b>Average</b>							
Total loans and leases	\$ 101,952	\$ 98,920	\$ 102,785	\$ 102,200	\$ 100,851	\$ 100,306	\$ 99,103
Total earning assets <sup>(3)</sup>	272,289	238,608	270,973	268,968	276,992	268,872	245,146
Total assets <sup>(3)</sup>	292,359	259,587	290,765	289,050	297,335	289,643	265,641
Total deposits	256,455	227,613	255,660	255,219	258,518	246,281	234,807
Allocated equity	17,783	18,015	17,839	17,574	17,938	18,227	18,039
Economic capital <sup>(2)</sup>	7,075	7,227	7,148	6,868	7,210	7,475	7,264
<b>Period end</b>							
Total loans and leases	\$ 102,361	\$ 99,511	\$ 102,361	\$ 102,878	\$ 101,286	\$ 100,724	\$ 99,511
Total earning assets <sup>(3)</sup>	260,706	245,370	260,706	263,867	264,753	275,260	245,370
Total assets <sup>(3)</sup>	280,686	266,489	280,686	284,294	285,472	296,251	266,489
Total deposits	251,027	240,381	251,027	255,580	256,526	257,982	240,381

(1) Fully taxable-equivalent basis

(2) Return on average economic capital is calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. Economic capital represents allocated equity less goodwill and a percentage of intangible assets. Economic capital and return on average economic capital are non-GAAP measures. We believe the use of these non-GAAP measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 44-46.)

(3) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits).

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

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

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

(Dollars in millions, except as noted)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
<b>Revenues</b>							
Merrill Lynch Global Wealth Management	\$ 10,463	\$ 9,303	\$ 3,429	\$ 3,494	\$ 3,540	\$ 3,428	\$ 3,177
U.S. Trust	2,088	2,014	682	710	696	708	691
Retirement Services	807	726	262	273	272	226	242
Other <sup>(1)</sup>	(146)	85	(143)	13	(16)	(201)	(212)
<b>Total revenues</b>	<b>\$ 13,212</b>	<b>\$ 12,128</b>	<b>\$ 4,230</b>	<b>\$ 4,490</b>	<b>\$ 4,492</b>	<b>\$ 4,161</b>	<b>\$ 3,898</b>
<b>Client Balances</b>							
<b>Client Balances by Business</b>							
Merrill Lynch Global Wealth Management	\$ 1,452,081	\$ 1,466,346	\$ 1,452,081	\$ 1,539,798	\$ 1,554,294	\$ 1,515,896	\$ 1,466,346
U.S. Trust	315,242	334,150	315,242	341,911	345,092	340,341	334,150
Retirement Services	230,822	234,249	230,822	252,379	255,573	246,774	234,249
Other <sup>(1, 2)</sup>	65,153	86,199	65,153	67,875	71,759	78,275	86,199
<b>Client Balances by Type</b>							
Assets under management <sup>(2)</sup>	\$ 616,899	\$ 611,461	\$ 616,899	\$ 661,010	\$ 664,554	\$ 643,343	\$ 611,461
Client brokerage assets	986,718	1,055,384	986,718	1,065,996	1,087,536	1,064,516	1,055,384
Assets in custody	106,293	114,207	106,293	116,499	116,816	114,721	114,207
Client deposits	251,027	240,381	251,027	255,580	256,526	257,982	240,381
Loans and leases	102,361	99,511	102,361	102,878	101,286	100,724	99,511
<b>Total client balances</b>	<b>\$ 2,063,298</b>	<b>\$ 2,120,944</b>	<b>\$ 2,063,298</b>	<b>\$ 2,201,963</b>	<b>\$ 2,226,718</b>	<b>\$ 2,181,286</b>	<b>\$ 2,120,944</b>
<b>Assets Under Management Flows <sup>(2)</sup></b>							
Liquidity assets under management <sup>(3)</sup>	\$ (12,998)	\$ (33,665)	\$ (2,568)	\$ (3,771)	\$ (6,659)	\$ (8,050)	\$ (6,599)
Long-term assets under management <sup>(4)</sup>	23,187	8,433	4,493	4,535	14,159	5,648	4,032
<b>Total assets under management flows</b>	<b>\$ 10,189</b>	<b>\$ (25,232)</b>	<b>\$ 1,925</b>	<b>\$ 764</b>	<b>\$ 7,500</b>	<b>\$ (2,402)</b>	<b>\$ (2,567)</b>
<b>Associates <sup>(5)</sup></b>							
Number of Financial Advisors	16,722	15,486	16,722	16,247	15,695	15,511	15,486
Total Wealth Advisors	18,488	16,983	18,488	17,823	17,201	17,025	16,983
Total Client Facing Professionals	21,554	20,011	21,554	20,883	20,273	20,066	20,011
<b>Merrill Lynch Global Wealth Management Metrics</b>							
Financial Advisor Productivity <sup>(6)</sup> (in thousands)	\$ 892	\$ 833	\$ 854	\$ 893	\$ 931	\$ 913	\$ 846
<b>U.S. Trust Metrics</b>							
Client Facing Professionals	2,271	2,302	2,271	2,280	2,313	2,311	2,302

(1) Other includes the results of BofA Global Capital Management (the former Columbia cash management business) and residual net interest income.

(2) Includes the Columbia Management long-term asset management business through the date of sale on May 1, 2010.

(3) Assets under advisory and discretion of *GHWM* in which the investment strategy seeks a high level of income while maintaining liquidity and capital preservation. The duration of these strategies are less than one year.

(4) Assets under advisory and discretion of *GHWM* in which the duration of the investment strategy is longer than one year.

(5) Includes Merrill Edge <sup>®</sup>

(6) Financial Advisor Productivity is defined as annualized MLGWM total revenue divided by the total number of financial advisors (excluding Merrill Edge Financial Advisors).

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

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

# Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Net interest income <sup>(2)</sup>	\$ 1,376	\$ 2,766	\$ 6	\$ 543	\$ 827	\$ 888	\$ 842
Noninterest income:							
Card income <sup>(3)</sup>	375	457	72	149	154	157	148
Equity investment income	3,930	3,050	1,382	1,136	1,412	1,499	266
Gains on sales of debt securities	1,996	1,455	697	831	468	858	794
All other income (loss)	3,234	279	4,112	(111)	(767)	(1,713)	(807)
Total noninterest income	9,535	5,241	6,263	2,005	1,267	801	401
Total revenue, net of interest expense	10,911	8,007	6,269	2,548	2,094	1,689	1,243
Provision for credit losses	5,380	4,186	1,373	1,842	2,165	2,137	440
Merger and restructuring charges	537	1,450	176	159	202	370	421
All other noninterest expense	2,618	3,049	486	503	1,629	910	547
Income (loss) before income taxes	2,376	(678)	4,234	44	(1,902)	(1,728)	(165)
Income tax expense (benefit) <sup>(2)</sup>	(1,191)	(1,586)	(500)	160	(851)	(2,291)	(523)
Net income (loss)	\$ 3,567	\$ 908	\$ 4,734	\$ (116)	\$ (1,051)	\$ 563	\$ 358
<b>Balance sheet</b>							
<b>Average</b>							
Total loans and leases	\$ 287,627	\$ 281,478	\$ 286,753	\$ 287,840	\$ 288,301	\$ 282,125	\$ 268,056
Total assets <sup>(4)</sup>	210,968	307,158	202,664	199,052	231,504	237,292	244,545
Total deposits	50,367	72,206	52,853	48,093	50,120	55,301	55,466
Allocated equity <sup>(5)</sup>	68,925	31,659	67,003	76,091	63,644	53,755	38,908
<b>Period end</b>							
Total loans and leases	\$ 274,269	\$ 271,672	\$ 274,269	\$ 287,424	\$ 286,530	\$ 285,087	\$ 271,672
Total assets <sup>(6)</sup>	201,576	233,156	201,576	240,530	187,183	208,602	233,156
Total deposits	52,947	47,942	52,947	43,759	35,612	40,142	47,942

(1) All Other consists of two broad groupings, Equity Investments and Other. Equity Investments includes Global Principal Investments, Strategic and other investments, and Corporate Investments. BlackRock, Inc., previously included in Strategic and other investments, was sold during 2011. Substantially all of the equity investments in Corporate Investments were sold during 2010. Other includes liquidating businesses, merger and restructuring charges, ALM functions (i.e., residential mortgage portfolio and investment securities) and related activities (i.e., economic hedges, fair value option on structured liabilities), and the impact of certain allocation methodologies. Other also includes certain residential mortgage and discontinued real estate products that are managed by Legacy Asset Servicing within Consumer Real Estate Services).

(2) Fully taxable-equivalent basis

(3) During the third quarter of 2011, as a result of the decision to exit the international consumer card businesses, the international consumer card business results have been moved to All Other from Card Services and prior periods have been reclassified.

(4) Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) of \$667.8 billion and \$604.0 billion for the nine months ended September 30, 2011 and 2010; \$661.7 billion, \$675.2 billion, \$666.4 billion, \$650.3 billion and \$625.5 billion for the third, second and first quarters of 2011, and the fourth and third quarters of 2010, respectively.

(5) Represents both the economic capital and the portion of goodwill and intangibles assigned to All Other as well as the remaining portion of equity not specifically allocated to the segments.

(6) Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) of \$623.9 billion, \$627.8 billion, \$660.3 billion, \$645.8 billion and \$612.5 billion at September 30, 2011, June 30, 2011, March 31, 2011, December 31, 2010, and September 30, 2010, respectively.

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

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

## Bank of America Corporation and Subsidiaries

### Equity Investments

(Dollars in millions)

	Global Principal Investments Exposures				Equity Investment Income	
	September 30, 2011			June 30, 2011	September 30, 2011	
	Unfunded			Total	Three Months	Nine Months
	Book Value	Commitments	Total		Ended	Ended
<b>Global Principal Investments:</b>						
Private Equity Investments	\$ 1,837	\$ 127	\$ 1,964	\$ 5,154	\$ (1,375)	\$ 39
Global Real Estate	1,337	174	1,511	1,719	99	215
Global Strategic Capital	2,181	246	2,427	2,893	(122)	150
Legacy/Other Investments	1,530	331	1,861	2,127	(180)	(221)
<b>Total Global Principal Investments</b>	<b>\$ 6,885</b>	<b>\$ 878</b>	<b>\$ 7,763</b>	<b>\$ 11,893</b>	<b>\$ (1,578)</b>	<b>\$ 183</b>

### Components of Equity Investment Income

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Global Principal Investments	\$ 183	\$ 1,433	\$ (1,578)	\$ 398	\$ 1,363	\$ 866	\$ 44
Corporate Investments	—	(299)	—	—	—	6	6
Strategic and other investments <sup>(1)</sup>	3,747	1,916	2,960	738	49	627	216
Total equity investment income included in <i>All Other</i>	3,930	3,050	1,382	1,136	1,412	1,499	266
Total equity investment income included in the business segments	203	698	64	76	63	13	91
<b>Total consolidated equity investment income</b>	<b>\$ 4,133</b>	<b>\$ 3,748</b>	<b>\$ 1,446</b>	<b>\$ 1,212</b>	<b>\$ 1,475</b>	<b>\$ 1,512</b>	<b>\$ 357</b>

(1) Includes the Corporation's equity investment interest in BlackRock prior to its sale in the second quarter of 2011, China Construction Bank and Banc of America Merchant Services, LLC.

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

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

# Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases

(Dollars in millions)

	September 30 2011	June 30 2011	Increase (Decrease)
<b>Consumer</b>			
Residential mortgage <sup>(1)</sup>	\$ 266,516	\$ 266,333	\$ 183
Home equity	127,736	130,654	(2,918)
Discontinued real estate <sup>(2)</sup>	11,541	12,003	(462)
U.S. credit card	102,803	104,659	(1,856)
Non-U.S. credit card	16,086	26,037	(9,951)
Direct/Indirect consumer <sup>(3)</sup>	90,474	90,258	216
Other consumer <sup>(4)</sup>	2,810	2,762	48
Total consumer loans excluding loans measured at fair value	617,966	632,706	(14,740)
Consumer loans measured at fair value <sup>(5)</sup>	4,741	5,194	(453)
<b>Total consumer</b>	<b>622,707</b>	<b>637,900</b>	<b>(15,193)</b>
<b>Commercial</b>			
U.S. commercial <sup>(6)</sup>	192,642	190,606	2,036
Commercial real estate <sup>(7)</sup>	40,888	44,028	(3,140)
Commercial lease financing	21,350	21,391	(41)
Non-U.S. commercial	48,461	42,929	5,532
Total commercial loans excluding loans measured at fair value	303,341	298,954	4,387
Commercial loans measured at fair value <sup>(5)</sup>	6,483	4,403	2,080
<b>Total commercial</b>	<b>309,824</b>	<b>303,357</b>	<b>6,467</b>
<b>Total loans and leases</b>	<b>\$ 932,531</b>	<b>\$ 941,257</b>	<b>\$ (8,726)</b>

(1) Includes non-U.S. residential mortgages of \$86 million and \$90 million at September 30, 2011 and June 30, 2011.

(2) Includes \$10.3 billion and \$10.7 billion of pay option loans, and \$1.2 billion and \$1.3 billion of subprime loans at September 30, 2011 and June 30, 2011. The Corporation no longer originates these products.

(3) Includes dealer financial services loans of \$43.6 billion and \$42.1 billion, consumer lending of \$8.9 billion and \$9.9 billion, U.S. securities-based lending margin loans of \$22.3 billion and \$21.3 billion, student loans of \$6.1 billion and \$6.3 billion, non-U.S. consumer loans of \$7.8 billion and \$8.7 billion, and other consumer loans of \$1.8 billion and \$2.0 billion at September 30, 2011 and June 30, 2011.

(4) Includes consumer finance loans of \$1.7 billion and \$1.8 billion, other non-U.S. consumer loans of \$992 million and \$866 million, and consumer overdrafts of \$94 million and \$104 million at September 30, 2011 and June 30, 2011.

(5) Certain consumer loans are accounted for under the fair value option and include residential mortgages of \$1.3 billion and \$1.2 billion and discontinued real estate of \$3.4 billion and \$4.0 billion at September 30, 2011 and June 30, 2011. Certain commercial loans are accounted for under the fair value option and include U.S. commercial loans of \$1.9 billion and \$1.6 billion, non-U.S. commercial loans of \$4.5 billion and \$2.8 billion, and commercial real estate loans of \$75 million and \$11 million at September 30, 2011 and June 30, 2011.

(6) Includes U.S. small business commercial loans, including card related products, of \$13.6 billion and \$13.9 billion at September 30, 2011 and June 30, 2011.

(7) Includes U.S. commercial real estate loans of \$39.3 billion and \$41.7 billion, and non-U.S. commercial real estate loans of \$1.6 billion and \$2.3 billion at September 30, 2011 and June 30, 2011.

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

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

**Bank of America Corporation and Subsidiaries**  
**Quarterly Average Loans and Leases by Business Segment**

(Dollars in millions)

Third Quarter 2011								
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other
<b>Consumer</b>								
Residential mortgage	\$ 268,494	\$ —	\$ —	\$ 1,196	\$ 209	\$ 99	\$ 36,656	\$ 230,334
Home equity	129,125	—	—	112,781	1,080	—	15,029	235
Discontinued real estate	15,923	—	—	4,052	—	—	—	11,871
U.S. credit card	103,671	—	103,671	—	—	—	—	—
Non-U.S. credit card	25,434	—	—	—	—	—	—	25,434
Direct/Indirect consumer	90,280	49	9,415	100	42,283	505	31,390	6,538
Other consumer	2,795	475	—	—	—	5	13	2,302
<b>Total consumer</b>	<b>635,722</b>	<b>524</b>	<b>113,086</b>	<b>118,129</b>	<b>43,572</b>	<b>609</b>	<b>83,088</b>	<b>276,714</b>
<b>Commercial</b>								
U.S. commercial	191,439	163	10,167	1,949	104,646	47,809	17,829	8,876
Commercial real estate	42,931	1	294	2	38,189	930	1,653	1,862
Commercial lease financing	21,342	—	—	—	—	23,102	19	(1,779)
Non-U.S. commercial	50,598	—	—	(1)	1,630	47,693	196	1,080
<b>Total commercial</b>	<b>306,310</b>	<b>164</b>	<b>10,461</b>	<b>1,950</b>	<b>144,465</b>	<b>119,534</b>	<b>19,697</b>	<b>10,039</b>
<b>Total loans and leases</b>	<b>\$ 942,032</b>	<b>\$ 688</b>	<b>\$ 123,547</b>	<b>\$ 120,079</b>	<b>\$ 188,037</b>	<b>\$ 120,143</b>	<b>\$ 102,785</b>	<b>\$ 286,753</b>
Second Quarter 2011								
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other
<b>Consumer</b>								
Residential mortgage	\$ 265,420	\$ —	\$ —	\$ 1,167	\$ 263	\$ 101	\$ 36,367	\$ 227,522
Home equity	131,786	—	—	115,250	1,033	—	15,248	255
Discontinued real estate	15,997	—	—	3,548	—	—	—	12,449
U.S. credit card	106,164	—	106,164	—	—	—	—	—
Non-U.S. credit card	27,259	—	—	—	—	—	—	27,259
Direct/Indirect consumer	89,403	52	10,482	94	41,078	561	30,231	6,905
Other consumer	2,745	414	—	—	—	5	17	2,309
<b>Total consumer</b>	<b>638,774</b>	<b>466</b>	<b>116,646</b>	<b>120,059</b>	<b>42,374</b>	<b>667</b>	<b>81,863</b>	<b>276,699</b>
<b>Commercial</b>								
U.S. commercial	190,479	157	10,421	1,619	104,829	45,755	18,322	9,376
Commercial real estate	45,762	1	277	5	40,597	909	1,792	2,181
Commercial lease financing	21,284	—	—	—	—	23,042	34	(1,792)
Non-U.S. commercial	42,214	2	—	—	1,547	39,100	189	1,376
<b>Total commercial</b>	<b>299,739</b>	<b>160</b>	<b>10,698</b>	<b>1,624</b>	<b>146,973</b>	<b>108,806</b>	<b>20,337</b>	<b>11,141</b>
<b>Total loans and leases</b>	<b>\$ 938,513</b>	<b>\$ 626</b>	<b>\$ 127,344</b>	<b>\$ 121,683</b>	<b>\$ 189,347</b>	<b>\$ 109,473</b>	<b>\$ 102,200</b>	<b>\$ 287,840</b>
Third Quarter 2010								
	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	GWIM	All Other
<b>Consumer</b>								
Residential mortgage	\$ 237,292	\$ —	\$ —	\$ —	\$ 286	\$ 509	\$ 35,224	\$ 201,273
Home equity	143,083	—	—	125,688	914	—	16,207	274
Discontinued real estate	13,632	—	—	—	—	—	—	13,632
U.S. credit card	115,251	—	115,251	—	—	—	—	—
Non-U.S. credit card	27,047	—	—	—	—	—	—	27,047
Direct/Indirect consumer	95,692	64	14,584	95	45,885	388	24,872	9,804
Other consumer	2,955	341	—	(232)	—	5	17	2,824
<b>Total consumer</b>	<b>634,952</b>	<b>405</b>	<b>129,835</b>	<b>125,551</b>	<b>47,085</b>	<b>902</b>	<b>76,320</b>	<b>254,854</b>
<b>Commercial</b>								
U.S. commercial	192,306	295	11,044	2,155	101,447	45,903	20,650	10,812
Commercial real estate	55,660	2	213	7	49,748	911	1,954	2,825
Commercial lease financing	21,402	—	—	—	1	23,365	30	(1,994)
Non-U.S. commercial	30,540	1	—	(1)	1,039	27,793	149	1,559
<b>Total commercial</b>	<b>299,908</b>	<b>298</b>	<b>11,257</b>	<b>2,161</b>	<b>152,235</b>	<b>97,972</b>	<b>22,783</b>	<b>13,202</b>
<b>Total loans and leases</b>	<b>\$ 934,860</b>	<b>\$ 703</b>	<b>\$ 141,092</b>	<b>\$ 127,712</b>	<b>\$ 199,320</b>	<b>\$ 98,874</b>	<b>\$ 99,103</b>	<b>\$ 268,056</b>

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

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

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

(Dollars in millions)

	Commercial Utilized			Total Commercial Committed		
	September 30 2011	June 30 2011	Increase (Decrease)	September 30 2011	June 30 2011	Increase (Decrease)
Diversified financials	\$ 65,674	\$ 51,889	\$ 13,785	\$ 92,226	\$ 79,056	\$ 13,170
Real estate <sup>(4)</sup>	49,924	53,597	(3,673)	63,168	67,093	(3,925)
Government and public education	45,111	42,153	2,958	60,001	58,027	1,974
Healthcare equipment and services	30,901	28,757	2,144	47,916	45,608	2,308
Capital goods	23,746	23,880	(134)	47,351	46,822	529
Retailing	25,825	25,530	295	46,600	45,604	996
Banks	36,285	32,005	4,280	40,221	35,461	4,760
Consumer services	23,828	23,195	633	37,987	37,735	252
Materials	18,807	17,696	1,111	37,399	35,831	1,568
Commercial services and supplies	21,010	20,740	270	31,467	31,344	123
Energy	14,068	12,661	1,407	31,031	29,817	1,214
Food, beverage and tobacco	14,682	14,697	(15)	28,825	28,920	(95)
Utilities	7,398	6,407	991	24,773	24,697	76
Media	11,220	10,730	490	20,766	20,461	305
Individuals and trusts	15,398	16,249	(851)	19,335	20,498	(1,163)
Transportation	11,867	11,778	89	18,080	18,129	(49)
Insurance, including monolines	10,776	16,306	(5,530)	17,719	23,059	(5,340)
Technology hardware and equipment	4,900	4,557	343	11,676	11,005	671
Religious and social organizations	8,547	8,087	460	11,091	10,319	772
Pharmaceuticals and biotechnology	3,784	4,998	(1,214)	11,026	12,152	(1,126)
Telecommunication services	4,368	3,890	478	10,508	10,096	412
Consumer durables and apparel	4,648	4,329	319	9,221	8,938	283
Software and services	3,568	3,480	88	9,003	8,995	8
Automobiles and components	2,825	2,466	359	7,356	6,391	965
Food and staples retailing	3,540	3,123	417	6,445	6,521	(76)
Other	4,827	3,521	1,306	7,354	7,191	163
<b>Total commercial credit exposure by industry</b>	<b>\$ 467,527</b>	<b>\$ 446,721</b>	<b>\$ 20,806</b>	<b>\$ 748,545</b>	<b>\$ 729,770</b>	<b>\$ 18,775</b>
Net credit default protection purchased on total commitments <sup>(5)</sup>				\$ (21,602)	\$ (19,861)	

- (1) Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are reported on a mark-to-market basis and have been reduced by the amount of cash collateral applied of \$65.6 billion and \$58.8 billion at September 30, 2011 and June 30, 2011. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$17.0 billion and \$15.7 billion which consists primarily of other marketable securities at September 30, 2011 and June 30, 2011.
- (2) Total commercial utilized and total commercial committed exposure includes loans and letters of credit measured at fair value and are comprised of loans outstanding of \$6.5 billion and \$4.4 billion and issued letters of credit at notional value of \$1.2 billion at both September 30, 2011 and June 30, 2011. In addition, total commercial committed exposure includes unfunded loan commitments at notional value of \$26.5 billion and \$26.8 billion at September 30, 2011 and June 30, 2011.
- (3) Includes U.S. small business commercial exposure.
- (4) Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based upon the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.
- (5) Represents net notional credit protection purchased.

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

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



**Bank of America Corporation and Subsidiaries**  
**Net Credit Default Protection by Maturity Profile <sup>(1)</sup>**

	<b>September 30 2011</b>		<b>June 30 2011</b>	
Less than or equal to one year	<b>17</b>	<b>%</b>	<b>14</b>	<b>%</b>
Greater than one year and less than or equal to five years	<b>76</b>		<b>80</b>	
Greater than five years	<b>7</b>		<b>6</b>	
<b>Total net credit default protection</b>	<b>100</b>	<b>%</b>	<b>100</b>	<b>%</b>

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

**Net Credit Default Protection by Credit Exposure Debt Rating <sup>(1, 2)</sup>**

(Dollars in millions)

<b>Ratings <sup>(3)</sup></b>	<b>September 30, 2011</b>			<b>June 30, 2011</b>		
	<b>Net Notional</b>	<b>Percent</b>		<b>Net Notional</b>	<b>Percent</b>	
AAA	<b>\$ (100)</b>	<b>0.5</b>	<b>%</b>	<b>\$ —</b>	<b>—</b>	<b>%</b>
AA	<b>(823)</b>	<b>3.8</b>		<b>(313)</b>	<b>1.6</b>	
A	<b>(7,669)</b>	<b>35.5</b>		<b>(7,016)</b>	<b>35.3</b>	
BBB	<b>(8,161)</b>	<b>37.8</b>		<b>(7,542)</b>	<b>38.0</b>	
BB	<b>(1,809)</b>	<b>8.4</b>		<b>(1,659)</b>	<b>8.4</b>	
B	<b>(1,653)</b>	<b>7.7</b>		<b>(1,381)</b>	<b>7.0</b>	
CCC and below	<b>(732)</b>	<b>3.4</b>		<b>(756)</b>	<b>3.8</b>	
NR <sup>(4)</sup>	<b>(655)</b>	<b>2.9</b>		<b>(1,194)</b>	<b>5.9</b>	
<b>Total net credit default protection</b>	<b>\$ (21,602)</b>	<b>100.0</b>	<b>%</b>	<b>\$ (19,861)</b>	<b>100.0</b>	<b>%</b>

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

(2) Ratings are refreshed on a quarterly basis.

(3) The Corporation considers ratings of BBB- or higher to meet the definition of investment grade.

(4) In addition to names which have not been rated, "NR" includes \$(469) million and \$(1.1) billion in net credit default swap index positions at September 30, 2011 and June 30, 2011. While index positions are principally investment grade, credit default swaps indices include names in and across each of the ratings categories.

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

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

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

(Dollars in millions)

Region/Country	Loans and Leases, and Loan Commitments	Other Financing <sup>(2)</sup>	Derivative Assets <sup>(3)</sup>	Securities / Other Investments <sup>(4)</sup>	Total Cross-border Exposure <sup>(5)</sup>	Local Country Exposure Net of Local Liabilities <sup>(6)</sup>	Total Emerging Markets Exposure at September 30, 2011	Increase (Decrease) from June 30, 2011
<b>Asia Pacific</b>								
China	\$ 4,272	\$ 618	\$ 1,702	\$ 8,331	\$ 14,923	\$ 91	\$ 15,014	\$ (10,528)
India	5,209	1,729	742	2,375	10,055	643	10,698	1,611
South Korea	1,468	1,521	785	2,049	5,823	1,325	7,148	740
Hong Kong	521	471	197	1,029	2,218	1,216	3,434	999
Singapore	604	221	590	1,818	3,233	—	3,233	658
Taiwan	539	53	119	636	1,347	1,499	2,846	100
Thailand	43	9	57	867	976	—	976	31
Malaysia	64	9	125	276	474	108	582	(123)
Indonesia	190	13	6	354	563	—	563	(131)
Other Asia Pacific <sup>(7)</sup>	320	32	59	312	723	—	723	(29)
<b>Total Asia Pacific</b>	<b>13,230</b>	<b>4,676</b>	<b>4,382</b>	<b>18,047</b>	<b>40,335</b>	<b>4,882</b>	<b>45,217</b>	<b>(6,672)</b>
<b>Latin America</b>								
Brazil	1,943	365	535	3,426	6,269	2,648	8,917	1,820
Mexico	2,277	451	405	2,723	5,856	—	5,856	63
Chile	1,225	177	467	24	1,893	35	1,928	397
Peru	402	126	10	93	631	—	631	32
Colombia	336	146	22	1	505	—	505	99
Other Latin America <sup>(7)</sup>	81	122	29	270	502	151	653	(75)
<b>Total Latin America</b>	<b>6,264</b>	<b>1,387</b>	<b>1,468</b>	<b>6,537</b>	<b>15,656</b>	<b>2,834</b>	<b>18,490</b>	<b>2,336</b>
<b>Middle East and Africa</b>								
United Arab Emirates	1,170	27	321	20	1,538	—	1,538	209
Bahrain	78	1	4	907	990	2	992	(95)
South Africa	374	32	110	52	568	—	568	49
Other Middle East and Africa <sup>(7)</sup>	595	384	243	212	1,434	25	1,459	513
<b>Total Middle East and Africa</b>	<b>2,217</b>	<b>444</b>	<b>678</b>	<b>1,191</b>	<b>4,530</b>	<b>27</b>	<b>4,557</b>	<b>676</b>
<b>Central and Eastern Europe</b>								
Russian Federation	1,248	181	25	245	1,699	10	1,709	563
Turkey	474	84	27	206	791	86	877	192
Other Central and Eastern Europe <sup>(7)</sup>	110	104	294	489	997	—	997	84
<b>Total Central and Eastern Europe</b>	<b>1,832</b>	<b>369</b>	<b>346</b>	<b>940</b>	<b>3,487</b>	<b>96</b>	<b>3,583</b>	<b>839</b>
<b>Total emerging market exposure</b>	<b>\$ 23,543</b>	<b>\$ 6,876</b>	<b>\$ 6,874</b>	<b>\$ 26,715</b>	<b>\$ 64,008</b>	<b>\$ 7,839</b>	<b>\$ 71,847</b>	<b>\$ (2,821)</b>

(1) 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; all countries in Latin America excluding Cayman Islands and Bermuda; all countries in Middle East and Africa; and all countries in Central and Eastern Europe. At September 30, 2011 and June 30, 2011, there was \$1.7 billion and \$474 million in emerging market exposure accounted for under the fair value option.

(2) Includes acceptances, due froms, standby letters of credit, commercial letters of credit and formal guarantees.

(3) Derivative assets are carried at fair value and have been reduced by the amount of cash collateral applied of \$1.9 billion and \$1.1 billion at September 30, 2011 and June 30, 2011. At September 30, 2011 and June 30, 2011, there were \$756 million and \$226 million of other marketable securities collateralizing derivative assets.

(4) Generally, cross-border resale agreements are presented based on the domicile of the counterparty, consistent with Federal Financial Institutions Examination Council (FFIEC) reporting requirements. Cross-border resale agreements where the underlying securities are U.S. Treasury securities, in which case the domicile is the U.S., are excluded from this presentation.

(5) Cross-border exposure includes amounts payable to the Corporation by borrowers or counterparties 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 requirements.

(6) 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. Local funding or liabilities are subtracted from local exposures consistent with FFIEC reporting requirements. Total amount of available local liabilities funding local country exposure at September 30, 2011 was \$17.1 billion compared to \$21.4 billion at June 30, 2011. Local liabilities at September 30, 2011 in Asia Pacific, Latin America, and Middle East and Africa were \$15.9 billion, \$868 million and \$441 million, respectively, of which \$7.5 billion was in Singapore, \$2.1 billion in Hong Kong, \$2.0 billion in China, \$1.8 billion in India, \$871 million in Korea, \$782 million in Mexico. There were no other countries with available local liabilities funding local country exposure greater than \$500 million.

(7) No country included in Other Asia Pacific, Other Latin America, Other Middle East and Africa, or Other Central and Eastern Europe had total non-U.S. exposure of more than \$500 million.

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

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

**Bank of America Corporation and Subsidiaries**  
**Selected European Countries**

(Dollars in millions)

	Loans and Leases, and Loan Commitments	Other Financing <sup>(1)</sup>	Derivative Assets <sup>(2)</sup>	Securities/ Other Investments <sup>(3)</sup>	Total Cross-border Exposure <sup>(4)</sup>	Local Country Exposure Net of Local Liabilities <sup>(5)</sup>	Total Non-U.S. Exposure at September 30, 2011	Credit Default Protection <sup>(6)</sup>
<b>Greece</b>								
Sovereign	\$ —	\$ —	\$ —	\$ 14	\$ 14	\$ 1	\$ 15	\$ 4
Non-sovereign	404	4	30	22	460	10	470	—
<b>Total Greece</b>	\$ 404	\$ 4	\$ 30	\$ 36	\$ 474	\$ 11	\$ 485	\$ 4
<b>Ireland</b>								
Sovereign	\$ 1	\$ —	\$ 4	\$ 11	\$ 16	\$ —	\$ 16	\$ —
Non-sovereign	1,096	562	763	330	2,751	—	2,751	(30)
<b>Total Ireland</b>	\$ 1,097	\$ 562	\$ 767	\$ 341	\$ 2,767	\$ —	\$ 2,767	\$ (30)
<b>Italy</b>								
Sovereign	\$ —	\$ —	\$ 1,501	\$ 29	\$ 1,530	\$ —	\$ 1,530	\$ (1,217)
Non-sovereign	1,047	60	624	454	2,185	2,823	5,008	(254)
<b>Total Italy</b>	\$ 1,047	\$ 60	\$ 2,125	\$ 483	\$ 3,715	\$ 2,823	\$ 6,538	\$ (1,471)
<b>Portugal</b>								
Sovereign	\$ —	\$ —	\$ 36	\$ —	\$ 36	\$ —	\$ 36	\$ (49)
Non-sovereign	252	15	17	42	326	—	326	—
<b>Total Portugal</b>	\$ 252	\$ 15	\$ 53	\$ 42	\$ 362	\$ —	\$ 362	\$ (49)
<b>Spain</b>								
Sovereign	\$ 26	\$ —	\$ 57	\$ 3	\$ 86	\$ 47	\$ 133	\$ (53)
Non-sovereign	1,100	92	196	664	2,052	2,297	4,349	(54)
<b>Total Spain</b>	\$ 1,126	\$ 92	\$ 253	\$ 667	\$ 2,138	\$ 2,344	\$ 4,482	\$ (107)
<b>Total</b>								
Sovereign	\$ 27	\$ —	\$ 1,598	\$ 57	\$ 1,682	\$ 48	\$ 1,730	\$ (1,315)
Non-sovereign	3,899	733	1,630	1,512	7,774	5,130	12,904	(338)
<b>Total selected European exposure</b>	\$ 3,926	\$ 733	\$ 3,228	\$ 1,569	\$ 9,456	\$ 5,178	\$ 14,634	\$ (1,653)

(1) Includes acceptances, due froms, standby letters of credit, commercial letters of credit and formal guarantees.

(2) Derivative assets are carried at fair value and have been reduced by the amount of cash collateral applied of \$4.1 billion at September 30, 2011. At September 30, 2011, there was \$86 million of other marketable securities collateralizing derivative assets.

(3) Includes \$696 million in notional value of reverse repurchase agreements, which are presented based on the domicile of the counterparty consistent with FFIEC reporting requirements. Cross-border resale agreements where the underlying collateral is U.S. Treasury securities are excluded from this presentation.

(4) Cross-border exposure includes amounts payable to the Corporation by borrowers or counterparties 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 requirements.

(5) 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. Local funding or liabilities of \$746 million are subtracted from local exposures consistent with FFIEC reporting requirements. Of the \$746 million applied for exposure reduction, \$358 million was in Ireland, \$201 million in Italy, \$151 million in Spain and \$36 million in Greece.

(6) Represents net notional credit default protection purchased to hedge derivative assets.

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

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

# Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties

(Dollars in millions)

	September 30 2011	June 30 2011	March 31 2011	December 31 2010	September 30 2010
Residential mortgage	\$ 16,430	\$ 16,726	\$ 17,466	\$ 17,691	\$ 18,291
Home equity	2,333	2,345	2,559	2,694	2,702
Discontinued real estate	308	324	327	331	297
Direct/Indirect consumer	52	58	68	90	83
Other consumer	24	25	36	48	56
Total consumer	19,147	19,478	20,456	20,854	21,429
U.S. commercial <sup>(1)</sup>	2,518	2,767	3,056	3,453	3,894
Commercial real estate	4,474	5,051	5,695	5,829	6,376
Commercial lease financing	23	23	53	117	123
Non-U.S. commercial	145	108	155	233	272
U.S. small business commercial	7,160	7,949	8,959	9,632	10,665
Total commercial	139	156	172	204	202
Total nonperforming loans and leases	7,299	8,105	9,131	9,836	10,867
Foreclosed properties	26,446	27,583	29,587	30,690	32,296
Foreclosed properties	2,613	2,475	2,056	1,974	2,260
Total nonperforming loans, leases and foreclosed properties <sup>(2, 3, 4)</sup>	\$ 29,059	\$ 30,058	\$ 31,643	\$ 32,664	\$ 34,556
Fully-insured home loans past due 90 days or more and still accruing	\$ 20,299	\$ 20,047	\$ 19,754	\$ 16,768	\$ 16,427
Consumer credit card past due 90 days or more and still accruing	2,544	3,020	3,570	3,919	4,007
Other loans past due 90 days or more and still accruing	1,163	1,223	1,559	1,692	1,774
Total loans past due 90 days or more and still accruing <sup>(3, 5, 6)</sup>	\$ 24,006	\$ 24,290	\$ 24,883	\$ 22,379	\$ 22,208
Nonperforming loans, leases and foreclosed properties/Total assets <sup>(7)</sup>	1.32 %	1.33 %	1.39 %	1.44 %	1.48 %
Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties <sup>(7)</sup>	3.15	3.22	3.40	3.48	3.71
Nonperforming loans and leases/Total loans and leases <sup>(7)</sup>	2.87	2.96	3.19	3.27	3.47
Commercial utilized reservable criticized exposure <sup>(8)</sup>	\$ 30,901	\$ 35,110	\$ 39,435	\$ 42,621	\$ 47,698
Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure <sup>(8)</sup>	8.51 %	9.73 %	10.94 %	11.80 %	13.06 %
Total commercial utilized criticized exposure/Commercial utilized exposure <sup>(8)</sup>	8.35	10.80	11.73	12.43	13.61

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

(2) Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.

(3) Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were written down to fair value upon acquisition and accrete interest income over the remaining life of the loan.

	September 30 2011	June 30 2011	March 31 2011	December 31 2010	September 30 2010
(4) Balances do not include the following:					
Nonperforming loans held-for-sale	\$ 1,814	\$ 2,119	\$ 2,421	\$ 2,540	\$ 3,654
Nonperforming loans accounted for under the fair value option	2,032	2,389	15	30	15
Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010	474	465	456	426	378

(5) Balances do not include loans held-for-sale past due 90 days or more and still accruing of \$67 million, \$19 million, \$48 million, \$60 million and \$79 million at September 30, 2011, June 30, 2011, March 31, 2011, December 31, 2010 and September 30, 2010, respectively. At September 30, 2011, June 30, 2011, March 31, 2011, December 31, 2010 and September 30, 2010 there were no loans accounted for under the fair value option past due 90 days or more and still accruing interest.

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

(7) Total assets and total loans and leases do not include loans accounted for under the fair value option of \$11.2 billion, \$9.6 billion, \$3.7 billion, \$3.3 billion and \$3.7 billion at September 30, 2011, June 30, 2011, March 31, 2011, December 31, 2010 and September 30, 2010, respectively.

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

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

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

**Bank of America Corporation and Subsidiaries**
**Nonperforming Loans, Leases and Foreclosed Properties Activity <sup>(1)</sup>**

(Dollars in millions)

	Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
<b>Nonperforming Consumer Loans:</b>					
<b>Balance, beginning of period</b>	<b>\$ 19,478</b>	<b>\$ 20,456</b>	<b>\$ 20,854</b>	<b>\$ 21,429</b>	<b>\$ 21,684</b>
Additions to nonperforming loans:					
New nonaccrual loans	4,255	4,014	4,127	4,568	4,551
Reductions in nonperforming loans:					
Paydowns and payoffs	(1,163)	(1,003)	(779)	(739)	(917)
Returns to performing status <sup>(2)</sup>	(1,072)	(1,311)	(1,340)	(1,841)	(1,469)
Charge-offs <sup>(3)</sup>	(1,972)	(2,270)	(2,020)	(2,261)	(1,987)
Transfers to foreclosed properties	(379)	(408)	(386)	(302)	(433)
Total net reductions to nonperforming loans	(331)	(978)	(398)	(575)	(255)
<b>Total nonperforming consumer loans, end of period</b>	<b>19,147</b>	<b>19,478</b>	<b>20,456</b>	<b>20,854</b>	<b>21,429</b>
<b>Foreclosed properties</b>	<b>1,892</b>	<b>1,797</b>	<b>1,331</b>	<b>1,249</b>	<b>1,485</b>
<b>Total nonperforming consumer loans and foreclosed properties, end of period</b>	<b>\$ 21,039</b>	<b>\$ 21,275</b>	<b>\$ 21,787</b>	<b>\$ 22,103</b>	<b>\$ 22,914</b>
<b>Nonperforming Commercial Loans and Leases <sup>(4)</sup>:</b>					
<b>Balance, beginning of period</b>	<b>\$ 8,105</b>	<b>\$ 9,131</b>	<b>\$ 9,836</b>	<b>\$ 10,867</b>	<b>\$ 11,413</b>
Additions to nonperforming loans and leases:					
New nonaccrual loans and leases	1,197	1,042	1,299	1,820	1,852
Advances	37	52	67	102	83
Reductions in nonperforming loans and leases:					
Paydowns and payoffs	(871)	(1,023)	(764)	(1,113)	(906)
Sales	(554)	(141)	(247)	(228)	(187)
Return to performing status <sup>(5)</sup>	(143)	(362)	(320)	(465)	(415)
Charge-offs <sup>(6)</sup>	(247)	(290)	(488)	(767)	(628)
Transfers to foreclosed properties	(205)	(241)	(200)	(304)	(217)
Transfers to loans held-for-sale	(20)	(63)	(52)	(76)	(128)
Total net reductions in nonperforming loans and leases	(806)	(1,026)	(705)	(1,031)	(546)
<b>Total nonperforming commercial loans and leases, end of period</b>	<b>7,299</b>	<b>8,105</b>	<b>9,131</b>	<b>9,836</b>	<b>10,867</b>
<b>Foreclosed properties</b>	<b>721</b>	<b>678</b>	<b>725</b>	<b>725</b>	<b>775</b>
<b>Total nonperforming commercial loans, leases and foreclosed properties, end of period</b>	<b>\$ 8,020</b>	<b>\$ 8,783</b>	<b>\$ 9,856</b>	<b>\$ 10,561</b>	<b>\$ 11,642</b>

(1) For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 39.

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

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

(4) Includes U.S. small business commercial activity.

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

(6) Business card loans are not classified as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and accordingly are excluded from this table.

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

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

**Bank of America Corporation and Subsidiaries**  
**Quarterly Net Charge-offs and Net Charge-off Ratios <sup>(1)</sup>**

(Dollars in millions)

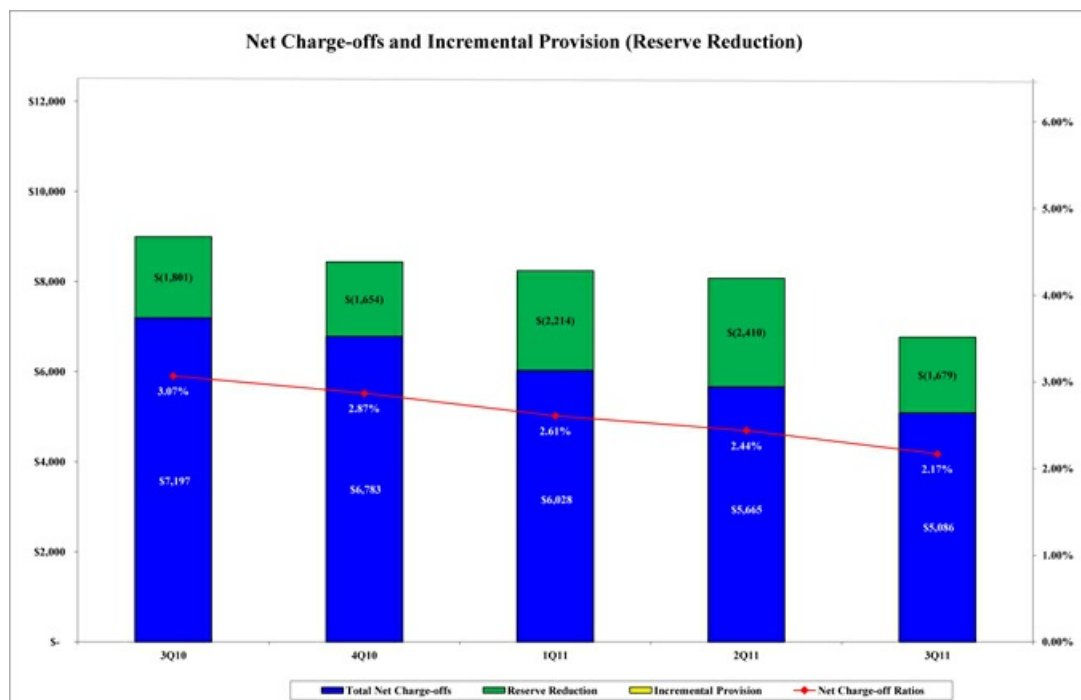
	Third Quarter 2011			Second Quarter 2011			First Quarter 2011			Fourth Quarter 2010			Third Quarter 2010		
Net Charge-offs	Amount	Percent		Amount	Percent		Amount	Percent		Amount	Percent		Amount	Percent	
Residential mortgage	\$ 989	1.47	%	\$ 1,104	1.67	%	\$ 905	1.40	%	\$ 970	1.51	%	\$ 660	1.10	%
Home equity	1,092	3.35		1,263	3.84		1,179	3.51		1,271	3.61		1,372	3.80	
Discontinued real estate	24	0.80		26	0.84		20	0.61		11	0.35		17	0.48	
U.S. credit card	1,639	6.28		1,931	7.29		2,274	8.39		2,572	9.05		2,975	10.24	
Non-U.S. credit card	374	5.83		429	6.31		402	5.91		339	4.90		295	4.32	
Direct/Indirect consumer	301	1.32		366	1.64		525	2.36		641	2.78		707	2.93	
Other consumer	56	7.81		43	6.44		40	5.93		50	6.96		80	10.68	
<b>Total consumer</b>	<b>4,475</b>	<b>2.82</b>		<b>5,162</b>	<b>3.27</b>		<b>5,345</b>	<b>3.38</b>		<b>5,854</b>	<b>3.62</b>		<b>6,106</b>	<b>3.81</b>	
U.S. commercial <sup>(2)</sup>	78	0.18		60	0.14		(21)	(0.05)		210	0.47		206	0.47	
Commercial real estate	296	2.73		163	1.43		288	2.42		347	2.67		410	2.93	
Commercial lease financing	(1)	(0.01)		(8)	(0.15)		1	0.02		20	0.38		19	0.34	
Non-U.S. commercial	18	0.15		13	0.13		103	1.22		8	0.10		12	0.17	
	391	0.54		228	0.32		371	0.54		585	0.83		647	0.91	
U.S. small business commercial	220	6.36		275	7.78		312	8.68		344	9.13		444	11.38	
<b>Total commercial</b>	<b>611</b>	<b>0.81</b>		<b>503</b>	<b>0.68</b>		<b>683</b>	<b>0.94</b>		<b>929</b>	<b>1.25</b>		<b>1,091</b>	<b>1.46</b>	
<b>Total net charge-offs</b>	<b>\$ 5,086</b>	<b>2.17</b>		<b>\$ 5,665</b>	<b>2.44</b>		<b>\$ 6,028</b>	<b>2.61</b>		<b>\$ 6,783</b>	<b>2.87</b>		<b>\$ 7,197</b>	<b>3.07</b>	

**By Business Segment**

Deposits	\$ 48	27.52	%	\$ 36	23.58	%	\$ 34	21.34	%	\$ 40	25.64	%	\$ 70	39.43	%
Card Services	2,031	6.52		2,434	7.67		2,916	8.93		3,327	9.65		3,908	10.99	
Consumer Real Estate Services	1,036	3.58		1,213	4.16		1,114	3.75		1,183	3.76		1,323	4.11	
Global Commercial Banking	443	0.94		321	0.68		514	1.08		639	1.30		730	1.45	
Global Banking & Markets	31	0.11		(9)	(0.03)		(3)	(0.01)		25	0.10		52	0.22	
Global Wealth & Investment Management	135	0.52		129	0.50		88	0.36		131	0.52		112	0.45	
All Other	1,362	1.89		1,541	2.15		1,365	1.92		1,438	2.02		1,002	1.49	
<b>Total net charge-offs</b>	<b>\$ 5,086</b>	<b>2.17</b>		<b>\$ 5,665</b>	<b>2.44</b>		<b>\$ 6,028</b>	<b>2.61</b>		<b>\$ 6,783</b>	<b>2.87</b>		<b>\$ 7,197</b>	<b>3.07</b>	

- (1) Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category.  
(2) Excludes U.S. small business commercial loans.

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



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

**Bank of America Corporation and Subsidiaries**  
**Year-to-Date Net Charge-offs and Net Charge-off Ratios <sup>(1)</sup>**

(Dollars in millions)

	Nine Months Ended September 30					
	2011			2010		
	Amount	Percent		Amount	Percent	
<b>Net Charge-offs</b>						
Residential mortgage	\$ 2,998	1.51	%	\$ 2,700	1.49	%
Home equity	3,534	3.57		5,510	4.98	
Discontinued real estate	70	0.75		57	0.54	
U.S. credit card	5,844	7.33		10,455	11.67	
Non-U.S. credit card	1,205	6.02		1,868	8.86	
Direct/Indirect consumer	1,192	1.77		2,695	3.66	
Other consumer	139	6.74		211	9.50	
<b>Total consumer</b>	<b>14,982</b>	<b>3.15</b>		<b>23,496</b>	<b>4.80</b>	
U.S. commercial <sup>(2)</sup>	117	0.09		671	0.50	
Commercial real estate	747	2.19		1,670	3.56	
Commercial lease financing	(8)	(0.05)		37	0.23	
Non-U.S. commercial	134	0.44		103	0.50	
U.S. small business commercial	990	0.47		2,481	1.15	
<b>Total commercial</b>	<b>807</b>	<b>7.62</b>		<b>1,574</b>	<b>12.88</b>	
<b>Total net charge-offs</b>	<b>\$ 16,779</b>	<b>2.41</b>		<b>\$ 27,551</b>	<b>3.84</b>	
<b>By Business Segment</b>						
Deposits	\$ 118	24.26	%	\$ 179	33.56	%
Card Services	7,381	7.72		13,922	12.59	
Consumer Real Estate Services	3,363	3.83		5,304	5.43	
Global Commercial Banking	1,278	0.90		2,767	1.79	
Global Banking & Markets	19	0.02		282	0.40	
Global Wealth & Investment Management	352	0.46		346	0.47	
All Other	4,268	1.99		4,751	2.26	
<b>Total net charge-offs</b>	<b>\$ 16,779</b>	<b>2.41</b>		<b>\$ 27,551</b>	<b>3.84</b>	

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

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

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

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

Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

	September 30, 2011				June 30, 2011				September 30, 2010			
	Amount	Percent of Total	Percent of Loans and Leases Outstanding <sup>(1)</sup>		Amount	Percent of Total	Percent of Loans and Leases Outstanding <sup>(1)</sup>		Amount	Percent of Total	Percent of Loans and Leases Outstanding <sup>(1)</sup>	
<b>Allowance for loan and lease losses</b>												
Residential mortgage	\$ 5,832	16.62 %	2.19 %		\$ 5,845	15.66 %	2.19 %		\$ 4,595	10.54 %	1.89 %	
Home equity	12,998	37.05	10.18		13,111	35.14	10.03		12,880	29.55	9.10	
Discontinued real estate	1,902	5.42	16.48		1,997	5.35	16.64		961	2.21	7.15	
U.S. credit card	6,780	19.33	6.59		7,540	20.21	7.20		11,977	27.48	10.54	
Non-U.S. credit card	1,314	3.75	8.17		1,771	4.75	6.80		2,116	4.86	7.76	
Direct/Indirect consumer	1,281	3.65	1.42		1,475	3.95	1.63		2,661	6.11	2.88	
Other consumer	150	0.43	5.35		145	0.39	5.25		171	0.39	5.83	
<b>Total consumer</b>	<b>30,257</b>	<b>86.25</b>	<b>4.90</b>		<b>31,884</b>	<b>85.45</b>	<b>5.04</b>		<b>35,361</b>	<b>81.14</b>	<b>5.57</b>	
U.S. commercial <sup>(2)</sup>	2,627	7.49	1.36		2,792	7.48	1.46		4,089	9.38	2.14	
Commercial real estate	1,860	5.30	4.55		2,314	6.20	5.26		3,573	8.20	6.77	
Commercial lease financing	100	0.28	0.47		99	0.27	0.46		151	0.35	0.71	
Non-U.S. commercial	238	0.68	0.49		223	0.60	0.52		407	0.93	1.33	
<b>Total commercial <sup>(3)</sup></b>	<b>4,825</b>	<b>13.75</b>	<b>1.59</b>		<b>5,428</b>	<b>14.55</b>	<b>1.82</b>		<b>8,220</b>	<b>18.86</b>	<b>2.78</b>	
<b>Allowance for loan and lease losses</b>	<b>35,082</b>	<b>100.00 %</b>	<b>3.81</b>		<b>37,312</b>	<b>100.00 %</b>	<b>4.00</b>		<b>43,581</b>	<b>100.00 %</b>	<b>4.69</b>	
<b>Reserve for unfunded lending commitments</b>	<b>790</b>				<b>897</b>				<b>1,294</b>			
<b>Allowance for credit losses</b>	<b>\$ 35,872</b>				<b>\$ 38,209</b>				<b>\$ 44,875</b>			

**Asset Quality Indicators**

Allowance for loan and lease losses/Total loans and leases <sup>(5)</sup>	3.81 %	4.00 %	4.69 %
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total loans and leases (excluding purchased credit-impaired loans) <sup>(4,5)</sup>	3.02	3.24	4.25
Allowance for loan and lease losses/Total nonperforming loans and leases <sup>(6)</sup>	133	135	135
Allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Total nonperforming loans and leases <sup>(4)</sup>	101	105	118
Allowance for loan and lease losses/Annualized net charge-offs	1.74	1.64	1.53
Allowance for loan and lease losses/Annualized net charge-offs (excluding purchased credit-impaired loans) <sup>(4)</sup>	1.33	1.28	1.34

(1) Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option for each loan and lease category. Loans accounted for under the fair value option include residential mortgage loans of \$1.3 billion and \$1.2 billion and discontinued real estate loans of \$3.4 billion and \$4.0 billion at September 30, 2011 and June 30, 2011, respectively. They also include U.S. commercial loans of \$1.9 billion, \$1.6 billion and \$1.8 billion, non-U.S. commercial loans of \$4.5 billion, \$2.8 billion and \$1.8 billion, and commercial real estate loans of \$75 million, \$11 million and \$54 million at September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

(2) Includes allowance for U.S. small business commercial loans of \$935 million, \$1.0 billion and \$1.8 billion at September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

(3) Includes allowance for loan and lease losses for impaired commercial loans of \$798 million, \$778 million and \$577 million at September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

(4) Excludes valuation allowance on Countrywide purchased credit-impaired loans of \$8.2 billion, \$8.2 billion and \$5.5 billion of September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

(5) Total assets and total loans and leases do not include loans accounted for under the fair value option of \$11.2 billion, \$9.6 billion and \$3.7 billion at September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

(6) Allowance for loan and lease losses includes \$18.3 billion, \$19.9 billion and \$23.7 billion allocated to products (primarily Card Services portfolios and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2011, June 30, 2011 and September 30, 2010, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 63 percent, 63 percent and 62 percent at September 30, 2011, June 30, 2011 and September 30, 2010, respectively.

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

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



**Exhibit A: Non-GAAP Reconciliations****Bank of America Corporation and Subsidiaries****Reconciliations to GAAP Financial Measures**

(Dollars in millions)

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

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP measure. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of common shareholders' equity plus any Common Equivalent Securities less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of average shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible common equity ratio represents common shareholders' equity plus any Common Equivalent Securities less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. The tangible equity ratio represents total shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents ending common shareholders' equity less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity (i.e., capital). In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

In certain presentations, earnings and diluted earnings per common share, the efficiency ratio, return on average assets, return on common shareholders' equity, return on average tangible common shareholders' equity and return on average tangible shareholders' equity are calculated excluding the impact of goodwill impairment charges of \$2.6 billion recorded in the second quarter of 2011, and \$2.0 billion and \$10.4 billion recorded in the fourth and third quarters of 2010. Accordingly, these are non-GAAP measures.

See the tables below and on page 45 for reconciliations of these non-GAAP measures with financial measures defined by GAAP for the three months ended September 30, 2011, June 30, 2011, March 31, 2011, December 31, 2010 and September 30, 2010 and the nine months ended September 30, 2011 and 2010. The Corporation believes the use of these non-GAAP measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

	Nine Months Ended September 30		Third Quarter	Second Quarter	First Quarter	Fourth Quarter	Third Quarter
	2011	2010	2011	2011	2011	2010	2010
<b>Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis</b>							
Net interest income	\$ 33,915	\$ 39,084	\$ 10,490	\$ 11,246	\$ 12,179	\$ 12,439	\$ 12,435
Fully taxable-equivalent adjustment	714	900	249	247	218	270	282
<b>Net interest income on a fully taxable-equivalent basis</b>	<b>\$ 34,629</b>	<b>\$ 39,984</b>	<b>\$ 10,739</b>	<b>\$ 11,493</b>	<b>\$ 12,397</b>	<b>\$ 12,709</b>	<b>\$ 12,717</b>

**Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis**

Total revenue, net of interest expense	\$ 68,566	\$ 87,822	\$ 28,453	\$ 13,236	\$ 26,877	\$ 22,398	\$ 26,700
Fully taxable-equivalent adjustment	714	900	249	247	218	270	282
<b>Total revenue, net of interest expense on a fully taxable-equivalent basis</b>	<b>\$ 69,280</b>	<b>\$ 88,722</b>	<b>\$ 28,702</b>	<b>\$ 13,483</b>	<b>\$ 27,095</b>	<b>\$ 22,668</b>	<b>\$ 26,982</b>

**Reconciliation of total noninterest expense to total noninterest expense, excluding goodwill impairment charges**

Total noninterest expense	\$ 60,752	\$ 62,244	\$ 17,613	\$ 22,856	\$ 20,283	\$ 20,864	\$ 27,216
Goodwill impairment charges	(2,603)	(10,400)	—	(2,603)	—	(2,000)	(10,400)
<b>Total noninterest expense, excluding goodwill impairment charges</b>	<b>\$ 58,149</b>	<b>\$ 51,844</b>	<b>\$ 17,613</b>	<b>\$ 20,253</b>	<b>\$ 20,283</b>	<b>\$ 18,864</b>	<b>\$ 16,816</b>

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

Income tax expense (benefit)	\$ (2,117)	\$ 3,266	\$ 1,201	\$ (4,049)	\$ 731	\$ (2,351)	\$ 1,387
Fully taxable-equivalent adjustment	714	900	249	247	218	270	282
<b>Income tax expense (benefit) on a fully taxable-equivalent basis</b>	<b>\$ (1,403)</b>	<b>\$ 4,166</b>	<b>\$ 1,450</b>	<b>\$ (3,802)</b>	<b>\$ 949</b>	<b>\$ (2,081)</b>	<b>\$ 1,669</b>

**Reconciliation of net income (loss) to net income (loss), excluding goodwill impairment charges**

Net income (loss)	\$ (545)	\$ (994)	\$ 6,232	\$ (8,826)	\$ 2,049	\$ (1,244)	\$ (7,299)
Goodwill impairment charges	2,603	10,400	—	2,603	—	2,000	10,400
<b>Net income (loss), excluding goodwill impairment charges</b>	<b>\$ 2,058</b>	<b>\$ 9,406</b>	<b>\$ 6,232</b>	<b>\$ (6,223)</b>	<b>\$ 2,049</b>	<b>\$ 756</b>	<b>\$ 3,101</b>

**Reconciliation of net income (loss) applicable to common shareholders to net income (loss) applicable to common shareholders, excluding goodwill impairment charges**

Net income (loss) applicable to common shareholders	\$ (1,499)	\$ (2,030)	\$ 5,889	\$ (9,127)	\$ 1,739	\$ (1,565)	\$ (7,647)
Goodwill impairment charges	2,603	10,400	—	2,603	—	2,000	10,400
<b>Net income (loss) applicable to common shareholders, excluding goodwill impairment charges</b>	<b>\$ 1,104</b>	<b>\$ 8,370</b>	<b>\$ 5,889</b>	<b>\$ (6,524)</b>	<b>\$ 1,739</b>	<b>\$ 435</b>	<b>\$ 2,753</b>

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

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

**Exhibit A: Non-GAAP Reconciliations - continued**
**Bank of America Corporation and Subsidiaries  
Reconciliations to GAAP Financial Measures**

(Dollars in millions)

	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010	2011	2011	2011	2010	2010
<b>Reconciliation of average common shareholders' equity to average tangible common shareholders' equity</b>							
Common shareholders' equity	\$ 212,512	\$ 210,649	\$ 204,928	\$ 218,505	\$ 214,206	\$ 218,728	\$ 215,911
Common Equivalent Securities	—	3,877	—	—	—	—	—
Goodwill	(72,903)	(84,965)	(71,070)	(73,748)	(73,922)	(75,584)	(82,484)
Intangible assets (excluding mortgage servicing rights)	(9,386)	(11,246)	(9,005)	(9,394)	(9,769)	(10,211)	(10,629)
Related deferred tax liabilities	2,939	3,368	2,852	2,932	3,035	3,121	3,214
<b>Tangible common shareholders' equity</b>	<b>\$ 133,162</b>	<b>\$ 121,683</b>	<b>\$ 127,705</b>	<b>\$ 138,295</b>	<b>\$ 133,550</b>	<b>\$ 136,054</b>	<b>\$ 126,012</b>
<b>Reconciliation of average shareholders' equity to average tangible shareholders' equity</b>							
Shareholders' equity	\$ 229,385	\$ 232,465	\$ 222,410	\$ 235,067	\$ 230,769	\$ 235,525	\$ 233,978
Goodwill	(72,903)	(84,965)	(71,070)	(73,748)	(73,922)	(75,584)	(82,484)
Intangible assets (excluding mortgage servicing rights)	(9,386)	(11,246)	(9,005)	(9,394)	(9,769)	(10,211)	(10,629)
Related deferred tax liabilities	2,939	3,368	2,852	2,932	3,035	3,121	3,214
<b>Tangible shareholders' equity</b>	<b>\$ 150,035</b>	<b>\$ 139,622</b>	<b>\$ 145,187</b>	<b>\$ 154,857</b>	<b>\$ 150,113</b>	<b>\$ 152,851</b>	<b>\$ 144,079</b>
<b>Reconciliation of period end common shareholders' equity to period end tangible common shareholders' equity</b>							
Common shareholders' equity	\$ 210,772	\$ 212,391	\$ 210,772	\$ 205,614	\$ 214,314	\$ 211,686	\$ 212,391
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(73,869)	(73,861)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(9,560)	(9,923)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	2,933	3,036	3,123
<b>Tangible common shareholders' equity</b>	<b>\$ 133,953</b>	<b>\$ 129,510</b>	<b>\$ 133,953</b>	<b>\$ 128,217</b>	<b>\$ 133,818</b>	<b>\$ 130,938</b>	<b>\$ 129,510</b>
<b>Reconciliation of period end shareholders' equity to period end tangible shareholders' equity</b>							
Shareholders' equity	\$ 230,252	\$ 230,495	\$ 230,252	\$ 222,176	\$ 230,876	\$ 228,248	\$ 230,495
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(73,869)	(73,861)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(9,560)	(9,923)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	2,933	3,036	3,123
<b>Tangible shareholders' equity</b>	<b>\$ 153,433</b>	<b>\$ 147,614</b>	<b>\$ 153,433</b>	<b>\$ 144,779</b>	<b>\$ 150,380</b>	<b>\$ 147,500</b>	<b>\$ 147,614</b>
<b>Reconciliation of period end assets to period end tangible assets</b>							
Assets	\$ 2,219,628	\$ 2,339,660	\$ 2,219,628	\$ 2,261,319	\$ 2,274,532	\$ 2,264,909	\$ 2,339,660
Goodwill	(70,832)	(75,602)	(70,832)	(71,074)	(73,869)	(73,861)	(75,602)
Intangible assets (excluding mortgage servicing rights)	(8,764)	(10,402)	(8,764)	(9,176)	(9,560)	(9,923)	(10,402)
Related deferred tax liabilities	2,777	3,123	2,777	2,853	2,933	3,036	3,123
<b>Tangible assets</b>	<b>\$ 2,142,809</b>	<b>\$ 2,256,779</b>	<b>\$ 2,142,809</b>	<b>\$ 2,183,922</b>	<b>\$ 2,194,036</b>	<b>\$ 2,184,161</b>	<b>\$ 2,256,779</b>

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

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

**Exhibit A: Non-GAAP Reconciliations - continued**
**Bank of America Corporation and Subsidiaries  
Reconciliations to GAAP Financial Measures**

(Dollars in millions)

Reconciliation of return on average economic capital	Nine Months Ended September 30		Third Quarter 2011	Second Quarter 2011	First Quarter 2011	Fourth Quarter 2010	Third Quarter 2010
	2011	2010					
Deposits							
Reported net income	\$ 1,051	\$ 1,562	\$ 276	\$ 424	\$ 351	\$ (200)	\$ 198
Adjustment related to intangibles <sup>(1)</sup>	1	8	1	(1)	1	2	3
Adjusted net income	\$ 1,052	\$ 1,570	\$ 277	\$ 423	\$ 352	\$ (198)	\$ 201
Average allocated equity	\$ 23,692	\$ 24,254	\$ 23,820	\$ 23,612	\$ 23,641	\$ 24,128	\$ 24,402
Adjustment related to goodwill and a percentage of intangibles	(17,952)	(17,977)	(17,947)	(17,950)	(17,958)	(17,967)	(17,978)
Average economic capital	\$ 5,740	\$ 6,277	\$ 5,873	\$ 5,662	\$ 5,683	\$ 6,161	\$ 6,424
Card Services							
Reported net income	\$ 4,767	\$ (8,269)	\$ 1,264	\$ 1,939	\$ 1,564	\$ 1,289	\$ (9,844)
Adjustment related to intangibles <sup>(1)</sup>	12	54	4	3	5	15	17
Goodwill impairment charge	—	—	—	—	—	—	10,400
Adjusted net income	\$ 4,779	\$ (8,215)	\$ 1,268	\$ 1,942	\$ 1,569	\$ 1,304	\$ 573
Average allocated equity	\$ 22,958	\$ 37,073	\$ 22,410	\$ 22,671	\$ 23,807	\$ 25,173	\$ 33,033
Adjustment related to goodwill and a percentage of intangibles	(12,257)	(21,649)	(12,216)	(12,261)	(12,295)	(12,327)	(19,368)
Average economic capital	\$ 10,701	\$ 15,424	\$ 10,194	\$ 10,410	\$ 11,512	\$ 12,846	\$ 13,665
Consumer Real Estate Services							
Reported net income	\$ (18,070)	\$ (4,010)	\$ (1,137)	\$ (14,519)	\$ (2,414)	\$ (4,937)	\$ (392)
Adjustment related to intangibles <sup>(1)</sup>	—	2	—	—	—	—	—
Goodwill impairment charge	2,603	—	—	2,603	—	2,000	—
Adjusted net income	\$ (15,467)	\$ (4,008)	\$ (1,137)	\$ (11,916)	\$ (2,414)	\$ (2,937)	\$ (392)
Average allocated equity	\$ 16,688	\$ 26,591	\$ 14,240	\$ 17,139	\$ 18,736	\$ 24,310	\$ 26,493
Adjustment related to goodwill and a percentage of intangibles	(1,804)	(4,803)	—	(2,702)	(2,742)	(4,799)	(4,801)
Average economic capital	\$ 14,884	\$ 21,788	\$ 14,240	\$ 14,437	\$ 15,994	\$ 19,511	\$ 21,692
Global Commercial Banking							
Reported net income	\$ 3,354	\$ 2,165	\$ 1,050	\$ 1,381	\$ 923	\$ 1,053	\$ 644
Adjustment related to intangibles <sup>(1)</sup>	2	4	—	1	1	1	1
Adjusted net income	\$ 3,356	\$ 2,169	\$ 1,050	\$ 1,382	\$ 924	\$ 1,054	\$ 645
Average allocated equity	\$ 40,917	\$ 43,790	\$ 40,726	\$ 40,522	\$ 41,512	\$ 42,997	\$ 42,930
Adjustment related to goodwill and a percentage of intangibles	(20,695)	(20,678)	(20,689)	(20,697)	(20,700)	(20,703)	(20,707)
Average economic capital	\$ 20,222	\$ 23,112	\$ 20,037	\$ 19,825	\$ 20,812	\$ 22,294	\$ 22,223
Global Banking and Markets							
Reported net income	\$ 3,400	\$ 5,628	\$ (302)	\$ 1,559	\$ 2,143	\$ 669	\$ 1,468
Adjustment related to intangibles <sup>(1)</sup>	13	15	5	4	4	4	5
Adjusted net income	\$ 3,413	\$ 5,643	\$ (297)	\$ 1,563	\$ 2,147	\$ 673	\$ 1,473
Average allocated equity	\$ 38,422	\$ 51,083	\$ 36,372	\$ 37,458	\$ 41,491	\$ 46,935	\$ 50,173
Adjustment related to goodwill and a percentage of intangibles	(10,547)	(10,061)	(10,783)	(10,474)	(10,379)	(10,240)	(10,057)
Average economic capital	\$ 27,875	\$ 41,022	\$ 25,589	\$ 26,984	\$ 31,112	\$ 36,695	\$ 40,116
Global Wealth and Investment Management							
Reported net income	\$ 1,386	\$ 1,022	\$ 347	\$ 506	\$ 533	\$ 319	\$ 269
Adjustment related to intangibles <sup>(1)</sup>	23	66	7	7	9	20	21
Adjusted net income	\$ 1,409	\$ 1,088	\$ 354	\$ 513	\$ 542	\$ 339	\$ 290
Average allocated equity	\$ 17,783	\$ 18,015	\$ 17,839	\$ 17,574	\$ 17,938	\$ 18,227	\$ 18,039
Adjustment related to goodwill and a percentage of intangibles	(10,708)	(10,788)	(10,691)	(10,706)	(10,728)	(10,752)	(10,775)
Average economic capital	\$ 7,075	\$ 7,227	\$ 7,148	\$ 6,868	\$ 7,210	\$ 7,475	\$ 7,264

<sup>(1)</sup> Represents cost of funds and earnings credit on intangibles.

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

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

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Appendix: Selected Slides from the  
Third Quarter 2011 Earnings Release Presentation

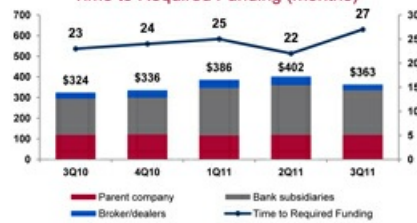
This information is preliminary and based on company data available at the time of the presentation.

## 3Q11 Review

- 3Q11 reported net income of \$6.2B or \$0.56 diluted EPS
- A number of significant items were recorded during the quarter
- Continued execution on customer-focused strategy for growth and relationship deepening
- Headwinds of global economies, housing, interest rates and Eurozone debt crisis persist
  - Sales and trading results reflect challenging market environment
- Total deposits increased
- Loan growth remains muted
- Credit quality continues to improve
- Expenses declined from 2Q11
- New BAC efficiency initiative: Phase 1 evaluation complete and implementation commenced in October, Phase 2 evaluation underway
- Capital and liquidity remain strong
  - Credit reserve coverage at 1.74 times 3Q11 annualized net charge-offs (highest in 15 quarters)
  - Capital ratios improved
    - ✓ Tier 1 common equity ratio improved 42bps to 8.65%
    - ✓ Tangible common equity ratio at 6.25%, highest level in 15 years
  - Overall global excess liquidity sources remain at elevated levels after planned reductions of long and short-term debt
    - ✓ No change in overall excess liquidity sources since Moody's downgrade
    - ✓ Time to required funding metric improved from 22 months at 2Q11 to 27 months at 3Q11

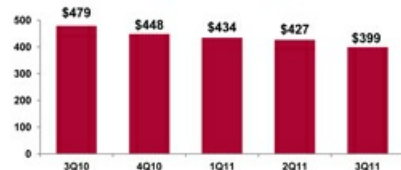
## Funding and Liquidity

Global Excess Liquidity Sources (\$B) and Time to Required Funding (months) <sup>1, 2</sup>

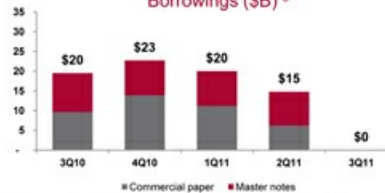


- Proactively reduced short-term unsecured funding by approximately \$15B to immaterial amounts, at the parent company and broker/dealers
- Reduced long-term debt to \$399B
  - Down from \$479B at 3Q10, in line with stated intent to reduce by 15-20% by the end of 2011
  - Plan to further decrease by \$70-120B by end of 2013
  - Reduction in long-term debt includes \$4.5B impact of FVO on structured liabilities
- Global Excess Liquidity Sources declined from 2Q11 to \$363B due primarily to previously planned reductions in wholesale funding
- Time to Required Funding increased to 27 months as parent company liquidity remains high and annual debt maturities are lower after 2012

Long-term Debt (\$B)



Parent & Broker/Dealers Unsecured Short-term Borrowings (\$B) <sup>3</sup>



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

<sup>2</sup> Time to Required Funding is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of both Bank of America Corporation and Merrill Lynch & Co., Inc. can be met using only its Global Excess Liquidity Sources without issuing debt or sourcing additional liquidity. For 2Q11 and 3Q11, we have also included in the amount of unsecured contractual obligations the \$8.6B liability, including estimated costs, for the previously announced settlement agreement with BNY Mellon.

<sup>3</sup> Included in Commercial paper and other short-term borrowings on the Corporation's Consolidated Balance Sheet.

## Deposits

\$ in millions	3Q11	Inc/(Dec)	
		2Q11	3Q10
Net interest income <sup>1</sup>	\$1,987	(\$294)	\$33
Noninterest income	1,132	112	(60)
Total revenue, net of interest expense	3,119	(182)	(27)
Provision for credit losses	52	21	(10)
Noninterest expense	2,627	18	(147)
Income tax expense <sup>1</sup>	164	(73)	52
Net income	\$276	(\$148)	\$78

Key Indicators (\$ in billions)	3Q11	2Q11	3Q10
Average deposits	\$422.3	\$426.7	\$411.1
Client brokerage assets	61.9	69.0	60.0
Operating cost per \$ deposit <sup>2</sup>	2.47%	2.45%	2.68%
Rate paid on deposits	0.25%	0.29%	0.41%
Return on average economic capital <sup>3</sup>	18.8%	30.0%	12.4%

- Net income of \$276MM was down \$148MM from 2Q11 driven by lower net interest income
- Average deposits are up from 3Q10 but seasonally down from 2Q11
- Rates paid on deposits declined from 29bps to 25bps from 2Q11
- Third consecutive quarter of positive net new checking accounts
- Customer Solutions pilot trending above expectations
  - Nationwide roll-out is expected to begin in 2012
- Hired more than 300 Financial Solutions Advisors and Small Business Bankers to execute on our customer focused strategy to deepen relationships

<sup>1</sup> Fully taxable-equivalent basis.

<sup>2</sup> Operating cost per dollar deposit represents annualized noninterest expense, excluding certain expenses, as a percentage of average deposits.

<sup>3</sup> Calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. This is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

## Card Services

\$ in millions	Inc/(Dec)		
	3Q11	2Q11	3Q10
Net interest income <sup>1</sup>	\$2,823	(\$82)	(\$677)
Noninterest income	1,684	(267)	(193)
Total revenue, net of interest expense	4,507	(349)	(870)
Provision for credit losses	1,037	735	(2,029)
Noninterest expense	1,458	(74)	(10,376)
Income tax expense <sup>1</sup>	748	(335)	427
Net income	\$1,264	(\$675)	\$11,108

Key Indicators (\$ in billions)	3Q11	2Q11	3Q10
Average loans and leases	\$123.5	\$127.3	\$141.1
Delinquent dollars 30 days+	5.1	5.4	8.3
30 days+ delinquency ratio	4.1%	4.3%	6.0%
Delinquent dollars 90 days+	2.7	3.1	4.5
90 days+ delinquency ratio	2.2%	2.4%	3.2%
Net charge-offs	2.0	2.4	3.9
as a % of avg. loans	6.5%	7.7%	11.0%
Credit card purchase volumes	53.6	54.1	51.9
Debit card purchase volumes	62.8	64.0	58.0
Return on average economic capital <sup>2</sup>	49.3%	74.8%	16.6%

- Net income of \$1.3B was down \$675MM compared to 2Q11 from higher provision expense and lower revenue, partially offset by lower noninterest expense
- Revenue decline driven by 2Q11 gains on U.S. portfolio sales, and the NII impact from lower yields and loan balances
- 3Q10 results were impacted by \$10.4B goodwill impairment charge
- Provision expense increased \$735MM from 2Q11 as a \$403MM, or 17%, improvement in net charge-offs was more than offset by \$1.1B in lower reserve reductions
  - U.S. credit card net losses improved for the 8th consecutive quarter while 30+ day delinquency rate is at historical lows
- Average loans declined \$3.8B from 2Q11 due to higher payments, charge-offs, portfolio divestitures and continued run-off of non-core portfolios
  - Non-core portfolios declined \$1.1B from 2Q11
- Credit card purchase volume increased 5% from 3Q10 and was up modestly from 2Q11 after adjusting for portfolio divestitures
- New U.S. credit card accounts continue to grow and are up 17% from 2Q11
- During 3Q11, as a result of the decision to exit the international consumer card businesses, the Global Card Services business segment was renamed to Card Services. The international consumer card business results have been moved to All Other and prior periods have been reclassified

<sup>1</sup> Fully taxable-equivalent basis.

<sup>2</sup> Calculated as net income, excluding goodwill impairment charge, cost of funds and earnings credit on intangibles, divided by average economic capital. This is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.



## Global Wealth & Investment Management

\$ in millions	3Q11	Inc/(Dec)	
		2Q11	3Q10
Net interest income <sup>1</sup>	\$1,411	(\$160)	\$66
Noninterest income	2,819	(100)	266
Total revenue, net of interest expense	4,230	(260)	332
Provision for credit losses	162	90	35
Noninterest expense	3,516	(115)	171
Income tax expense <sup>1</sup>	205	(76)	48
Net income	\$347	(\$159)	\$78

Key Indicators (\$ in billions)	3Q11	2Q11	3Q10
Total client balances	\$2,063.3	\$2,202.0	\$2,120.9
Average loans and leases	102.8	102.2	99.1
Average deposits	255.7	255.2	234.8
Liquidity AUM flows	(2.6)	(3.8)	(6.6)
Long-term AUM flows	4.5	4.5	4.0
Financial advisors (in thousands)	16.7	16.2	15.5
Pre-tax margin	13.0%	17.5%	10.9%
Return on average economic capital <sup>2</sup>	19.7%	30.0%	15.8%

- Net income of \$347MM was down \$159MM from 2Q11 on lower revenue and higher credit costs
- Revenue down from 2Q11
  - Lower NII due to current interest rate environment
  - Lower transactional revenue reflecting lower market activity
  - Record Asset Management fees driven by continued inflows into long-term AUM
- Provision expense increased driven by reserve releases in 2Q11
- Client balances fell 6.3% driven almost entirely by lower market levels
- Long-term AUM continues to experience inflows partially offset by liquidity outflows
- Overall rates paid on GWIM deposits declined 7bps in 3Q11
- 9th consecutive quarter of increased client facing associates driven by the addition of 475 net Financial Advisors in 3Q11

<sup>1</sup> Fully taxable-equivalent basis.

<sup>2</sup> Calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. This is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

## Global Commercial Banking

\$ in millions	3Q11	Inc/(Dec)	
		2Q11	3Q10
Net interest income <sup>1</sup>	\$1,743	(\$84)	(\$110)
Noninterest income	790	(194)	10
Total revenue, net of interest expense	2,533	(278)	(100)
Provision for credit losses	(150)	267	(706)
Noninterest expense	1,018	(51)	(43)
Income tax expense <sup>1</sup>	615	(163)	243
Net income	\$1,050	(\$331)	\$406

Key indicators (\$ in billions)	3Q11	2Q11	3Q10
Average loans and leases	\$188.0	\$189.3	\$199.3
Average deposits	173.8	166.5	148.6
Reservable utilized criticized exposure	22.8	27.0	36.3
Nonperforming loans, leases and foreclosed properties	6.6	7.4	9.4
Credit revenue	1.4	1.6	1.5
Treasury revenue	1.2	1.3	1.1
Return on average economic capital <sup>2</sup>	20.8%	28.0%	11.5%

- Net income of \$1.1B was down \$331MM from 2Q11 driven by lower reserve releases and revenue declines
  - Revenue declined due to lower NII and the absence of a gain that occurred in 2Q11
  - Expenses are down from 2Q11 as the business continues to tightly manage costs
- Average deposits grew \$7.4B from 2Q11 as customers remained highly liquid
- Average loans declined \$1.3B from 2Q11
  - Commercial real estate loans were down \$2.4B
  - Commercial and Industrial loans were flat while auto loans increased \$1.2B
- Asset quality continued to improve from 2Q11
  - Nonperforming loans and foreclosed properties declined \$784MM or 11%
  - Reservable utilized criticized exposure decreased \$4.3B or 16%

<sup>1</sup> Fully taxable-equivalent basis.

<sup>2</sup> Calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. This is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

## Global Banking & Markets

\$ in millions	Inc/(Dec)		
	3Q11	2Q11	3Q10
Net interest income <sup>1</sup>	\$1,846	\$59	(\$38)
Noninterest income	3,376	(1,629)	(1,813)
Total revenue, net of interest expense	5,222	(1,570)	(1,851)
Provision for credit losses	15	97	172
Noninterest expense	4,480	(228)	169
Pre-tax income	727	(1,439)	(2,192)
Income tax expense <sup>1</sup>	1,029	422	(422)
Net loss	(\$302)	(\$1,861)	(\$1,770)

Key Indicators (\$ in billions)	3Q11	2Q11	3Q10
Average loans and leases	\$120.1	\$109.5	\$98.9
Average deposits	121.4	116.9	96.0
Average trading-related assets	490.4	501.0	507.0
Global Markets risk weighted assets <sup>2</sup>	257.1	259.9	321.4
Sales and trading revenue	2.8	3.8	4.4
Investment banking fees	1.0	1.6	1.3
Corporate banking revenue	1.4	1.4	1.3
Proprietary trading revenue	-	0.2	0.3
Average VaR (\$ in MM)	163.7	229.2	185.0
Return on average economic capital <sup>3</sup>	n/m	23.2%	14.6%

- Net loss of \$302MM includes \$774MM charge related to the deferred tax asset (DTA) as a result of a change in the UK statutory tax rate
- Excluding the impact of the UK tax rate change, net income of \$472MM was down \$1.1B from 2Q11 on lower sales and trading results and investment banking fees
- Sales and trading revenue of \$2.8B declined \$1.0B from 2Q11 and was down \$1.7B from 3Q10
  - Results include DVA gains of \$1.7B in 3Q11 compared to gains of \$121MM in 2Q11 and a loss of \$34MM in 3Q10. 12% of the 3Q11 DVA was incurred in the equity business
  - 3Q11 impacted by adverse market conditions across fixed income products with extreme volatility in credit markets
  - Risk aversion has slowed customer activity as reflected in the reduction in VaR
- Investment banking fees declined from a record 2Q11 due to market uncertainty and decline in global fee pools
  - Bank of America Merrill Lynch remains ranked No. 2 globally in net investment banking fees in 3Q11
- Average loan and lease balances increased \$10.7B from 2Q11 from growth in international and domestic commercial loans and international trade finance
- Legacy exposures declined 3% to \$16.6B led by reductions in ARS and CDOs; exposures are down 28% YTD 2011

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

<sup>2</sup> Risk weighted assets are defined under Basel I rules.

<sup>3</sup> Calculated as net income, excluding cost of funds and earnings credit on intangibles, divided by average economic capital. This is a non-GAAP measure. We believe the use of this non-GAAP measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP measures, see the accompanying reconciliations in the earnings press release and other earnings-related information.

## Mortgage Business Transformation

From		To
<ul style="list-style-type: none"><li>• Market share driven</li></ul>	➡	<ul style="list-style-type: none"><li>• Integrated into consumer franchise<ul style="list-style-type: none"><li>– 38K Home Loan referrals to Consumer Banking in 3Q11</li><li>– 162K Consumer Banking referrals to Home Loans in 3Q11</li></ul></li></ul>
<ul style="list-style-type: none"><li>• Multi-channel production</li></ul>	➡	<ul style="list-style-type: none"><li>• Direct to consumer<ul style="list-style-type: none"><li>– Exited or exiting Wholesale and Correspondent channels</li></ul></li></ul>
<ul style="list-style-type: none"><li>• Adding MSRs</li></ul>	➡	<ul style="list-style-type: none"><li>• Reducing MSRs<ul style="list-style-type: none"><li>– As of 3Q11, completed sale of servicing on 150K loans</li><li>– Additional sales will take place in 4Q11</li><li>– Exit of Correspondent channel will result in adding less MSRs in the future</li></ul></li></ul>
<ul style="list-style-type: none"><li>• Regular and default servicing together</li></ul>	➡	<ul style="list-style-type: none"><li>• Legacy Asset Servicing established</li></ul>
<ul style="list-style-type: none"><li>• Ancillary businesses</li></ul>	➡	<ul style="list-style-type: none"><li>• Exiting non-core activities (e.g., Balboa, reverse mortgage, etc.)</li></ul>

## Consumer Real Estate Services

	2011		
	2011 Reported Results	Less Mortgage-related and Other Selected Adjustments	Adjusted 2011 CRES Less Selected Items <sup>1</sup>
\$ in millions			
Total revenue, net of interest expense <sup>2</sup>	\$2,822	(\$278)	\$3,100
Provision for credit losses	918	-	918
Noninterest expense	3,852	640	3,212
Income tax benefit <sup>2</sup>	(811)	(382)	(429)
Net loss	(\$1,137)	(\$536)	(\$601)

	2011		
	2011 Reported Results	Less Mortgage-related and Other Selected Adjustments	Adjusted 2011 CRES Less Selected Items <sup>1</sup>
\$ in millions			
Total revenue, net of interest expense <sup>2</sup>	(\$11,315)	(\$14,786)	\$3,471
Provision for credit losses	1,507	-	1,507
Noninterest expense	8,645	5,219	3,426
Income tax benefit <sup>2</sup>	(6,948)	(6,439)	(509)
Net loss	(\$14,519)	(\$13,566)	(\$953)

Selected CRES related items (\$ in millions) <sup>3</sup>	2011	2010
Representations and warranties provision	(\$278)	(\$14,037)
MSR write-down <sup>4</sup>	-	(1,501)
Balboa sale gain, net of fees	-	752
Goodwill impairment charge	-	(2,603)
Litigation expense <sup>5</sup>	(290)	(1,900)
Assessments and waivers costs	(350)	(716)

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

<sup>2</sup> Fully taxable-equivalent basis.

<sup>3</sup> Items shown are on a pre-tax basis.

<sup>4</sup> Excludes net positive hedge activity of approximately \$62MM in 2011.

<sup>5</sup> 2011 amount is included in overall mortgage-related litigation amount of \$0.5 billion on the Expenses side.

<sup>6</sup> 2011 amount excludes MSR write-down of \$1.5 billion.

- 3Q11 net loss of \$1.1B improved \$13.4B over the second quarter primarily as a result of selected items taken in 2Q11
- Excluding the selected items for the two quarters, the net loss in 3Q11 improved primarily as lower credit loss provision and improved net interest income offset less favorable MSR hedge results
- Home Loans produced a modest profit in the quarter while Legacy Asset Servicing recorded a loss from elevated expenses
- Servicing income, excluding noted items, declined \$0.4B driven by less favorable hedge results
- Core production income was flat vs. 2Q11 as improved margins were offset by lower lock volumes
- 3Q11 provision for credit losses improved as portfolio trends continued to stabilize
- During the quarter, the MSR asset decreased by \$4.5B from \$12.4B in 2Q11 to \$7.9B driven primarily by a decline in interest rates

Key Indicators (\$ in billions)	2011	2010	2010
Average loans and leases	\$120.1	\$121.7	\$127.7
Total Corporation home loan originations:			
First mortgage	33.0	40.4	71.9
Home equity	0.8	1.1	2.1
MSR, end of period (EOP)	7.9	12.4	12.3
Capitalized MSR (bps)	52	78	73
Serviced for others, (EOP in trillions)	1.5	1.6	1.7
Net interest income	0.9	0.6	1.3
Servicing income <sup>6</sup>	1.3	1.7	0.8
Core production income	0.8	0.8	1.8
Rep and warranty expense	(0.3)	(14.0)	(0.9)

## Legacy Asset Servicing (\$B)

	3Q11	2Q11	Change
60+ delinquent first mortgages in servicing portfolio (# of loans in thousands)	1,158	1,211	(53)
First mortgage servicing portfolio 60+ delinquency rate (%)	28%	28%	-
Pre-tax loss (excl. notable items) <sup>1</sup>	(\$1.4)	(\$2.2)	\$0.8
Representations and warranties provision	\$0.3	\$14.0	(\$13.8)
Noninterest expense (excl. notable items) <sup>2</sup>	\$1.9	\$1.9	-
Staffing (in thousands) <sup>3</sup>	42.1	40.4	1.7

- Continue to make progress in reducing delinquent serviced loans as modifications, foreclosures and short sales outpace new entrants

<sup>1</sup> Notable items include representations and warranties expense, litigation expense, and assessments and waivers fees. These items are listed on the Consumer Real Estate Services slide.  
<sup>2</sup> Notable items include litigation expense, and assessments and waiver fees. These items are listed on the Consumer Real Estate Services slide.  
<sup>3</sup> Staffing includes full-time equivalent associates, offshore associates and contractors.

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

\$ in millions	3Q11	Inc/(Dec)	
		2Q11	3Q10
Total revenue, net of interest expense <sup>1</sup>	\$6,269	\$3,721	\$5,026
Provision for credit losses	1,373	(469)	933
Noninterest expense	662	-	(306)
Income tax benefit <sup>2</sup>	(500)	(660)	23
Net income	\$4,734	\$4,850	\$4,376

Key Indicators (\$ in billions)	3Q11	2Q11	3Q10
Average loans and leases	\$286.8	\$287.8	\$268.1
Average deposits	52.9	48.1	55.5
Book value of Global Principal Investments	6.9	10.8	12.2
Total BAC equity investment exposure	26.9	44.1	55.7

- Net income of \$4.7B was primarily driven by a decrease in the fair value of our structured liabilities due to widening credit spreads
- Equity investment income included the gain on sale of CCB shares of \$3.6B partially offset by losses of \$2.2 billion in other equity investments
- Revenue is positively impacted by the following selected items:

\$ in millions	3Q11	2Q11	3Q10
FVO on structured liabilities	\$4,506	\$214	(\$190)
Gains on sales of debt securities	697	831	794
Equity investment income	1,382	1,136	266

- Noninterest expense improved compared to 3Q10 due to lower merger and restructuring charges
- During 3Q11, as a result of the decision to exit the international consumer card business, the international consumer credit card business results have been moved to All Other from Card Services and prior periods have been reclassified

<sup>1</sup> All Other includes the discontinued real estate portfolio, Global Principal Investing business, the international consumer card business, activities of our strategic investment portfolio and our discretionary portfolio used to provide interest rate risk management on our balance sheet.

<sup>2</sup> Fully taxable-equivalent basis.

## Expenses

### 3Q11 Noninterest Expense (\$B)

	3Q11	2Q11
Total noninterest expense	\$17.6	\$22.9
Mortgage-related selected items		
Litigation expense	0.5	1.9
Assessments and waivers costs	0.4	0.7
CRES goodwill impairment charge	-	2.6

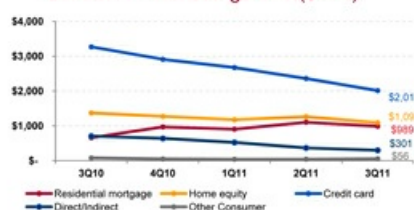
- Noninterest expense decreased \$5.3B from 2Q11
- 3Q11 included increased servicing costs in our mortgage business as well as increased costs of adding client-facing professionals across targeted growth areas offset by reduced personnel in other areas of the company
  - Among the many client facing associates added in growth areas during the quarter were 475 Financial Advisors, 176 Financial Solutions Advisors and 146 Small Business Bankers
  - Average FTE in 3Q11 290,509 vs. 287,839 in 2Q11
  - Ending FTE at 3Q11 288,739 vs. 288,084 in 2Q11, of which approximately 2K have been notified of termination but are still in FTE at 3Q11
- 3Q11 included revenue-related incentive reductions given revenue declines, particularly in our capital markets businesses



## Consumer Credit Trends

\$ in millions	3Q11	Inc(Dec)	
		2Q11	3Q10
Net charge-offs	\$4,475	(\$687)	(\$1,631)
30+ performing delinquencies <sup>1</sup>	12,552	(965)	(5,359)
Nonperforming loans and foreclosed properties	21,039	(236)	(1,875)
Provision expense	3,466	(312)	(1,336)
Allowance for loan and lease losses	30,257	(1,627)	(5,104)
Allowance for loan and lease losses excl. CFC PCI <sup>2</sup>	22,018	(1,627)	(7,810)
% coverage of loans and leases <sup>3</sup>	4.9%	(14)bps	(67)bps
% coverage of loans and leases excl. CFC PCI <sup>2,3</sup>	3.8%	(19)bps	(122)bps
# times of annualized net charge-offs	1.70x	0.16x	0.24x
# times of annualized net charge-offs excl. CFC PCI <sup>2</sup>	1.24x	0.10x	0.01x

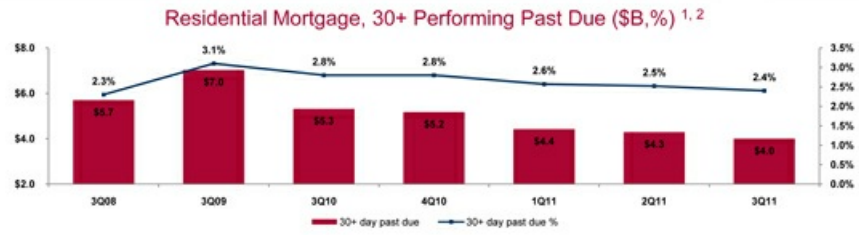
Consumer Net Charge-offs (\$MM)



<sup>1</sup> Excludes FHA-insured loans and other loans individually insured under long-term standby agreements.  
<sup>2</sup> Represents non-GAAP financial measure.  
<sup>3</sup> Excludes FVO loans.

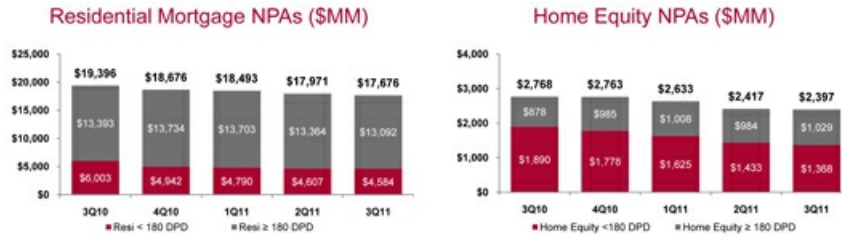
- Net charge-offs declined \$687MM in 3Q11 compared to 2Q11
  - Driven by continued improvement in the U.S. credit card portfolio and declines in consumer real estate
- 30+ performing delinquencies (excluding fully insured home loans) improved 7% from 2Q11
- Nonperforming loans and foreclosed properties continued to decline
- Total provision expense was \$3.5B (\$4.5B charge-offs and reserve reduction of \$1.0B)
- \$30.3B allowance for loan and lease losses provides coverage for 4.90% of loans compared to \$31.9B and 5.04% coverage in 2Q11
  - Allowance covers 1.70 times current period annualized net charge-offs compared to 1.54 times in 2Q11 (excluding PCI allowance: 1.24 times in 3Q11 vs. 1.14 times in 2Q11)

## Residential Mortgage and Home Equity 30+ Performing Delinquencies



<sup>1</sup> Excludes FHA-insured loans and other loans individually insured under long-term standby agreements.  
<sup>2</sup> Excludes PCI loans.

## Consumer Nonperforming Loans, Leases and Foreclosed Properties (NPAs)

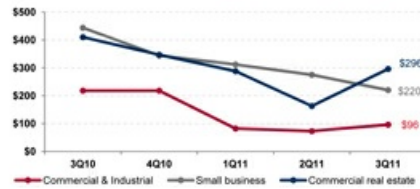


- Consumer Real Estate NPAs continue to show modest improvement as balances have declined five straight quarters
- Residential Mortgage NPAs declined from 2Q11 as charge-offs, driven by elevated refresh losses, paydowns and returns to performing status continue to outpace new nonaccrual loans
- Home Equity NPAs decreased from 2Q11 driven by charge-offs, returns to performing status and paydowns outpacing inflows

## Commercial Credit Trends

\$ in millions	3Q11	Inc/(Dec)	
		2Q11	3Q10
Net charge-offs	\$611	\$108	(\$480)
Nonperforming loans, leases and foreclosed properties	8,020	(763)	(3,622)
Reservable criticized	30,901	(4,209)	(16,797)
Provision expense	(59)	464	(653)
Allowance for loan and lease losses	4,825	(603)	(3,395)
% coverage of loans and leases <sup>1</sup>	1.59%	(23)bps	(119)bps
# times annualized net charge-offs	1.99x	(0.70)x	0.09x

Commercial Net Charge-offs <sup>1</sup> (\$MM)



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

- Net charge-offs increased \$108MM in 3Q11 compared to 2Q11
  - Higher net charge-offs in commercial real estate were covered by reserves
- Nonperforming loans, leases and foreclosed properties decreased \$763MM (9%) from 2Q11 and \$3.6B (31%) from 3Q10
  - 7th consecutive quarter with declines; 41% decline from 4Q09 peak
- Reservable criticized decreased \$4.2B (12%) from 2Q11 and \$16.8B (35%) from 3Q10
  - 8th consecutive quarter with declining balances; 49% decline from 3Q09 peak
- Total provision benefit of \$59MM included a reserve reduction of \$670MM, which includes the reserve for unfunded lending commitments
- \$4.8B allowance for loan and lease losses now covers 1.99 times current period annualized net charge-offs compared to 2.69 times in 2Q11

## 3Q11 Results by Business Segment

### 3Q11 Results by Business Segment (\$MM)

	Total Corporation	Deposits	Card Services	Consumer Real Estate Services	Global Commercial Banking	Global Banking & Markets	Global Wealth & Investment Management	All Other
<b>Net interest income <sup>1</sup></b>	<b>10,739</b>	<b>\$1,987</b>	<b>\$2,823</b>	<b>\$923</b>	<b>\$1,743</b>	<b>\$1,846</b>	<b>\$1,411</b>	<b>\$6</b>
Card income	1,911	1	1,720	-	67	32	19	72
Service charges	2,068	1,071	5	-	563	410	20	(1)
Investment and brokerage services	3,022	45	-	-	6	613	2,364	(6)
Investment banking income (loss)	942	-	-	-	7	1,048	50	(163)
Equity investment income	1,446	-	1	-	36	21	6	1,382
Trading account profits (losses)	1,604	-	-	-	(13)	1,621	25	(29)
Mortgage banking income (loss)	1,617	-	-	1,800	-	9	5	(197)
Insurance income	190	3	27	23	-	-	79	58
Gains (losses) on sales of debt securities	737	-	(1)	6	-	36	(1)	697
All other income (loss)	4,426	12	(68)	70	124	(414)	252	4,450
<b>Total noninterest income</b>	<b>17,963</b>	<b>1,132</b>	<b>1,684</b>	<b>1,899</b>	<b>790</b>	<b>3,376</b>	<b>2,819</b>	<b>6,263</b>
<b>Total revenue, net of interest expense <sup>1</sup></b>	<b>28,702</b>	<b>3,119</b>	<b>4,507</b>	<b>2,822</b>	<b>2,533</b>	<b>5,222</b>	<b>4,230</b>	<b>6,269</b>
Total noninterest expense	17,613	2,627	1,458	3,852	1,018	4,480	3,516	662
Pre-tax, pre-provision earnings (loss) <sup>1</sup>	11,089	492	3,049	(1,030)	1,515	742	714	5,607
Provision for credit losses	3,407	52	1,037	918	(150)	15	162	1,373
<b>Income (loss) before income taxes</b>	<b>7,682</b>	<b>440</b>	<b>2,012</b>	<b>(1,948)</b>	<b>1,665</b>	<b>727</b>	<b>552</b>	<b>4,234</b>
Income tax expense (benefit) <sup>1</sup>	1,450	164	748	(811)	615	1,029	205	(500)
<b>Net income (loss)</b>	<b>\$6,232</b>	<b>\$276</b>	<b>\$1,264</b>	<b>(\$1,137)</b>	<b>\$1,050</b>	<b>(\$302)</b>	<b>\$347</b>	<b>\$4,734</b>

<sup>1</sup> Fully taxable-equivalent basis. Fully taxable-equivalent basis and pre-tax, pre-provision are non-GAAP financial measures.

## Impact of FHA and Other Fully Insured Home Loans on Delinquencies <sup>1</sup>

### FHA and Other Fully Insured Home Loans (\$MM)

	3Q10	4Q10	1Q11	2Q11	3Q11
<b>FHA and Other Fully Insured Home Loans 30+ Performing Delinquencies</b>	\$18,256	\$19,150	\$22,961	\$23,802	<b>\$24,140</b>
<i>Change from prior period</i>	1,203	894	3,811	841	<b>338</b>
<b>30+ Performing Delinquency Amounts</b>					
Total consumer as reported	36,167	36,254	38,072	37,319	<b>36,692</b>
<i>Total consumer excluding FHA and other fully insured home loans <sup>2</sup></i>	<i>17,911</i>	<i>17,104</i>	<i>15,111</i>	<i>13,517</i>	<b>12,552</b>
Residential mortgages as reported	23,573	24,267	27,381	28,091	<b>28,146</b>
<i>Residential mortgages excluding FHA and other fully insured home loans <sup>2</sup></i>	<i>5,317</i>	<i>5,117</i>	<i>4,420</i>	<i>4,289</i>	<b>4,006</b>
<b>30+ Performing Delinquency Ratios</b>					
Total consumer as reported	5.70%	5.63%	6.00%	5.90%	<b>5.94%</b>
<i>Total consumer excluding FHA and other fully insured home loans <sup>2</sup></i>	<i>3.23%</i>	<i>3.16%</i>	<i>2.90%</i>	<i>2.63%</i>	<b>2.54%</b>
Residential mortgages as reported	9.69%	9.41%	10.45%	10.55%	<b>10.56%</b>
<i>Residential mortgages excluding FHA and other fully insured home loans <sup>2</sup></i>	<i>2.82%</i>	<i>2.84%</i>	<i>2.57%</i>	<i>2.52%</i>	<b>2.44%</b>

- During 3Q11, our 30+ performing delinquency trends continued to improve
  - Total consumer 30+ performing delinquency excluding fully insured home loans improved for the 10<sup>th</sup> consecutive quarter, down \$965MM
  - Total consumer credit card of \$651MM led the decline

<sup>1</sup> Includes FHA-insured loans and loans individually insured under long-term standby agreements.  
<sup>2</sup> Excludes PCI loans.

# Home Loans Asset Quality Key Indicators

## Home Loans Asset Quality Indicators (\$MM)

	Residential Mortgage <sup>1</sup>				Home Equity				Discontinued Real Estate <sup>1</sup>			
	3Q11		2Q11		3Q11		2Q11		3Q11		2Q11	
	As Reported	Excluding Countrywide Purchased Credit-impaired and Fully Insured Loans	As Reported	Excluding Countrywide Purchased Credit-impaired and Fully Insured Loans	As Reported	Excluding Countrywide Purchased Credit-impaired	As Reported	Excluding Countrywide Purchased Credit-impaired	As Reported	Excluding Countrywide Purchased Credit-impaired	As Reported	Excluding Countrywide Purchased Credit-impaired
Loans end of period	\$266,516	\$164,373	\$266,333	\$169,865	\$127,736	\$115,594	\$130,654	\$118,339	\$11,541	\$1,300	\$12,003	\$1,126
Loans average	267,308	167,040	254,258	171,285	129,125	116,918	131,786	119,416	11,967	1,145	12,450	1,262
Net charge-offs	\$989	\$989	\$1,104	\$1,104	\$1,092	\$1,092	\$1,263	\$1,263	\$24	\$24	\$26	\$26
% of average loans	1.47%	2.35%	1.67%	2.58%	3.35%	3.70%	3.84%	4.24%	0.80%	8.34%	0.84%	8.09%
Allowance for loan losses	\$5,832	\$4,511	\$5,845	\$4,600	\$12,998	\$7,525	\$13,111	\$8,036	\$1,902	\$57	\$1,967	\$78
% of loans	2.19%	2.74%	2.19%	2.71%	10.18%	6.86%	10.03%	6.79%	16.48%	4.39%	16.64%	6.91%
Average refreshed (CLTV) <sup>2</sup>		84		85		88		88		81		83
90%+ refreshed (CLTV) <sup>2</sup>		37%		38%		45%		47%		29%		32%
Average refreshed FICO		712		715		726		725		634		636
% below 620 FICO		16%		15%		12%		12%		46%		47%

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

<sup>2</sup> Loan-to-value (LTV) calculations apply to the residential mortgage and discontinued real estate portfolio. Combined loan-to-value (CLTV) calculations apply to the home equity portfolio.

## Home Equity (\$B)

	3Q11	2Q11	1Q11	4Q10	3Q10
% Stand-alone (non piggy-back)	92%	91%	90%	90%	90%
Legacy Countrywide PCI loans	\$12.1	\$12.3	\$12.5	\$12.6	\$12.8
Allowance for PCI loans	5.1	5.1	4.9	4.5	4.4
Non PCI first-lien loans	24.9	25.1	25.4	24.8	25.3
Non PCI second-lien loans	90.7	93.3	95.7	100.5	103.5
Second liens > 100% CLTV	43%	43%	40%	36%	36%
% Current	94%	94%	93%	93%	93%
Allowance for non PCI loans	\$7.9	\$8.0	\$7.9	\$8.4	\$8.5
Total net charge-offs <sup>1</sup>	1.1	1.3	1.2	1.3	1.4

- On the \$90.7B second-lien positions approximately 43%, or \$38.8B, have CLTV>100%
  - Does not mean entire second-lien position is a loss in the event of default
  - Assuming proceeds of 85% of the collateral value, we estimate collateral value of \$10.6B available for second-liens

<sup>1</sup> Charge-offs do not include Countrywide PCI portfolio as they were considered in establishing nonaccretable difference in the original purchase accounting.