

# **Supplemental Information First Quarter 2017**

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

Allocation of the Allowance for Credit Losses by Product Type

Exhibit A: Non-GAAP Reconciliations

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# Bank of America Corporation and Subsidiaries Consolidated Financial Highlights

| (Dollars in millions, except per share information; shares in thousands)                   |    |                          |     |                           |    |                          |    |                           |     |                          |
|--|----|--------------------------|-----|---------------------------|----|--------------------------|----|---------------------------|-----|--------------------------|
|  |    | First<br>Quarter<br>2017 |     | Fourth<br>Quarter<br>2016 | (  | Third<br>Quarter<br>2016 |    | Second<br>Quarter<br>2016 | (   | First<br>Quarter<br>2016 |
| Income statement   |    |                          |     |                           |    |                          |    |                           |     |                          |
| Net interest income  | \$ | 11,058                   | \$  | 10,292                    | \$ | 10,201                   | \$ | 10,118                    | \$  | 10,485                   |
| Noninterest income   |    | 11,190                   |     | 9,698                     |    | 11,434                   |    | 11,168                    |     | 10,305                   |
| Total revenue, net of interest expense   |    | 22,248                   |     | 19,990                    |    | 21,635                   |    | 21,286                    |     | 20,790                   |
| Provision for credit losses  |    | 835                      |     | 774                       |    | 850                      |    | 976                       |     | 997                      |
| Noninterest expense  |    | 14,848                   |     | 13,161                    |    | 13,481                   |    | 13,493                    |     | 14,816                   |
| Income tax expense   |    | 1,709                    |     | 1,359                     |    | 2,349                    |    | 2,034                     |     | 1,505                    |
| Net income   |    | 4,856                    |     | 4,696                     |    | 4,955                    |    | 4,783                     |     | 3,472                    |
| Preferred stock dividends  |    | 502                      |     | 361                       |    | 503                      |    | 361                       |     | 457                      |
| Net income applicable to common shareholders   |    | 4,354                    |     | 4,335                     |    | 4,452                    |    | 4,422                     |     | 3,015                    |
| Diluted earnings per common share  |    | 0.41                     |     | 0.40                      |    | 0.41                     |    | 0.41                      |     | 0.28                     |
| Average diluted common shares issued and outstanding                                       | 10 | ,914,815                 | 10, | 958,621                   | 11 | ,000,473                 | 11 | ,059,167                  | 11, | ,100,067                 |
| Dividends paid per common share  | \$ | 0.075                    | \$  | 0.075                     | \$ | 0.075                    | \$ | 0.05                      | \$  | 0.05                     |
| Performance ratios   |    |                          |     |                           |    |                          |    |                           |     |                          |
| Return on average assets   |    | 0.88%                    |     | 0.85%                     |    | 0.90%                    |    | 0.88%                     |     | 0.64%                    |
| Return on average common shareholders' equity  |    | 7.27                     |     | 7.04                      |    | 7.27                     |    | 7.40                      |     | 5.11                     |
| Return on average shareholders' equity   |    | 7.35                     |     | 6.91                      |    | 7.33                     |    | 7.25                      |     | 5.36                     |
| Return on average tangible common shareholders' equity (1)                                 |    | 10.28                    |     | 9.92                      |    | 10.28                    |    | 10.54                     |     | 7.33                     |
| Return on average tangible shareholders' equity (1)  |    | 10.00                    |     | 9.38                      |    | 9.98                     |    | 9.93                      |     | 7.40                     |
|  |    |                          |     |                           |    |                          |    |                           |     |                          |
| At period end  Book value per share of common stock  | \$ | 24.36                    | \$  | 24.04                     | \$ | 24.19                    | \$ | 23.71                     | \$  | 23.14                    |
| Tangible book value per share of common stock (1)  |    | 17.23                    |     | 16.95                     |    | 17.14                    |    | 16.71                     |     | 16.19                    |
| Market price per share of common stock:  |    |                          |     |                           |    |                          |    |                           |     |                          |
| Closing price  | s  | 23.59                    | \$  | 22.10                     | \$ | 15.65                    | \$ | 13.27                     | \$  | 13.52                    |
|  |    | 25.50                    |     | 23.16                     |    | 16.19                    |    | 15.11                     |     | 16.43                    |
| High closing price for the period  |    | 25.50                    |     |                           |    |                          |    |                           |     | 11.16                    |
| High closing price for the period  |    | 22.05                    |     | 15.63                     |    | 12.74                    |    | 12.18                     |     | 11.10                    |
|  |    |                          |     | 15.63<br>222,163          |    | 12.74<br>158,438         |    | 12.18<br>135,577          |     | 139,427                  |
| High closing price for the period  Low closing price for the period                        |    | 22.05                    |     |                           |    |                          |    |                           |     |                          |
| High closing price for the period  Low closing price for the period  Market capitalization |    | 22.05<br>235,291         |     | 222,163                   |    | 158,438                  |    | 135,577                   |     | 139,427                  |

<sup>(1)</sup> Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 37-38.)

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

| (Dollars in millions, except per share information; shares in thousands)                           |                          |      |                        |                         |              |      |              |     |                         |
|--|--------------------------|------|------------------------|-------------------------|--------------|------|--------------|-----|-------------------------|
|  | First<br>Quarter<br>2017 | Qι   | ourth<br>aarter<br>016 | Third<br>Quarte<br>2016 | r            | Qua  | ond<br>arter | Q   | First<br>warter<br>2016 |
| Interest income  |                          |      |                        |                         |              |      |              |     |                         |
| Loans and leases   | \$ 8,754                 | \$   | 8,391                  | \$ 8,                   | 358          | \$   | 8,219        | \$  | 8,260                   |
| Debt securities  | 2,541                    |      | 2,245                  | 2,                      | 144          |      | 2,261        |     | 2,517                   |
| Federal funds sold and securities borrowed or purchased under agreements to resell                 | 439                      |      | 315                    |                         | 267          |      | 260          |     | 276                     |
| Trading account assets   | 1,076                    |      | 1,093                  | 1,                      | 076          |      | 1,075        |     | 1,179                   |
| Other interest income  | 900                      |      | 821                    |                         | 765          |      | 759          |     | 776                     |
| Total interest income  | 13,710                   |      | 12,865                 | 12,                     | 610          |      | 12,574       |     | 13,008                  |
| Interest expense   |                          |      |                        |                         |              |      |              |     |                         |
| Deposits   | 282                      |      | 279                    |                         | 266          |      | 245          |     | 225                     |
| Short-term borrowings  | 647                      |      | 542                    |                         | 569          |      | 626          |     | 613                     |
| Trading account liabilities  | 264                      |      | 240                    |                         | 244          |      | 242          |     | 292                     |
| Long-term debt   | 1,459                    |      | 1,512                  | 1,                      | 330          |      | 1,343        |     | 1,393                   |
| Total interest expense   | 2,652                    |      | 2,573                  | 2,                      | 409          |      | 2,456        |     | 2,523                   |
| Net interest income  | 11,058                   |      | 10,292                 | 10,                     | 201          |      | 10,118       |     | 10,485                  |
| Noninterest income   |                          |      |                        |                         |              |      |              |     |                         |
| Card income  | 1,449                    |      | 1,502                  | 1,                      | 455          |      | 1,464        |     | 1,430                   |
| Service charges  | 1,918                    |      | 1,978                  | 1,                      | 952          |      | 1,871        |     | 1,837                   |
| Investment and brokerage services  | 3,262                    |      | 3,202                  | 3,                      | 160          |      | 3,201        |     | 3,182                   |
| Investment banking income  | 1,584                    |      | 1,222                  | 1,                      | 458          |      | 1,408        |     | 1,153                   |
| Trading account profits  | 2,331                    |      | 1,081                  | 2,                      | 141          |      | 2,018        |     | 1,662                   |
| Mortgage banking income  | 122                      |      | 519                    |                         | 589          |      | 312          |     | 433                     |
| Gains on sales of debt securities  | 52                       |      | _                      |                         | 51           |      | 249          |     | 190                     |
| Other income   | 472                      |      | 194                    |                         | 628          |      | 645          |     | 418                     |
| Total noninterest income   | 11,190                   |      | 9,698                  | 11,                     | _            |      | 11,168       |     | 10,305                  |
| Total revenue, net of interest expense   | 22,248                   |      | 19,990                 | 21,                     | 635          |      | 21,286       |     | 20,790                  |
| Provision for credit losses  | 835                      |      | 774                    |                         | 850          |      | 976          |     | 997                     |
| Noninterest expense  |                          |      |                        |                         |              |      |              |     |                         |
| Personnel  | 9,158                    |      | 7,338                  | 7,                      | 704          |      | 7,722        |     | 8,852                   |
| Occupancy  | 1,000                    |      | 969                    | 1,                      | 005          |      | 1,036        |     | 1,028                   |
| Equipment  | 438                      |      | 447                    |                         | 443          |      | 451          |     | 463                     |
| Marketing  | 332                      |      | 460                    |                         | 410          |      | 414          |     | 419                     |
| Professional fees  | 456                      |      | 538                    |                         | 536          |      | 472          |     | 425                     |
| Amortization of intangibles  | 162                      |      | 176                    |                         | 181          |      | 186          |     | 187                     |
| Data processing  | 794                      |      | 767                    |                         | 685          |      | 717          |     | 838                     |
| Telecommunications   | 191                      |      | 195                    |                         | 189          |      | 189          |     | 173                     |
| Other general operating  | 2,317                    |      | 2,271                  |                         | 328          |      | 2,306        |     | 2,431                   |
| Total noninterest expense  | 14,848                   |      | 13,161                 |                         | 481          |      | 13,493       |     | 14,816                  |
| Income before income taxes   | 6,565                    |      | 6,055                  |                         | 304          |      | 6,817        |     | 4,977                   |
| Income tax expense   | 1,709                    | _    | 1,359                  |                         | 349          |      | 2,034        | _   | 1,505                   |
| Net income   | \$ 4,856                 | \$   | 4,696                  |                         | _            | \$   | 4,783        | \$  | 3,472                   |
| Preferred stock dividends  Net income applicable to common shareholders                            | \$ 4,354                 | \$   | 4,335                  |                         | 503<br>452   | \$   | 361<br>4,422 | \$  | 457<br>3,015            |
|  |                          |      |                        |                         |              |      |              |     |                         |
| Per common share information   | 0 0.42                   | ¢    | 0.42                   | ¢ .                     | 12           | c    | 0.42         | c   | 0.30                    |
| Earnings  Diluted comings  | \$ 0.43                  | \$   | 0.43                   |                         | ).43<br>).41 | \$   | 0.43         | \$  | 0.29                    |
| Diluted earnings   | 0.41                     |      | 0.40                   |                         |              |      | 0.41         |     | 0.28                    |
| Dividends paid  Average common shares issued and outstanding                                       | 10,099,557               | 10.1 | 0.075                  | 10,250,                 | 075          | 10.2 | 0.05         | 10  | 0.05<br>,370,094        |
| Average common shares issued and outstanding  Average diluted common shares issued and outstanding | 10,099,557               |      | 958,621                | 11,000,                 | _            | _    |              |     | ,100,067                |
| Average unuted common shares issued and outstanding  | 10,914,015               | 10,5 | 730,021                | 11,000,                 | 7/3          | 11,0 | 59,167       | 11, | 100,007                 |

# **Consolidated Statement of Comprehensive Income**

| (Dollars in millions)                                  |   |                          |       |                           |         |                          |       |                           |       |                          |
|--|---|--------------------------|-------|---------------------------|---------|--------------------------|-------|---------------------------|-------|--------------------------|
|  |   | First<br>Quarter<br>2017 |       | Fourth<br>Quarter<br>2016 |         | Third<br>Quarter<br>2016 |       | Second<br>Quarter<br>2016 |       | First<br>Quarter<br>2016 |
| Net income   | 5 | \$                       | 4,856 | \$                        | 4,696   | \$                       | 4,955 | \$                        | 4,783 | \$<br>3,472              |
| Other comprehensive income (loss), net-of-tax:         | _ |                          |       |                           |         |                          |       |                           |       |                          |
| Net change in debt and marketable equity securities    |   |                          | (99)  |                           | (4,664) |                          | 208   |                           | 755   | 2,356                    |
| Net change in debit valuation adjustments              |   |                          | 9     |                           | (205)   |                          | (65)  |                           | (13)  | 127                      |
| Net change in derivatives                              |   |                          | 38    |                           | (95)    |                          | 127   |                           | 126   | 24                       |
| Employee benefit plan adjustments                      |   |                          | 27    |                           | (553)   |                          | 6     |                           | 13    | 10                       |
| Net change in foreign currency translation adjustments |   |                          | (3)   |                           | (70)    |                          | (8)   |                           | (21)  | 12                       |
| Other comprehensive income (loss)                      | _ |                          | (28)  |                           | (5,587) |                          | 268   |                           | 860   | 2,529                    |
| Comprehensive income (loss)                            | 9 | \$                       | 4,828 | \$                        | (891)   | \$                       | 5,223 | \$                        | 5,643 | \$<br>6,001              |
|  | _ |                          |       |                           |         |                          |       |                           |       |                          |

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

| (Dollars in millions)   |   |                  |    |                     |                  |
|---|---|------------------|----|---------------------|------------------|
|   | _ | March 31<br>2017 | I  | December 31<br>2016 | March 31<br>2016 |
| Assets  | _ | _                |    |                     |                  |
| Cash and due from banks   | 5 | 8 28,955         | \$ | 30,719              | \$<br>27,781     |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks                    |   | 139,070          |    | 117,019             | 151,829          |
| Cash and cash equivalents   |   | 168,025          |    | 147,738             | 179,610          |
| Time deposits placed and other short-term investments   |   | 11,967           |    | 9,861               | 5,891            |
| Federal funds sold and securities borrowed or purchased under agreements to resell                            |   | 210,733          |    | 198,224             | 221,129          |
| Trading account assets  |   | 209,044          |    | 180,209             | 178,987          |
| Derivative assets   |   | 40,078           |    | 42,512              | 52,255           |
| Debt securities:  |   |                  |    |                     |                  |
| Carried at fair value   |   | 312,012          |    | 313,660             | 302,333          |
| Held-to-maturity, at cost   |   | 116,033          |    | 117,071             | 98,236           |
| Total debt securities   |   | 428,045          |    | 430,731             | 400,569          |
| Loans and leases  | _ | 906,242          |    | 906,683             | 901,113          |
| Allowance for loan and lease losses   |   | (11,112)         |    | (11,237)            | (12,069)         |
| Loans and leases, net of allowance  |   | 895,130          |    | 895,446             | 889,044          |
| Premises and equipment, net   |   | 9,319            |    | 9,139               | 9,358            |
| Mortgage servicing rights   |   | 2,610            |    | 2,747               | 2,631            |
| Goodwill  |   | 68,969           |    | 68,969              | 69,761           |
| Intangible assets   |   | 2,766            |    | 2,922               | 3,578            |
| Loans held-for-sale   |   | 14,751           |    | 9,066               | 6,192            |
| Customer and other receivables  |   | 59,534           |    | 58,759              | 56,838           |
| Assets of business held for sale  |   | 11,025           |    | 10,670              | n/a              |
| Other assets  |   | 115,705          |    | 120,709             | 109,883          |
| Total assets  | 5 | \$ 2,247,701     | \$ | 2,187,702           | \$<br>2,185,726  |
| Assets of consolidated variable interest entities included in total assets above (isolated to settle the liab |   |                  |    |                     |                  |
| Trading account assets  | 5 | 5,180            | \$ | 5,773               | \$<br>5,876      |
| Loans and leases  |   | 53,187           |    | 56,001              | 62,045           |
| Allowance for loan and lease losses   |   | (1,004)          |    | (1,032)             | (1,152)          |
| Loans and leases, net of allowance  |   | 52,183           |    | 54,969              | 60,893           |
| Loans held-for-sale   |   | 128              |    | 188                 | 278              |
| All other assets  |   | 2,161            |    | 1,596               | 1,523            |
| Total assets of consolidated variable interest entities   | 5 | 59,652           | \$ | 62,526              | \$<br>68,570     |

n/a = not applicable

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

| (Dollars in millions)  |    |                  |    |                     |                  |
|--|----|------------------|----|---------------------|------------------|
|  | N  | March 31<br>2017 | Ι  | December 31<br>2016 | March 31<br>2016 |
| Liabilities  |    |                  | _  |                     | <br>2010         |
| Deposits in U.S. offices:  |    |                  |    |                     |                  |
| Noninterest-bearing  | \$ | 436,972          | \$ | 438,125             | \$<br>424,319    |
| Interest-bearing   |    | 762,161          |    | 750,891             | 718,579          |
| Deposits in non-U.S. offices:  |    |                  |    |                     |                  |
| Noninterest-bearing  |    | 13,223           |    | 12,039              | 11,230           |
| Interest-bearing   |    | 59,785           |    | 59,879              | 63,133           |
| Total deposits   |    | 1,272,141        |    | 1,260,934           | 1,217,261        |
| Federal funds purchased and securities loaned or sold under agreements to repurchase   |    | 186,098          |    | 170,291             | 188,960          |
| Trading account liabilities  |    | 77,283           |    | 63,031              | 74,003           |
| Derivative liabilities   |    | 36,428           |    | 39,480              | 41,063           |
| Short-term borrowings  |    | 44,162           |    | 23,944              | 30,881           |
| Accrued expenses and other liabilities (includes \$757, \$762 and \$627 of reserve for unfunded lending commitments)   |    | 142,051          |    | 146,359             | 137,705          |
| Long-term debt   |    | 221,385          |    | 216,823             | 232,849          |
| Total liabilities  |    | 1,979,548        |    | 1,920,862           | 1,922,722        |
| Shareholders' equity   |    |                  |    |                     |                  |
| Preferred stock, $\$0.01$ par value; authorized $-$ <b>100,000,000</b> shares; issued and outstanding $-$ <b>3,887,329</b> , 3,887,329 and 3,851,790 shares  |    | 25,220           |    | 25,220              | 24,342           |
| Common stock and additional paid-in capital, \$0.01 par value; authorized – <b>12,800,000,000</b> shares; issued and outstanding – <b>9,974,189,863</b> , 10,052,625,604 and 10,312,660,252 shares |    | 144,782          |    | 147,038             | 150,774          |
| Retained earnings  |    | 105,467          |    | 101,870             | 90,717           |
| Accumulated other comprehensive income (loss)  |    | (7,316)          |    | (7,288)             | (2,829)          |
| Total shareholders' equity   |    | 268,153          |    | 266,840             | 263,004          |
| Total liabilities and shareholders' equity   | \$ | 2,247,701        | \$ | 2,187,702           | \$<br>2,185,726  |
| Liabilities of consolidated variable interest entities included in total liabilities above   |    | 2,247,701        | 3  | 2,187,702           | \$               |
| Short-term borrowings  | \$ | 185              | \$ | 348                 | \$<br>665        |
| Long-term debt   |    | 11,944           |    | 10,646              | 10,857           |
| All other liabilities  |    | 37               |    | 41                  | 17               |
| Total liabilities of consolidated variable interest entities   | \$ | 12,166           | \$ | 11,035              | \$<br>11,539     |

### Bank of America Corporation and Subsidiaries Capital Management

| (Dollars in millions)              |                    |                  |    |                    |    |                     |    |                 |    |                  |
|------------------------------------|--------------------|------------------|----|--------------------|----|---------------------|----|-----------------|----|------------------|
|                                    | Basel 3 Transition |                  |    |                    |    |                     |    |                 |    |                  |
|                                    | N                  | 1arch 31<br>2017 | D  | ecember 31<br>2016 | S  | eptember 30<br>2016 |    | June 30<br>2016 |    | March 31<br>2016 |
| Risk-based capital metrics (1):    |                    |                  |    |                    |    |                     | _  |                 |    |                  |
| Standardized Approach              |                    |                  |    |                    |    |                     |    |                 |    |                  |
| Common equity tier 1 capital       | \$                 | 167,351          | \$ | 168,866            | \$ | 169,925             | \$ | 166,173         | \$ | 162,732          |
| Tier 1 capital                     |                    | 190,332          |    | 190,315            |    | 191,435             |    | 187,209         |    | 182,550          |
| Total capital                      |                    | 227,250          |    | 228,187            |    | 229,132             |    | 226,949         |    | 223,020          |
| Risk-weighted assets               |                    | 1,398,354        |    | 1,399,477          |    | 1,395,541           |    | 1,396,277       |    | 1,405,748        |
| Common equity tier 1 capital ratio |                    | 12.0%            |    | 12.1%              |    | 12.2%               |    | 11.9%           |    | 11.6%            |
| Tier 1 capital ratio               |                    | 13.6             |    | 13.6               |    | 13.7                |    | 13.4            |    | 13.0             |
| Total capital ratio                |                    | 16.3             |    | 16.3               |    | 16.4                |    | 16.3            |    | 15.9             |
| Advanced Approaches                |                    |                  |    |                    |    |                     |    |                 |    |                  |
| Common equity tier 1 capital       | \$                 | 167,351          | \$ | 168,866            | \$ | 169,925             | \$ | 166,173         | \$ | 162,732          |
| Tier 1 capital                     |                    | 190,332          |    | 190,315            |    | 191,435             |    | 187,209         |    | 182,550          |
| Total capital                      |                    | 218,112          |    | 218,981            |    | 219,878             |    | 217,828         |    | 213,434          |
| Risk-weighted assets               |                    | 1,516,708        |    | 1,529,903          |    | 1,547,221           |    | 1,561,567       |    | 1,586,993        |
| Common equity tier 1 capital ratio |                    | 11.0%            |    | 11.0%              |    | 11.0%               |    | 10.6%           |    | 10.3%            |
| Tier 1 capital ratio               |                    | 12.5             |    | 12.4               |    | 12.4                |    | 12.0            |    | 11.5             |
| Total capital ratio                |                    | 14.4             |    | 14.3               |    | 14.2                |    | 13.9            |    | 13.4             |
| Leverage-based metrics (2)         |                    |                  |    |                    |    |                     |    |                 |    |                  |
| Adjusted average assets            | \$                 | 2,153,357        | \$ | 2,131,121          | \$ | 2,111,234           | \$ | 2,109,172       | \$ | 2,094,896        |
| Tier 1 leverage ratio              |                    | 8.8%             |    | 8.9%               |    | 9.1%                |    | 8.9%            |    | 8.7%             |
| Supplementary leverage exposure    | \$                 | 2,715,760        | \$ | 2,702,248          | \$ | 2,703,905           | \$ | 2,694,079       | \$ | 2,685,787        |
| Supplementary leverage ratio       |                    | 7.0%             |    | 6.9%               |    | 7.1 %               |    | 6.9%            |    | 6.8%             |
| Tangible equity ratio (3)          |                    | 9.1              |    | 9.2                |    | 9.4                 |    | 9.3             |    | 9.1              |
| Tangible common equity ratio (3)   |                    | 7.9              |    | 8.1                |    | 8.2                 |    | 8.1             |    | 7.9              |

<sup>(1)</sup> Regulatory capital ratios reflect the transition provisions of Basel 3.

The numerator of the supplementary leverage ratio and Tier 1 leverage ratio is quarter-end Basel 3 Tier 1 capital. The Tier 1 leverage ratio reflects the transition provisions of Basel 3 and the supplementary leverage ratio is calculated on a fully phased-in basis. The denominator of supplementary leverage exposure is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.

exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.

(3) Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 37-38.)

# **Bank of America Corporation and Subsidiaries Regulatory Capital Reconciliations** (1, 2)

| (Dollars in millions)  |    |                  |    |                    |    |                     |                 |                  |
|--|----|------------------|----|--------------------|----|---------------------|-----------------|------------------|
|  | N  | 1arch 31<br>2017 | D  | ecember 31<br>2016 | S  | eptember 30<br>2016 | June 30<br>2016 | March 31<br>2016 |
| Regulatory capital – Basel 3 transition to fully phased-in   |    |                  |    |                    |    |                     |                 |                  |
| Common equity tier 1 capital (transition)  | \$ | 167,351          | \$ | 168,866            | \$ | 169,925             | \$<br>166,173   | \$<br>162,732    |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |    | (1,594)          |    | (3,318)            |    | (3,143)             | (3,496)         | (3,764)          |
| Accumulated OCI phased in during transition  |    | (964)            |    | (1,899)            |    | 188                 | 359             | (117)            |
| Intangibles phased in during transition  |    | (375)            |    | (798)              |    | (853)               | (907)           | (983)            |
| Defined benefit pension fund assets phased in during transition  |    | (175)            |    | (341)              |    | (375)               | (378)           | (381)            |
| DVA related to liabilities and derivatives phased in during transition                                       |    | 128              |    | 276                |    | 168                 | 104             | 76               |
| Other adjustments and deductions phased in during transition   |    | (38)             |    | (57)               |    | (35)                | (24)            | (54)             |
| Common equity tier 1 capital (fully phased-in)   | \$ | 164,333          | \$ | 162,729            | \$ | 165,875             | \$<br>161,831   | \$<br>157,509    |
|  |    |                  |    |                    |    |                     |                 |                  |
| Risk-weighted assets – As reported to Basel 3 (fully phased-in)  |    |                  |    |                    |    |                     |                 |                  |
| Basel 3 Standardized approach risk-weighted assets as reported   | \$ | 1,398,354        | \$ | 1,399,477          | \$ | 1,395,541           | \$<br>1,396,277 | \$<br>1,405,748  |
| Changes in risk-weighted assets from reported to fully phased-in   |    | 17,785           |    | 17,638             |    | 15,587              | 17,689          | 20,104           |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in)   | \$ | 1,416,139        | \$ | 1,417,115          | \$ | 1,411,128           | \$<br>1,413,966 | \$<br>1,425,852  |
| Basel 3 Advanced approaches risk-weighted assets as reported   | \$ | 1,516,708        | \$ | 1,529,903          | \$ | 1,547,221           | \$<br>1,561,567 | \$<br>1,586,993  |
| Changes in risk-weighted assets from reported to fully phased-in   |    | (19,132)         |    | (18,113)           |    | (23,502)            | (19,600)        | (29,710)         |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) (3)                                       | \$ | 1,497,576        | \$ | 1,511,790          | \$ | 1,523,719           | \$<br>1,541,967 | \$<br>1,557,283  |
| Regulatory capital ratios  |    |                  |    |                    |    |                     |                 |                  |
| Basel 3 Standardized approach common equity tier 1 (transition)  |    | 12.0%            |    | 12.1%              |    | 12.2%               | 11.9%           | 11.6%            |
| Basel 3 Advanced approaches common equity tier 1 (transition)  |    | 11.0             |    | 11.0               |    | 11.0                | 10.6            | 10.3             |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in)   |    | 11.6             |    | 11.5               |    | 11.8                | 11.4            | 11.0             |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) (3)                                       |    | 11.0             |    | 10.8               |    | 10.9                | 10.5            | 10.1             |

<sup>(1)</sup> As an Advanced approaches institution, we are required to report regulatory capital risk-weighted assets and ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is to be used to assess capital adequacy, which is the Advanced approaches for the periods presented.
(2) Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.

<sup>(3)</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal models methodology (IMM) for calculating counterparty credit risk regulatory capital for derivatives. As of March 31, 2017, we did not have regulatory approval of the IMM model.

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

| (Dollars in millions)  |                    |                                |                |                    |                                |                |                    |                                |                |  |  |  |  |
|--|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|--|--|--|--|
|  | Firs               | st Quarter 2017                |                | Four               | rth Quarter 2016               |                | First Quarter 2016 |                                |                |  |  |  |  |
|  | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Interest<br>Income/<br>Expense | Income/ Yield/ |                    | Interest<br>Income/<br>Expense | Yield/<br>Rate |  |  |  |  |
| Earning assets   |                    |                                |                |                    |                                |                |                    |                                |                |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks | \$ 123,921         | \$ 202                         | 0.66%          | \$ 125,820         | \$ 145                         | 0.46%          | \$ 138,574         | \$ 155                         | 0.45%          |  |  |  |  |
| Time deposits placed and other short-term investments                                      | 11,497             | 47                             | 1.65           | 9,745              | 39                             | 1.57           | 9,156              | 32                             | 1.41           |  |  |  |  |
| Federal funds sold and securities borrowed or purchased under agreements to resell         | 216,402            | 439                            | 0.82           | 218,200            | 315                            | 0.57           | 209,183            | 276                            | 0.53           |  |  |  |  |
| Trading account assets   | 125,661            | 1,111                          | 3.58           | 126,731            | 1,131                          | 3.55           | 136,306            | 1,212                          | 3.57           |  |  |  |  |
| Debt securities (1)  | 430,234            | 2,573                          | 2.39           | 430,719            | 2,273                          | 2.11           | 399,978            | 2,537                          | 2.56           |  |  |  |  |
| Loans and leases <sup>(2)</sup> :  |                    |                                |                |                    |                                |                |                    |                                |                |  |  |  |  |
| Residential mortgage   | 193,627            | 1,661                          | 3.44           | 191,003            | 1,621                          | 3.39           | 186,980            | 1,629                          | 3.49           |  |  |  |  |
| Home equity  | 65,508             | 639                            | 3.94           | 68,021             | 618                            | 3.63           | 75,328             | 711                            | 3.79           |  |  |  |  |
| U.S. credit card   | 89,628             | 2,111                          | 9.55           | 89,521             | 2,105                          | 9.35           | 87,163             | 2,021                          | 9.32           |  |  |  |  |
| Non-U.S. credit card   | 9,367              | 211                            | 9.15           | 9,051              | 192                            | 8.43           | 9,822              | 253                            | 10.36          |  |  |  |  |
| Direct/Indirect consumer   | 93,291             | 608                            | 2.65           | 93,527             | 598                            | 2.54           | 89,342             | 550                            | 2.48           |  |  |  |  |
| Other consumer   | 2,547              | 27                             | 4.07           | 2,462              | 25                             | 3.99           | 2,138              | 16                             | 3.03           |  |  |  |  |
| Total consumer   | 453,968            | 5,257                          | 4.68           | 453,585            | 5,159                          | 4.53           | 450,773            | 5,180                          | 4.61           |  |  |  |  |
| U.S. commercial  | 287,468            | 2,222                          | 3.14           | 283,491            | 2,119                          | 2.97           | 270,511            | 1,936                          | 2.88           |  |  |  |  |
| Commercial real estate   | 57,764             | 479                            | 3.36           | 57,540             | 453                            | 3.13           | 57,271             | 434                            | 3.05           |  |  |  |  |
| Commercial lease financing   | 22,123             | 231                            | 4.17           | 21,436             | 145                            | 2.71           | 21,077             | 182                            | 3.46           |  |  |  |  |
| Non-U.S. commercial  | 92,821             | 595                            | 2.60           | 92,344             | 589                            | 2.54           | 93,352             | 585                            | 2.52           |  |  |  |  |
| Total commercial   | 460,176            | 3,527                          | 3.11           | 454,811            | 3,306                          | 2.89           | 442,211            | 3,137                          | 2.85           |  |  |  |  |
| Total loans and leases (1)   | 914,144            | 8,784                          | 3.88           | 908,396            | 8,465                          | 3.71           | 892,984            | 8,317                          | 3.74           |  |  |  |  |
| Other earning assets   | 73,514             | 751                            | 4.13           | 64,501             | 731                            | 4.52           | 58,641             | 694                            | 4.75           |  |  |  |  |
| Total earning assets (3)   | 1,895,373          | 13,907                         | 2.96           | 1,884,112          | 13,099                         | 2.77           | 1,844,822          | 13,223                         | 2.88           |  |  |  |  |
| Cash and due from banks (1)  | 27,196             |                                |                | 27,452             |                                |                | 28,844             |                                |                |  |  |  |  |
| Other assets, less allowance for loan and lease losses (1)                                 | 308,851            |                                |                | 296,475            |                                |                | 300,256            |                                |                |  |  |  |  |
| Total assets   | \$ 2,231,420       |                                |                | \$ 2,208,039       |                                |                | \$ 2,173,922       |                                |                |  |  |  |  |

<sup>(1)</sup> Includes assets of the Corporation's non-U.S. consumer credit card business, which are included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017 and December 31, 2016. The impact on net interest yield of the earning assets included in assets of business held for sale is not significant.

<sup>(3)</sup> The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | First Quarter 20 | 17   | Fourth Quarter 20 | 16   | First Quarter 201 | .6   |
|--|------------------|------|-------------------|------|-------------------|------|
| Federal funds sold and securities borrowed or purchased under agreements to resell | <u> </u>         | 15   | \$                | 8    | \$                | 13   |
| Debt securities  |                  | (22) |                   | (19) |                   | (34) |
| U.S. commercial loans and leases   |                  | (10) |                   | (10) |                   | (14) |
| Net hedge expense on assets  | \$               | (17) | \$                | (21) | \$                | (35) |

<sup>(2)</sup> Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

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

| Total U.S. interest-bearing deposits 750,348 158 0.09 736,816 164 0.09 706,980 136  Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries 2,616 5 0.76 2,918 4 0.48 4,123 9  Governments and official institutions 1,013 2 0.81 1,346 2 0.74 1,472 2  Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78  Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89  Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing sources:  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101   |                |            |               |           |    |       |                |         |           |             |           |       |          |       | (Dollars in millions)                           |
|---|----------------|------------|---------------|-----------|----|-------|----------------|---------|-----------|-------------|-----------|-------|----------|-------|---|
| Now and money market deposit accounts   Signature   Signature |                | arter 2016 | st Qua        | Firs      |    |       | er 2016        | th Quar | Four      |             | rter 2017 | t Qua | Firs     |       |   |
| U.S. interest-bearing deposits:  Savings  S 52,193 S 1 0.01% S 50,132 S 1 0.01% S 47,845 S 1  NOW and money market deposit accounts 617,749 74 0.05 604,155 78 0.05 577,779 71  Consumer CDs and IRAS 46,711 31 0.27 47,625 32 0.27 49,617 35  Negotiable CDs, public funds and other deposits 33,695 52 0.63 34,904 53 0.60 31,739 29  Total U.S. interest-bearing deposits  Non-U.S. interest-bearing deposits  Banks located in non-U.S. countries  Banks located in non-U.S. countries  Covernments and official institutions 1,013 2 0.81 1,346 2 0.74 1,472 2  Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78  Total non-U.S. interest-bearing deposits  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1.393  Total interest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101  | Yield/<br>Rate | ncome/     | erage Income/ |           |    |       | Income/ Yield/ |         |           |             | come/     | In    |          |       |   |
| Savings         \$ 52,193         \$ 1         0.01%         \$ 50,132         \$ 1         0.01%         \$ 47,845         \$ 1           NOW and money market deposit accounts         617,749         74         0.05         604,155         78         0.05         577,779         71           Consumer CDs and IRAs         46,711         31         0.27         47,625         32         0.27         49,617         35           Negotiable CDs, public funds and other deposits         33,695         52         0.63         34,904         53         0.60         31,739         29           Total U.S. interest-bearing deposits         750,348         158         0.09         736,816         164         0.09         706,980         136           Non-U.S. interest-bearing deposits         2,616         5         0.76         2,918         4         0.48         4,123         9           Governments and official institutions         1,013         2         0.81         1,346         2         0.74         1,472         2           Time, savings and other         58,418         117         0.81         60,123         109         0.73         56,943         78           Total interest-bearing deposits         62,047  |                |            |               |           |    |       |                |         |           |             |           |       |          |       | Interest-bearing liabilities                    |
| NOW and money market deposit accounts 617,749 74 0.05 604,155 78 0.05 577,779 71 Consumer CDs and IRAs 46,711 31 0.27 47,625 32 0.27 49,617 35 Negotiable CDs, public funds and other deposits 33,695 52 0.63 34,904 53 0.60 31,739 29 Total U.S. interest-bearing deposits 750,348 158 0.09 736,816 164 0.09 706,980 136 Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries 2,616 5 0.76 2,918 4 0.48 4,123 9 Governments and official institutions 1,013 2 0.81 1,346 2 0.74 1,472 2 Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78 Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89 Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225 Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613 Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292 Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393 Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523 Noninterest-bearing deposits 444,237 449,745 428,937 Other liabilities 183,805 186,867 187,101   |                |            |               |           |    |       |                |         |           |             |           |       |          |       | U.S. interest-bearing deposits:                 |
| Consumer CDs and IRAs         46,711         31         0.27         47,625         32         0.27         49,617         35           Negotiable CDs, public funds and other deposits         33,695         52         0.63         34,904         53         0.60         31,739         29           Total U.S. interest-bearing deposits         750,348         158         0.09         736,816         164         0.09         706,980         136           Non-U.S. interest-bearing deposits         2,616         5         0.76         2,918         4         0.48         4,123         9           Governments and official institutions         1,013         2         0.81         1,346         2         0.74         1,472         2           Time, savings and other         58,418         117         0.81         60,123         109         0.73         56,943         78           Total non-U.S. interest-bearing deposits         62,047         124         0.81         64,387         115         0.71         62,538         89           Total interest-bearing deposits         812,395         282         0.14         801,203         279         0.14         769,518         225           Federal funds purchased, securities loaned or  | 0.01%          | 1          | \$            | 47,845    | \$ | 0.01% | 1              | \$      | 50,132    | \$<br>0.01% | 1         | \$    | 52,193   | \$    | Savings   |
| Negotiable CDs, public funds and other deposits         33,695         52         0.63         34,904         53         0.60         31,739         29           Total U.S. interest-bearing deposits         750,348         158         0.09         736,816         164         0.09         706,980         136           Non-U.S. interest-bearing deposits:         Banks located in non-U.S. countries         2,616         5         0.76         2,918         4         0.48         4,123         9           Governments and official institutions         1,013         2         0.81         1,346         2         0.74         1,472         2           Time, savings and other         58,418         117         0.81         60,123         109         0.73         56,943         78           Total non-U.S. interest-bearing deposits         62,047         124         0.81         64,387         115         0.71         62,538         89           Total interest-bearing deposits         812,395         282         0.14         801,203         279         0.14         769,518         225           Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings         231,717         647         1.13         207,679  | 0.05           | 71         |               | 577,779   |    | 0.05  | 78             |         | 604,155   | 0.05        | 74        |       | 617,749  |       | NOW and money market deposit accounts           |
| Total U.S. interest-bearing deposits 750,348 158 0.09 736,816 164 0.09 706,980 136  Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries 2,616 5 0.76 2,918 4 0.48 4,123 9  Governments and official institutions 1,013 2 0.81 1,346 2 0.74 1,472 2  Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78  Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89  Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101   | 0.28           | 35         |               | 49,617    |    | 0.27  | 32             |         | 47,625    | 0.27        | 31        |       | 46,711   |       | Consumer CDs and IRAs                           |
| Non-U.S. interest-bearing deposits:   Banks located in non-U.S. countries   2,616   5   0.76   2,918   4   0.48   4,123   9     Governments and official institutions   1,013   2   0.81   1,346   2   0.74   1,472   2     Time, savings and other   58,418   117   0.81   60,123   109   0.73   56,943   78     Total non-U.S. interest-bearing deposits   62,047   124   0.81   64,387   115   0.71   62,538   89     Total interest-bearing deposits   812,395   282   0.14   801,203   279   0.14   769,518   225     Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings   231,717   647   1.13   207,679   542   1.04   221,990   613     Trading account liabilities   69,695   264   1.53   71,598   240   1.33   72,299   292     Long-term debt   221,468   1,459   2.65   220,587   1,512   2.74   233,654   1,393     Total interest-bearing liabilities   133,52,75   2,652   0.80   1,301,067   2,573   0.79   1,297,461   2,523     Noninterest-bearing sources:   Noninterest-bearing deposits   444,237   449,745   428,937     Other liabilities   183,805   186,867   187,101   | 0.37           | 29         |               | 31,739    |    | 0.60  | 53             |         | 34,904    | 0.63        | 52        |       | 33,695   |       | Negotiable CDs, public funds and other deposits |
| Banks located in non-U.S. countries 2,616 5 0.76 2,918 4 0.48 4,123 9 Governments and official institutions 1,013 2 0.81 1,346 2 0.74 1,472 2 Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78 Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89 Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225 Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613 Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292 Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393 Total interest-bearing liabilities 1 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523 Noninterest-bearing sources: Noninterest-bearing deposits 444,237 449,745 428,937 Other liabilities 183,805 186,867 187,101   | 0.08           | 136        |               | 706,980   |    | 0.09  | 164            |         | 736,816   | 0.09        | 158       |       | 750,348  |       | Total U.S. interest-bearing deposits            |
| Governments and official institutions         1,013         2         0.81         1,346         2         0.74         1,472         2           Time, savings and other         58,418         117         0.81         60,123         109         0.73         56,943         78           Total non-U.S. interest-bearing deposits         62,047         124         0.81         64,387         115         0.71         62,538         89           Total interest-bearing deposits         812,395         282         0.14         801,203         279         0.14         769,518         225           Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings         231,717         647         1.13         207,679         542         1.04         221,990         613           Trading account liabilities         69,695         264         1.53         71,598         240         1.33         72,299         292           Long-term debt         221,468         1,459         2.65         220,587         1,512         2.74         233,654         1,393           Total interest-bearing liabilities (1)         1,335,275         2,652         0.80         1,301,067         2,573         0.79         1,297,461         2   |                |            |               |           |    |       |                |         |           |             |           |       |          |       | Non-U.S. interest-bearing deposits:             |
| Time, savings and other 58,418 117 0.81 60,123 109 0.73 56,943 78  Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89  Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101  | 0.84           | 9          |               | 4,123     |    | 0.48  | 4              |         | 2,918     | 0.76        | 5         |       | 2,616    |       | Banks located in non-U.S. countries             |
| Total non-U.S. interest-bearing deposits 62,047 124 0.81 64,387 115 0.71 62,538 89  Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101   | 0.53           | 2          |               | 1,472     |    | 0.74  | 2              |         | 1,346     | 0.81        | 2         |       | 1,013    |       | Governments and official institutions           |
| Total interest-bearing deposits 812,395 282 0.14 801,203 279 0.14 769,518 225  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing sources:  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101   | 0.55           | 78         |               | 56,943    |    | 0.73  | 109            |         | 60,123    | 0.81        | 117       |       | 58,418   |       | Time, savings and other                         |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings  231,717 647 1.13 207,679 542 1.04 221,990 613  Trading account liabilities 69,695 264 1.53 71,598 240 1.33 72,299 292  Long-term debt 221,468 1,459 2.65 220,587 1,512 2.74 233,654 1,393  Total interest-bearing liabilities 1,335,275 2,652 0.80 1,301,067 2,573 0.79 1,297,461 2,523  Noninterest-bearing sources:  Noninterest-bearing deposits 444,237 449,745 428,937  Other liabilities 183,805 186,867 187,101   | 0.57           | 89         |               | 62,538    |    | 0.71  | 115            |         | 64,387    | 0.81        | 124       |       | 62,047   |       | Total non-U.S. interest-bearing deposits        |
| agreements to repurchase and short-term borrowings         231,717         647         1.13         207,679         542         1.04         221,990         613           Trading account liabilities         69,695         264         1.53         71,598         240         1.33         72,299         292           Long-term debt         221,468         1,459         2.65         220,587         1,512         2.74         233,654         1,393           Total interest-bearing liabilities (1)         1,335,275         2,652         0.80         1,301,067         2,573         0.79         1,297,461         2,523           Noninterest-bearing sources:           Noninterest-bearing deposits         444,237         449,745         428,937           Other liabilities         183,805         186,867         187,101   | 0.12           | 225        |               | 769,518   |    | 0.14  | 279            |         | 801,203   | 0.14        | 282       |       | 812,395  |       | Total interest-bearing deposits                 |
| Long-term debt         221,468         1,459         2.65         220,587         1,512         2.74         233,654         1,393           Total interest-bearing liabilities (1)         1,335,275         2,652         0.80         1,301,067         2,573         0.79         1,297,461         2,523           Noninterest-bearing sources:           Noninterest-bearing deposits         444,237         449,745         428,937           Other liabilities         183,805         186,867         187,101   | 1.11           | 613        |               | 221,990   |    | 1.04  | 542            |         | 207,679   | 1.13        | 647       |       | 231,717  |       |   |
| Total interest-bearing liabilities (1)         1,335,275         2,652         0.80         1,301,067         2,573         0.79         1,297,461         2,523           Noninterest-bearing sources:           Noninterest-bearing deposits         444,237         449,745         428,937           Other liabilities         183,805         186,867         187,101  | 1.63           | 292        |               | 72,299    |    | 1.33  | 240            |         | 71,598    | 1.53        | 264       |       | 69,695   |       | Trading account liabilities                     |
| Noninterest-bearing sources:         444,237         449,745         428,937           Other liabilities         183,805         186,867         187,101  | 2.39           | 1,393      |               | 233,654   |    | 2.74  | 1,512          |         | 220,587   | 2.65        | 1,459     |       | 221,468  |       | Long-term debt                                  |
| Noninterest-bearing deposits         444,237         449,745         428,937           Other liabilities         183,805         186,867         187,101  | 0.78           | 2,523      |               | 1,297,461 |    | 0.79  | 2,573          |         | 1,301,067 | 0.80        | 2,652     |       | ,335,275 | 1,    | Total interest-bearing liabilities (1)          |
| Other liabilities 183,805 186,867 187,101   |                |            |               |           |    |       |                |         |           |             |           |       |          |       | Noninterest-bearing sources:                    |
|   |                |            |               | 428,937   |    |       |                |         | 449,745   |             |           |       | 444,237  |       | Noninterest-bearing deposits                    |
| Shareholders' equity 268 103 270 360 260 423  |                |            |               | 187,101   |    |       |                |         | 186,867   |             |           |       | 183,805  |       | Other liabilities                               |
| 200,100 200,125   |                |            |               | 260,423   |    |       |                |         | 270,360   |             |           |       | 268,103  |       | Shareholders' equity                            |
| Total liabilities and shareholders' equity         \$ 2,231,420         \$ 2,208,039         \$ 2,173,922   |                |            |               | 2,173,922 | \$ |       |                |         | 2,208,039 | \$          |           |       | ,231,420 | \$ 2. | Total liabilities and shareholders' equity      |
| Net interest spread 2.16% 1.98%   | 2.10%          |            |               |           |    | 1.98% |                |         |           | 2.16%       |           |       |          |       | Net interest spread                             |
| Impact of noninterest-bearing sources 0.23 0.25   | 0.23           |            |               |           |    | 0.25  |                |         |           | 0.23        |           |       |          |       | Impact of noninterest-bearing sources           |
| Net interest income/yield on earning assets \$ 11,255 2.39% \$ 10,526 2.23% \$ 10,700   | 2.33%          | 10,700     | \$            |           |    | 2.23% | 0,526          | \$      |           | 2.39%       | 11,255    | \$    |          |       | Net interest income/yield on earning assets     |

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

|   | First Quarter 2017 | Fourth Quarter 2016 | First Quarter 2016 |
|---|--------------------|---------------------|--------------------|
| Consumer CDs and IRAs   | \$ 6               | \$ 6                | \$ 6               |
| Negotiable CDs, public funds and other deposits   | 3                  | 3                   | 3                  |
| Banks located in non-U.S. countries   | 5                  | 5                   | Ι                  |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 92                 | 94                  | 162                |
| Long-term debt  | (530)              | (440)               | (737)              |
| Net hedge income on liabilities   | \$ (424)           | \$ (332)            | \$ (565)           |

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

(Dollars in millions) March 31, 2017 Gross Gross Amortized Unrealized Unrealized Fair Gains Value Cost Available-for-sale debt securities Mortgage-backed securities: \$ 190,684 553 \$ (2,194) \$ 189,043 Agency 7,848 78 7,877 Agency-collateralized mortgage obligations (49)Commercial 12,809 27 (264)12,572 Non-agency residential 1,758 209 (24)1,943 (2,531)Total mortgage-backed securities 213,099 867 211,435 U.S. Treasury and agency securities 51,056 168 (666)50,558 6,744 13 6,753 Non-U.S. securities (4) 9,819 Other taxable securities, substantially all asset-backed securities **76** 9,754 (11)Total taxable securities 280,653 1.124 (3,212)278,565 17,443 80 (188)17,335 Tax-exempt securities 298,096 1,204 (3,400) 295,900 Total available-for-sale debt securities Less: Available-for-sale securities of business held for sale (691) (691) 16,803 16,714 164 (75)Other debt securities carried at fair value 1,368 312,012 314,119 (3,475)Total debt securities carried at fair value Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities 116,033 166 (2,196)114,003 430,152 1,534 (5,671) 426,015 Total debt securities Available-for-sale marketable equity securities (1) \$ 8 \$ 57 \$ 65 December 31, 2016 Available-for-sale debt securities Mortgage-backed securities: \$ 190,809 640 \$ (1,963) \$ 189,486 Agency Agency-collateralized mortgage obligations 8,296 85 (51)8,330 12,594 21 (293)12,322 Commercial Non-agency residential 1,863 181 (31)2,013 Total mortgage-backed securities 213,562 927 (2,338)212,151 204 U.S. Treasury and agency securities 48,800 (752)48,252 Non-U.S. securities 6,372 13 (3) 6,382 Other taxable securities, substantially all asset-backed securities 10,573 64 (23)10,614 Total taxable securities 279,307 1,208 (3,116)277,399 Tax-exempt securities 17,272 72 (184)17,160 Total available-for-sale debt securities 296,579 1,280 (3,300)294,559 Less: Available-for-sale securities of business held for sale (619) (619) Other debt securities carried at fair value 19,748 121 (149)19,720 Total debt securities carried at fair value 315,708 1,401 (3,449) 313,660 117,071 248 (2,034) 115,285

Total debt securities Available-for-sale marketable equity securities (1)

#### Other Debt Securities Carried at Fair Value

| (Dollars in millions)   | rch 31<br>2017 | ember 31<br>2016 |
|---|----------------|------------------|
| Mortgage-backed securities:   |                |                  |
| Agency-collateralized mortgage obligations                          | \$<br>5        | \$<br>5          |
| Non-agency residential  | 3,082          | 3,139            |
| Total mortgage-backed securities                                    | 3,087          | 3,144            |
| Non-U.S. securities (1)   | 13,482         | 16,336           |
| Other taxable securities, substantially all asset-backed securities | 234            | 240              |
| Total   | \$<br>16,803   | \$<br>19,720     |

432,779

325 \$ 1,649

\$ 51

(5,483)

(1)

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

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

428,945

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

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

# Bank of America Corporation and Subsidiaries Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data (1)

|  | First<br>Quarter<br>2017 |        | Fourth<br>Quarter<br>2016 |        |    | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 | First<br>Quarter<br>2016 |
|--|--------------------------|--------|---------------------------|--------|----|--------------------------|---------------------------|--------------------------|
| Net interest income                    | \$                       | 11,255 | \$                        | 10,526 | \$ | 10,429                   | \$<br>10,341              | \$<br>10,700             |
| Total revenue, net of interest expense |                          | 22,445 |                           | 20,224 |    | 21,863                   | 21,509                    | 21,005                   |
| Net interest yield                     |                          | 2.39%  |                           | 2.23%  |    | 2.23%                    | 2.23%                     | 2.33%                    |
| Efficiency ratio                       |                          | 66.15  |                           | 65.08  |    | 61.66                    | 62.73                     | 70.54                    |

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 37-38.)

# Quarterly Results by Business Segment and All Other

| (Dollars in millions)                              |    |                    |    |                  |               |        |                   |                   |              |
|--|----|--------------------|----|------------------|---------------|--------|-------------------|-------------------|--------------|
|  |    |                    |    |                  | First Qua     | rter 2 | 017               |                   |              |
|  |    | Total<br>rporation |    | nsumer<br>anking | GWIM          |        | Global<br>Banking | Global<br>Aarkets | All<br>Other |
| Net interest income (FTE basis)                    | \$ | 11,255             | \$ | 5,781            | \$<br>1,560   | \$     | 2,774             | \$<br>1,049       | \$<br>91     |
| Card income  |    | 1,449              |    | 1,224            | 36            |        | 125               | 22                | 42           |
| Service charges                                    |    | 1,918              |    | 1,050            | 20            |        | 765               | 77                | 6            |
| Investment and brokerage services                  |    | 3,262              |    | 69               | 2,648         |        | 17                | 531               | (3)          |
| Investment banking income (loss)                   |    | 1,584              |    | _                | 51            |        | 925               | 666               | (58)         |
| Trading account profits                            |    | 2,331              |    | _                | 59            |        | 33                | 2,177             | 62           |
| Mortgage banking income                            |    | 122                |    | 119              | 1             |        | _                 | _                 | 2            |
| Gains on sales of debt securities                  |    | 52                 |    | _                | _             |        | _                 | _                 | 52           |
| Other income (loss)                                |    | 472                |    | 41               | 217           |        | 316               | 186               | (288)        |
| Total noninterest income                           | _  | 11,190             |    | 2,503            | 3,032         |        | 2,181             | 3,659             | (185)        |
| Total revenue, net of interest expense (FTE basis) |    | 22,445             |    | 8,284            | 4,592         |        | 4,955             | 4,708             | (94)         |
| Provision for credit losses                        |    | 835                |    | 838              | 23            |        | 17                | (17)              | (26)         |
| Noninterest expense                                |    | 14,848             |    | 4,406            | 3,333         |        | 2,163             | 2,757             | 2,189        |
| Income (loss) before income taxes (FTE basis)      |    | 6,762              | ,  | 3,040            | 1,236         |        | 2,775             | 1,968             | (2,257)      |
| Income tax expense (benefit) (FTE basis)           |    | 1,906              |    | 1,146            | 466           |        | 1,046             | 671               | (1,423)      |
| Net income (loss)                                  | \$ | 4,856              | \$ | 1,894            | \$<br>770     | \$     | 1,729             | \$<br>1,297       | \$<br>(834)  |
| Average  |    |                    |    |                  |               |        |                   |                   |              |
| Total loans and leases                             | \$ | 914,144            | \$ | 257,945          | \$<br>148,405 | \$     | 342,857           | \$<br>70,064      | \$<br>94,873 |
| Total assets (1)                                   |    | 2,231,420          |    | 707,647          | 293,432       |        | 415,856           | 607,010           | 207,475      |
| Total deposits                                     |    | 1,256,632          |    | 635,594          | 257,386       |        | 304,137           | 33,158            | 26,357       |
| Period end   |    |                    |    |                  |               |        |                   |                   |              |
| Total loans and leases (2)                         | \$ | 915,747            | \$ | 258,421          | \$<br>149,110 | \$     | 344,451           | \$<br>71,053      | \$<br>92,712 |
| Total assets (1)                                   |    | 2,247,701          |    | 734,087          | 291,177       |        | 416,710           | 604,015           | 201,712      |
| Total deposits                                     |    | 1,272,141          |    | 661,607          | 254,595       |        | 296,178           | 33,629            | 26,132       |

|  |    |                     |    |                    | Fourth Qua    | arter 2 | 2016              |                   |               |
|--|----|---------------------|----|--------------------|---------------|---------|-------------------|-------------------|---------------|
|  | C  | Total<br>orporation |    | onsumer<br>Banking | GWIM          |         | Global<br>Banking | Global<br>Markets | All<br>Other  |
| Net interest income (FTE basis)                    | \$ | 10,526              | \$ | 5,465              | \$<br>1,449   | \$      | 2,502             | \$<br>1,167       | \$<br>(57)    |
| Card income  |    | 1,502               |    | 1,290              | 38            |         | 117               | 12                | 45            |
| Service charges                                    |    | 1,978               |    | 1,062              | 18            |         | 810               | 81                | 7             |
| Investment and brokerage services                  |    | 3,202               |    | 65                 | 2,598         |         | 24                | 518               | (3)           |
| Investment banking income (loss)                   |    | 1,222               |    | _                  | 47            |         | 654               | 554               | (33)          |
| Trading account profits (losses)                   |    | 1,081               |    | _                  | 52            |         | 40                | 1,149             | (160)         |
| Mortgage banking income                            |    | 519                 |    | 207                | 1             |         | _                 | _                 | 311           |
| Other income (loss)                                |    | 194                 |    | 22                 | 174           |         | 387               | (8)               | (381)         |
| Total noninterest income                           |    | 9,698               |    | 2,646              | 2,928         |         | 2,032             | 2,306             | (214)         |
| Total revenue, net of interest expense (FTE basis) |    | 20,224              |    | 8,111              | 4,377         |         | 4,534             | 3,473             | (271)         |
| Provision for credit losses                        |    | 774                 |    | 760                | 22            |         | 13                | 8                 | (29)          |
| Noninterest expense                                |    | 13,161              |    | 4,330              | <br>3,359     |         | 2,036             | 2,482             | 954           |
| Income (loss) before income taxes (FTE basis)      |    | 6,289               |    | 3,021              | 996           |         | 2,485             | 983               | (1,196)       |
| Income tax expense (benefit) (FTE basis)           |    | 1,593               | l  | 1,101              | 362           |         | 906               | 325               | (1,101)       |
| Net income (loss)                                  | \$ | 4,696               | \$ | 1,920              | \$<br>634     | \$      | 1,579             | \$<br>658         | \$<br>(95)    |
| Average  |    |                     |    |                    |               |         |                   |                   |               |
| Total loans and leases                             | \$ | 908,396             | \$ | 253,602            | \$<br>146,180 | \$      | 337,827           | \$<br>70,615      | \$<br>100,172 |
| Total assets (1)                                   |    | 2,208,039           |    | 686,985            | 291,761       |         | 403,564           | 595,276           | 230,453       |
| Total deposits                                     |    | 1,250,948           |    | 617,967            | 256,629       |         | 314,133           | 33,775            | 28,444        |
| Period end   |    |                     |    |                    |               |         |                   |                   |               |
| Total loans and leases (2)                         | \$ | 915,897             | \$ | 258,991            | \$<br>148,179 | \$      | 339,271           | \$<br>72,743      | \$<br>96,713  |
| Total assets (1)                                   |    | 2,187,702           |    | 702,333            | 298,931       |         | 408,268           | 566,060           | 212,110       |
| Total deposits                                     |    | 1,260,934           |    | 632,786            | 262,530       |         | 306,430           | 34,927            | 24,261        |
|  |    |                     |    |                    |               |         |                   |                   |               |

<sup>(1)</sup> Total assets include asset allocations to match liabilities (i.e., deposits).
(2) Includes \$9.5 billion and \$9.2 billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet and in *All Other* at March 31, 2017 and December 31, 2016.

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

| (Dollars in millions)                              |    |                  |                    |    |            |        |                   |    | ·                 | ·             |
|--|----|------------------|--------------------|----|------------|--------|-------------------|----|-------------------|---------------|
|  |    |                  |                    |    | First Quar | ter 20 | 16                | _  |                   |               |
|  |    | Total orporation | onsumer<br>Banking | (  | GWIM       |        | Global<br>Banking |    | Global<br>Markets | All<br>Other  |
| Net interest income (FTE basis)                    | \$ | 10,700           | \$<br>5,328        | \$ | 1,513      | \$     | 2,545             | \$ | 1,184             | \$<br>130     |
| Card income  |    | 1,430            | 1,211              |    | 48         |        | 117               |    | 10                | 44            |
| Service charges                                    |    | 1,837            | 997                |    | 19         |        | 745               |    | 72                | 4             |
| Investment and brokerage services                  |    | 3,182            | 69                 |    | 2,536      |        | 16                |    | 568               | (7)           |
| Investment banking income (loss)                   |    | 1,153            | 1                  |    | 73         |        | 636               |    | 494               | (51)          |
| Trading account profits (losses)                   |    | 1,662            | _                  |    | 36         |        | (2)               |    | 1,595             | 33            |
| Mortgage banking income                            |    | 433              | 190                |    | 1          |        | _                 |    | _                 | 242           |
| Gains on sales of debt securities                  |    | 190              | _                  |    | _          |        | _                 |    | _                 | 190           |
| Other income (loss)                                |    | 418              | 61                 |    | 243        |        | 397               |    | 28                | <br>(311)     |
| Total noninterest income                           | _  | 10,305           | 2,529              |    | 2,956      |        | 1,909             |    | 2,767             | 144           |
| Total revenue, net of interest expense (FTE basis) |    | 21,005           | 7,857              |    | 4,469      |        | 4,454             |    | 3,951             | 274           |
| Provision for credit losses                        |    | 997              | 531                |    | 25         |        | 553               |    | 9                 | (121)         |
| Noninterest expense                                |    | 14,816           | 4,538              |    | 3,273      |        | 2,174             |    | 2,449             | 2,382         |
| Income (loss) before income taxes (FTE basis)      |    | 5,192            | 2,788              |    | 1,171      |        | 1,727             |    | 1,493             | (1,987)       |
| Income tax expense (benefit) (FTE basis)           |    | 1,720            | 1,024              |    | 430        |        | 635               |    | 520               | <br>(889)     |
| Net income (loss)                                  | \$ | 3,472            | \$<br>1,764        | \$ | 741        | \$     | 1,092             | \$ | 973               | \$<br>(1,098) |
| Average  |    |                  |                    |    |            |        |                   |    |                   |               |
| Total loans and leases                             | \$ | 892,984          | \$<br>237,908      | \$ | 139,098    | \$     | 328,643           | \$ | 69,283            | \$<br>118,052 |
| Total assets (1)                                   |    | 2,173,922        | 646,516            |    | 295,710    |        | 391,775           |    | 581,226           | 258,695       |
| Total deposits                                     |    | 1,198,455        | 578,193            |    | 260,482    |        | 297,134           |    | 35,886            | 26,760        |
| Period end   |    |                  |                    |    |            |        |                   |    |                   |               |
| Total loans and leases                             | \$ | 901,113          | \$<br>240,591      | \$ | 139,690    | \$     | 333,604           | \$ | 73,446            | \$<br>113,782 |
| Total assets (1)                                   |    | 2,185,726        | 666,292            |    | 296,199    |        | 394,736           |    | 581,150           | 247,349       |
| Total deposits                                     |    | 1,217,261        | 597,796            |    | 260,565    |        | 298,072           |    | 34,403            | 26,425        |
|  |    |                  |                    |    |            |        |                   |    |                   |               |

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

# **Bank of America Corporation and Subsidiaries Consumer Banking Segment Results**

| (Dollars in millions)                              |    |                          |       |                      |                          |                           |    |                          |
|--|----|--------------------------|-------|----------------------|--------------------------|---------------------------|----|--------------------------|
|  | (  | First<br>Quarter<br>2017 | Qu    | urth<br>arter<br>016 | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 | (  | First<br>Quarter<br>2016 |
| Net interest income (FTE basis)                    | \$ | 5,781                    | \$    | 5,465                | \$<br>5,289              | \$<br>5,207               | \$ | 5,328                    |
| Noninterest income:                                |    |                          |       |                      |                          |                           |    |                          |
| Card income  |    | 1,224                    |       | 1,290                | 1,218                    | 1,216                     |    | 1,211                    |
| Service charges                                    |    | 1,050                    |       | 1,062                | 1,072                    | 1,011                     |    | 997                      |
| Mortgage banking income                            |    | 119                      |       | 207                  | 297                      | 267                       |    | 190                      |
| All other income                                   |    | 110                      |       | 87                   | 92                       | 94                        |    | 131                      |
| Total noninterest income                           |    | 2,503                    |       | 2,646                | 2,679                    | 2,588                     |    | 2,529                    |
| Total revenue, net of interest expense (FTE basis) |    | 8,284                    |       | 8,111                | 7,968                    | 7,795                     |    | 7,857                    |
| Provision for credit losses                        |    | 838                      |       | 760                  | 698                      | 726                       |    | 531                      |
| Noninterest expense                                |    | 4,406                    |       | 4,330                | 4,371                    | 4,415                     |    | 4,538                    |
| Income before income taxes (FTE basis)             | _  | 3,040                    |       | 3,021                | 2,899                    | 2,654                     |    | 2,788                    |
| Income tax expense (FTE basis)                     |    | 1,146                    |       | 1,101                | 1,086                    | 978                       |    | 1,024                    |
| Net income   | \$ | 1,894                    | \$    | 1,920                | \$<br>1,813              | \$<br>1,676               | \$ | 1,764                    |
| Net interest yield (FTE basis)                     |    | 3.50%                    |       | 3.35%                | 3.30%                    | 3.34%                     |    | 3.53%                    |
| Return on average allocated capital (1)            |    | 21                       |       | 22                   | 21                       | 20                        |    | 21                       |
| Efficiency ratio (FTE basis)                       |    | 53.19                    |       | 53.38                | 54.86                    | 56.64                     |    | 57.77                    |
| Balance Sheet                                      |    |                          |       |                      |                          |                           |    |                          |
| Average  |    |                          |       |                      |                          |                           |    |                          |
| Total loans and leases                             | \$ | 257,945                  | \$ 25 | 3,602                | \$<br>248,683            | \$<br>242,921             | \$ | 237,908                  |
| Total earning assets (2)                           |    | 668,865                  | 64    | 8,299                | 636,832                  | 627,225                   |    | 607,302                  |
| Total assets (2)                                   |    | 707,647                  | 68    | 6,985                | 674,630                  | 665,096                   |    | 646,516                  |
| Total deposits                                     |    | 635,594                  | 61    | 7,967                | 605,705                  | 596,471                   |    | 578,193                  |
| Allocated capital (1)                              |    | 37,000                   | 3     | 4,000                | 34,000                   | 34,000                    |    | 34,000                   |
| Period end   |    |                          |       |                      |                          |                           |    |                          |
| Total loans and leases                             | \$ | 258,421                  | \$ 25 | 8,991                | \$<br>251,125            | \$<br>247,122             | \$ | 240,591                  |
| Total earning assets (2)                           |    | 694,883                  | 66    | 52,698               | 648,972                  | 630,449                   |    | 626,934                  |
| Total assets (2)                                   |    | 734,087                  | 70    | 2,333                | 687,241                  | 668,464                   |    | 666,292                  |
| Total deposits                                     |    | 661,607                  | 63    | 2,786                | 618,027                  | 599,454                   |    | 597,796                  |

Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital.

Other companies may define or calculate these measures differently.

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

# **Bank of America Corporation and Subsidiaries Consumer Banking Quarterly Results**

| (Dollars in millions)                              |          |                           |       |              |                    |
|--|----------|---------------------------|-------|--------------|--------------------|
|  |          |                           | First | Quarter 2017 |                    |
|  | 7        | Fotal Consumer<br>Banking |       | Deposits     | onsumer<br>Lending |
| Net interest income (FTE basis)                    | \$       | 5,781                     | \$    | 3,063        | \$<br>2,718        |
| Noninterest income:                                |          |                           |       |              |                    |
| Card income  |          | 1,224                     |       | 2            | 1,222              |
| Service charges                                    |          | 1,050                     |       | 1,050        | _                  |
| Mortgage banking income                            |          | 119                       |       | _            | 119                |
| All other income                                   |          | 110                       |       | 102          | 8                  |
| Total noninterest income                           | _        | 2,503                     |       | 1,154        | 1,349              |
| Total revenue, net of interest expense (FTE basis) |          | 8,284                     |       | 4,217        | 4,067              |
| Provision for credit losses                        |          | 838                       |       | 55           | 783                |
| Noninterest expense                                |          | 4,406                     |       | 2,523        | 1,883              |
| Income before income taxes (FTE basis)             |          | 3,040                     |       | 1,639        | 1,401              |
| Income tax expense (FTE basis)                     |          | 1,146                     |       | 618          | 528                |
| Net income   | <u>s</u> | 1,894                     | \$    | 1,021        | \$<br>873          |
| Net interest yield (FTE basis)                     |          | 3.50%                     |       | 1.96%        | 4.34%              |
| Return on average allocated capital (1)            |          | 21                        |       | 35           | 14                 |
| Efficiency ratio (FTE basis)                       |          | 53.19                     |       | 59.85        | 46.29              |
| Balance Sheet                                      |          |                           |       |              |                    |
| Average  |          |                           |       |              |                    |
| Total loans and leases                             | S        | 257,945                   | \$    | 4,979        | \$<br>252,966      |
| Total earning assets (2)                           |          | 668,865                   |       | 634,704      | 254,066            |
| Total assets (2)                                   |          | 707,647                   |       | 661,769      | 265,783            |
| Total deposits                                     |          | 635,594                   |       | 629,337      | 6,257              |
| Allocated capital (1)                              |          | 37,000                    |       | 12,000       | 25,000             |
| Period end   |          |                           |       |              |                    |
| Total loans and leases                             | S        | 258,421                   | \$    | 4,938        | \$<br>253,483      |
| Total earning assets (2)                           |          | 694,883                   |       | 660,888      | 254,291            |
| Total assets (2)                                   |          | 734,087                   |       | 688,277      | 266,106            |
| Total deposits                                     |          | 661,607                   | l     | 655,714      | 5,893              |
|  |          |                           |       |              |                    |

|  |    |                          | Fourth ( | Quarter 2016 |                     |
|--|----|--------------------------|----------|--------------|---------------------|
|  | To | otal Consumer<br>Banking | Б        | eposits      | Consumer<br>Lending |
| Net interest income (FTE basis)                    | \$ | 5,465                    | \$       | 2,761        | \$<br>2,704         |
| Noninterest income:                                |    |                          |          |              |                     |
| Card income  |    | 1,290                    |          | 1            | 1,289               |
| Service charges                                    |    | 1,062                    |          | 1,062        | _                   |
| Mortgage banking income                            |    | 207                      |          | _            | 207                 |
| All other income (loss)                            |    | 87                       |          | 92           | (5)                 |
| Total noninterest income                           |    | 2,646                    |          | 1,155        | 1,491               |
| Total revenue, net of interest expense (FTE basis) |    | 8,111                    |          | 3,916        | 4,195               |
| Provision for credit losses                        |    | 760                      |          | 42           | 718                 |
| Noninterest expense                                |    | 4,330                    |          | 2,450        | 1,880               |
| Income before income taxes (FTE basis)             |    | 3,021                    |          | 1,424        | 1,597               |
| Income tax expense (FTE basis)                     |    | 1,101                    |          | 519          | 582                 |
| Net income   | \$ | 1,920                    | \$       | 905          | \$<br>1,015         |
| Net interest yield (FTE basis)                     |    | 3.35 %                   |          | 1.78%        | 4.30 %              |
| Return on average allocated capital (1)            |    | 22                       |          | 30           | 18                  |
| Efficiency ratio (FTE basis)                       |    | 53.38                    |          | 62.56        | 44.82               |
| Balance Sheet                                      |    |                          |          |              |                     |
| Average  |    |                          |          |              |                     |
| Total loans and leases                             | \$ | 253,602                  | \$       | 4,874        | \$<br>248,728       |
| Total earning assets (2)                           |    | 648,299                  |          | 616,297      | 250,115             |
| Total assets (2)                                   |    | 686,985                  |          | 642,837      | 262,261             |
| Total deposits                                     |    | 617,967                  |          | 610,533      | 7,434               |
| Allocated capital (1)                              |    | 34,000                   |          | 12,000       | 22,000              |
| Period end   |    |                          |          |              |                     |
| Total loans and leases                             | \$ | 258,991                  | \$       | 4,938        | \$<br>254,053       |
| Total earning assets (2)                           |    | 662,698                  |          | 631,172      | 255,511             |
| Total assets (2)                                   |    | 702,333                  |          | 658,316      | 268,002             |
| Total deposits                                     |    | 632,786                  |          | 625,727      | 7,059               |

For footnotes see page 17.

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

| (Dollars in millions)                              |    |                           | Firmt | Quarter 2016 |                  |
|--|----|---------------------------|-------|--------------|------------------|
|  | _  | T + 1.0                   | FIISt | Quarter 2016 |                  |
|  | _  | Total Consumer<br>Banking |       | Deposits     | nsumer<br>ending |
| Net interest income (FTE basis)                    | \$ | 5,328                     | \$    | 2,692        | \$<br>2,636      |
| Noninterest income:                                |    |                           |       |              |                  |
| Card income  |    | 1,211                     |       | 3            | 1,208            |
| Service charges                                    |    | 997                       |       | 997          | _                |
| Mortgage banking income                            |    | 190                       |       | _            | 190              |
| All other income                                   | _  | 131                       |       | 115          | 16               |
| Total noninterest income                           |    | 2,529                     |       | 1,115        | 1,414            |
| Total revenue, net of interest expense (FTE basis) |    | 7,857                     |       | 3,807        | 4,050            |
| Provision for credit losses                        |    | 531                       |       | 48           | 483              |
| Noninterest expense                                |    | 4,538                     |       | 2,455        | 2,083            |
| Income before income taxes (FTE basis)             | _  | 2,788                     |       | 1,304        | 1,484            |
| Income tax expense (FTE basis)                     |    | 1,024                     |       | 479          | 545              |
| Net income   | \$ | 1,764                     | \$    | 825          | \$<br>939        |
| Net interest yield (FTE basis)                     |    | 3.53%                     |       | 1.88%        | 4.52%            |
| Return on average allocated capital (1)            |    | 21                        |       | 28           | 17               |
| Efficiency ratio (FTE basis)                       |    | 57.77                     |       | 64.50        | 51.43            |
| Balance Sheet                                      |    |                           |       |              |                  |
| Average  |    |                           |       |              |                  |
| Total loans and leases                             | \$ | 237,908                   | \$    | 4,732        | \$<br>233,176    |
| Total earning assets (2)                           |    | 607,302                   |       | 576,634      | 234,362          |
| Total assets (2)                                   |    | 646,516                   |       | 603,429      | 246,781          |
| Total deposits                                     |    | 578,193                   |       | 571,462      | 6,731            |
| Allocated capital (1)                              |    | 34,000                    |       | 12,000       | 22,000           |
| Period end   |    |                           |       |              |                  |
| Total loans and leases                             | \$ | 240,591                   | \$    | 4,737        | \$<br>235,854    |
| Total earning assets (2)                           |    | 626,934                   |       | 596,057      | 236,962          |
| Total assets (2)                                   |    | 666,292                   |       | 622,783      | 249,594          |
| Total deposits                                     |    | 597,796                   | l     | 590,829      | 6,967            |

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

<sup>(2)</sup> For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets from *All Other* to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total *Consumer Banking*.

# **Bank of America Corporation and Subsidiaries Consumer Banking Key Indicators**

| (Dollars in millions)                             |                |                      |                 |                 |     |                 |          |                 |
|---|----------------|----------------------|-----------------|-----------------|-----|-----------------|----------|-----------------|
|   | First          |                      | Fourth          | Third           |     | Second          |          | First           |
|   | Quarte<br>2017 | er                   | Quarter<br>2016 | Quarter<br>2016 |     | Quarter<br>2016 |          | Quarter<br>2016 |
| Average denotit belonge                           |                |                      | 2016            | 2016            | — - | 2016            | _        | 2016            |
| Average deposit balances  Chapters                | \$ 315,77      | 72                   | \$ 306,598      | ¢ 200 14        | 7 ( | 1 202 425       | <b>e</b> | 202 142         |
| Checking  |                |                      |                 | \$ 299,14       |     | \$ 293,425      | Þ        | 282,143         |
| Savings   | 50,54          |                      | 48,549          | 48,27           |     | 48,472          |          | 46,221          |
| MMS   | 224,56         |                      | 217,394         | 212,09          |     | 207,333         |          | 201,616         |
| CDs and IRAs                                      | 41,92          |                      | 42,592          | 43,42           |     | 44,378          |          | 45,451          |
| Non-U.S. and other                                | 2,79           |                      | 2,834           | 2,76            |     | 2,863           | _        | 2,762           |
| Total average deposit balances                    | \$ 635,59      | <del>94</del><br>— = | \$ 617,967      | \$ 605,70       | 5 : | \$ 596,471      | \$       | 578,193         |
| Deposit spreads (excludes noninterest costs)      |                |                      |                 |                 |     |                 |          |                 |
| Checking  | 1.9            | 94%                  | 1.92%           | 1.9             | 4%  | 1.97%           |          | 1.98%           |
| Savings   | 2.2            | 21                   | 2.21            | 2.2             | 4   | 2.26            |          | 2.28            |
| MMS   | 1.2            | 24                   | 1.22            | 1.2             | 3   | 1.24            |          | 1.24            |
| CDs and IRAs                                      | 1.2            | 29                   | 1.17            | 1.0             | 3   | 0.92            |          | 0.81            |
| Non-U.S. and other                                | 1.1            | 16                   | 1.00            | 0.8             | 7   | 0.80            |          | 0.67            |
| Total deposit spreads                             | 1.6            | 67                   | 1.64            | 1.6             | 4   | 1.66            |          | 1.65            |
|   |                |                      |                 |                 |     |                 |          |                 |
| Client brokerage assets                           | \$ 153,78      | 86                   | \$ 144,696      | \$ 137,98       | 5 5 | \$ 131,698      | \$       | 126,921         |
| Digital banking active users (units in thousands) | 34,52          | 27                   | 33,811          | 33,72           | 2   | 33,022          |          | 32,647          |
| Mobile banking active users (units in thousands)  | 22,21          | 17                   | 21,648          | 21,30           | 5   | 20,227          |          | 19,595          |
| Financial centers                                 | 4,55           | 59                   | 4,579           | 4,62            | 9   | 4,681           |          | 4,689           |
| ATMs  | 15,93          | 39                   | 15,928          | 15,95           | 9   | 15,998          |          | 16,003          |
| Total U.S. credit card (1)                        |                |                      |                 |                 |     |                 |          |                 |
| Loans   |                |                      |                 |                 |     |                 |          |                 |
| Average credit card outstandings                  | \$ 89,62       | 28                   | \$ 89,521       | \$ 88,21        | 0 5 | 86,705          | \$       | 87,163          |
| Ending credit card outstandings                   | 88,55          | 52                   | 92,278          | 88,78           | 9   | 88,103          |          | 86,403          |
| Credit quality                                    |                |                      |                 | -               |     |                 |          | •               |
| Net charge-offs                                   | \$ 60          | 06                   | \$ 566          | \$ 54           | 3 5 | \$ 573          | \$       | 587             |
|   | 2.7            | 74%                  | 2.52%           | 2.4             | 5%  | 2.66%           |          | 2.71%           |
| 30+ delinquency                                   | \$ 1,58        | 80                   | \$ 1,595        | \$ 1,45         | 9 9 | \$ 1,388        | \$       | 1,448           |
|   | 1.7            | 78%                  | 1.73%           | 1.6             | 4%  | 1.58%           |          | 1.68%           |
| 90+ delinquency                                   | \$ 80          | )1                   | \$ 782          | \$ 70           | 2 5 | \$ 693          | \$       | 743             |
| •   | 0.9            | 90%                  | 0.85%           | 0.7             | 9%  | 0.79%           |          | 0.86%           |
| Other Total U.S. credit card indicators (1)       |                |                      |                 |                 |     |                 |          |                 |
| Gross interest yield                              | 9.5            | 55%                  | 9.35%           | 9.3             | 0%  | 9.20%           |          | 9.32%           |
| Risk adjusted margin                              | 8.8            | 89                   | 9.20            | 9.1             | 1   | 8.79            |          | 9.05            |
| New accounts (in thousands)                       | 1,18           | 84                   | 1,134           | 1,32            | 4   | 1,313           |          | 1,208           |
| Purchase volumes                                  | \$ 55,32       | 21                   | \$ 61,020       | \$ 57,59        | 1 5 | \$ 56,667       | \$       | 51,154          |
| Debit card data                                   |                |                      |                 |                 |     |                 |          |                 |
| Purchase volumes                                  | \$ 70,61       | 11                   | \$ 73,296       | \$ 71,04        | 9 9 | \$ 72,120       | \$       | 69,147          |
|   | 1 70,01        |                      | ,=              |                 |     | ,               | _        | ,- ,-           |

For footnotes see page 19.

# **Bank of America Corporation and Subsidiaries Consumer Banking Key Indicators (continued)**

| (Dollars in millions)   |                          |                 |           |                           |                          |
|---|--------------------------|-----------------|-----------|---------------------------|--------------------------|
|   | First<br>Quarter<br>2017 | Quarter Quarter |           | Second<br>Quarter<br>2016 | First<br>Quarter<br>2016 |
| Loan production (2):  |                          |                 |           |                           |                          |
| Total <sup>(3)</sup> :  |                          |                 |           |                           |                          |
| First mortgage  | \$ 11,442                | \$ 18,351       | \$ 16,865 | \$ 16,314                 | \$ 12,623                |
| Home equity   | 4,053                    | 3,565           | 3,541     | 4,303                     | 3,805                    |
| Consumer Banking:   |                          |                 |           |                           |                          |
| First mortgage  | \$ 7,629                 | \$ 12,303       | \$ 11,588 | \$ 11,541                 | \$ 9,078                 |
| Home equity   | 3,667                    | 3,140           | 3,139     | 3,881                     | 3,515                    |
| Mortgage servicing rights at fair value rollforward:                      |                          |                 |           |                           |                          |
| Balance, beginning of period  | \$ 2,278                 | \$ 2,012        | \$ 1,789  | \$ 2,152                  | \$ 2,680                 |
| Net additions   | 35                       | (36)            | 45        | 25                        | 57                       |
| Amortization of expected cash flows (4)                                   | (147)                    | (156)           | (157)     | (165)                     | (171)                    |
| Other changes in mortgage servicing rights fair value (5)                 | (37)                     | 458             | 335       | (223)                     | (414)                    |
| Balance, end of period <sup>(6)</sup>                                     | \$ 2,129                 | \$ 2,278        | \$ 2,012  | \$ 1,789                  | \$ 2,152                 |
| Capitalized mortgage servicing rights (% of loans serviced for investors) | 72 bp                    | os 74 bps       | s 60 bps  | s 51 bps                  | 58 bps                   |
| Mortgage loans serviced for investors (in billions)                       | \$ 296                   | \$ 307          | \$ 336    | \$ 353                    | \$ 368                   |
| Mortgage banking income   |                          |                 |           |                           |                          |
| Consumer Banking mortgage banking income                                  |                          |                 |           |                           |                          |
| Total production income   | \$ 54                    | \$ 131          | \$ 212    | \$ 182                    | \$ 138                   |
| Net servicing income  |                          |                 |           |                           |                          |
| Servicing fees  | 157                      | 166             | 179       | 179                       | 184                      |
| Other net servicing income  | (92)                     | (90)            | (94)      | (94)                      | (132)                    |
| Total net servicing income  | 65                       | 76              | 85        | 85                        | 52                       |
| Total Consumer Banking mortgage banking income                            | 119                      | 207             | 297       | 267                       | 190                      |
| Other mortgage banking income (predominately in All Other) (7)            |                          |                 |           |                           |                          |
| Net servicing income (loss)   | (15)                     | 288             | 390       | 53                        | 193                      |
| Other   | 18                       | 24              | (98)      | (8)                       | 50                       |
| Total other mortgage banking income (predominately in All Other)          | 3                        | 312             | 292       | 45                        | 243                      |
| Total consolidated mortgage banking income                                | \$ 122                   | \$ 519          | \$ 589    | \$ 312                    | \$ 433                   |

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

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

<sup>(3)</sup> In addition to loan production in *Consumer Banking*, there is also first mortgage and home equity loan production in *GWIM*.

(4) Represents the net change in fair value of the MSR asset due to the recognition of modeled cash flows.

These amounts reflect the changes in modeled MSR fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow

<sup>(6)</sup> Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in *Global Markets*.

<sup>(7)</sup> Amounts for other mortgage banking income are included in this Consumer Banking table to show the components of consolidated mortgage banking income.

#### Global Wealth & Investment Management Segment Results

| (Dollars in millions)                              |      |                          |    |                           |    |                          |          |         |    |                          |
|--|------|--------------------------|----|---------------------------|----|--------------------------|----------|---------|----|--------------------------|
|  | Q    | First<br>Quarter<br>2017 |    | Fourth<br>Quarter<br>2016 |    | Third<br>Quarter<br>2016 | irter Qu |         | ,  | First<br>Quarter<br>2016 |
| Net interest income (FTE basis)                    | \$   | 1,560                    | \$ | 1,449                     | \$ | 1,394                    | \$       | 1,403   | \$ | 1,513                    |
| Noninterest income:                                |      |                          |    |                           |    |                          |          |         |    |                          |
| Investment and brokerage services                  |      | 2,648                    |    | 2,598                     |    | 2,585                    |          | 2,598   |    | 2,536                    |
| All other income                                   |      | 384                      |    | 330                       |    | 400                      |          | 424     |    | 420                      |
| Total noninterest income                           |      | 3,032                    |    | 2,928                     |    | 2,985                    |          | 3,022   |    | 2,956                    |
| Total revenue, net of interest expense (FTE basis) |      | 4,592                    |    | 4,377                     |    | 4,379                    |          | 4,425   |    | 4,469                    |
| Provision for credit losses                        |      | 23                       |    | 22                        |    | 7                        |          | 14      |    | 25                       |
| Noninterest expense                                | _    | 3,333                    | _  | 3,359                     |    | 3,255                    |          | 3,288   |    | 3,273                    |
| Income before income taxes (FTE basis)             |      | 1,236                    |    | 996                       |    | 1,117                    |          | 1,123   |    | 1,171                    |
| Income tax expense (FTE basis)                     |      | 466                      |    | 362                       |    | 419                      |          | 420     |    | 430                      |
| Net income   | \$   | 770                      | \$ | 634                       | \$ | 698                      | \$       | 703     | \$ | 741                      |
| Net interest yield (FTE basis)                     |      | 2.28%                    |    | 2.09%                     |    | 2.03%                    |          | 2.06%   |    | 2.18%                    |
| Return on average allocated capital (1)            |      | 22                       |    | 19                        |    | 21                       |          | 22      |    | 23                       |
| Efficiency ratio (FTE basis)                       |      | 72.58                    |    | 76.73                     |    | 74.31                    |          | 74.29   |    | 73.25                    |
| Balance Sheet                                      |      |                          |    |                           |    |                          |          |         |    |                          |
| Average  |      |                          |    |                           |    |                          |          |         |    |                          |
| Total loans and leases                             |      | 48,405                   | \$ | 146,180                   | \$ | 143,207                  | \$       | 141,180 | \$ | 139,098                  |
| Total earning assets (2)                           | 2    | 77,989                   |    | 276,172                   |    | 273,567                  |          | 273,873 |    | 279,605                  |
| Total assets (2)                                   |      | 93,432                   |    | 291,761                   |    | 288,820                  |          | 289,645 |    | 295,710                  |
| Total deposits                                     |      | 57,386                   |    | 256,629                   |    | 253,812                  |          | 254,804 |    | 260,482                  |
| Allocated capital (1)                              |      | 14,000                   |    | 13,000                    |    | 13,000                   |          | 13,000  |    | 13,000                   |
| Period end   |      |                          |    |                           |    |                          |          |         |    |                          |
| Total loans and leases                             | \$ 1 | 49,110                   | \$ | 148,179                   | \$ | 144,980                  | \$       | 142,633 | \$ | 139,690                  |
| Total earning assets (2)                           | 2    | 75,214                   |    | 283,151                   |    | 274,288                  |          | 270,973 |    | 280,117                  |
| Total assets (2)                                   | 2    | 91,177                   |    | 298,931                   |    | 289,794                  |          | 286,846 |    | 296,199                  |
| Total deposits                                     | 2    | 54,595                   |    | 262,530                   |    | 252,962                  |          | 250,976 |    | 260,565                  |

Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital.

Other companies may define or calculate these measures differently.

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

#### Global Wealth & Investment Management Key Indicators

| (Dollars in millions, except as noted)  |    | First<br>Quarter |    | Fourth<br>Quarter |    | Third<br>Quarter | Second<br>Quarter | First<br>Quarter |
|---|----|------------------|----|-------------------|----|------------------|-------------------|------------------|
|   |    | 2017             |    | 2016              |    | 2016             | <br>2016          | <br>2016         |
| Revenue by Business   |    | _                |    |                   |    | _                |                   |                  |
| Merrill Lynch Global Wealth Management  | \$ | 3,782            | \$ | 3,600             | \$ | 3,617            | \$<br>3,602       | \$<br>3,66       |
| U.S. Trust  |    | 809              |    | 775               |    | 761              | 762               | 77′              |
| Other (1)   |    | 1                |    | 2                 |    | 1                | 61                | 2:               |
| Total revenue, net of interest expense (FTE basis)                                  | \$ | 4,592            | \$ | 4,377             | \$ | 4,379            | \$<br>4,425       | \$<br>4,46       |
| Client Balances by Business, at period end  |    |                  |    |                   |    |                  |                   |                  |
| Merrill Lynch Global Wealth Management  | \$ | 2,167,536        | \$ | 2,102,175         | \$ | 2,089,683        | \$<br>2,026,392   | \$<br>1,998,14   |
| U.S. Trust  |    | 417,841          |    | 406,392           |    | 400,538          | 393,089           | 390,26           |
| Other (1)   |    | _                |    |                   |    |                  |                   | 77,75            |
| Total client balances   | s  | 2,585,377        | \$ | 2,508,567         | \$ | 2,490,221        | \$<br>2,419,481   | \$<br>2,466,15   |
| Client Balances by Type, at period end  |    |                  |    |                   |    |                  |                   |                  |
| Long-term assets under management (2)   | \$ | 946,778          | \$ | 886,148           | \$ | 871,026          | \$<br>832,394     | \$<br>812,91     |
| Liquidity assets under management (1,3)   |    |                  |    |                   |    | _                |                   | 77,74            |
| Assets under management   | _  | 946,778          | _  | 886,148           | _  | 871,026          | <br>832,394       | <br>890,66       |
| Brokerage assets  |    | 1,106,109        |    | 1,085,826         |    | 1,095,635        | 1,070,014         | 1,056,75         |
| Assets in custody   |    | 126,086          |    | 123,066           |    | 122,804          | 120,505           | 115,53           |
| Deposits  |    | 254,595          |    | 262,530           |    | 252,962          | 250,976           | 260,56           |
| Loans and leases (4)  |    | 151,809          |    | 150,997           |    | 147,794          | 145,592           | 142,64           |
| Total client balances   | \$ | 2,585,377        | \$ | 2,508,567         | \$ | 2,490,221        | \$<br>2,419,481   | \$<br>2,466,15   |
| Assets Under Management Rollforward   |    |                  |    |                   |    |                  |                   |                  |
| Assets under management, beginning balance  | \$ | 886,148          | \$ | 871,026           | \$ | 832,394          | \$<br>890,663     | \$<br>900,86     |
| Net long-term client flows  |    | 29,214           |    | 18,934            |    | 10,182           | 10,055            | (59              |
| Net liquidity client flows  |    | _                |    | _                 |    | _                | (4,170)           | (3,82            |
| Market valuation/other (1)  |    | 31,416           |    | (3,812)           |    | 28,450           | (64,154)          | (5,78            |
| Total assets under management, ending balance                                       | \$ | 946,778          | \$ | 886,148           | \$ | 871,026          | \$<br>832,394     | \$<br>890,66     |
| Associates, at period end (5,6)   |    |                  |    |                   |    |                  |                   |                  |
| Number of financial advisors  |    | 16,576           |    | 16,830            |    | 16,731           | 16,665            | 16,67            |
| Total wealth advisors, including financial advisors                                 |    | 18,435           |    | 18,688            |    | 18,585           | 18,503            | 18,48            |
| Total primary sales professionals, including financial advisors and wealth advisors |    | 19,431           |    | 19,629            |    | 19,443           | 19,340            | 19,36            |
| Merrill Lynch Global Wealth Management Metric (6)                                   |    |                  |    |                   |    |                  |                   |                  |
| Financial advisor productivity (7) (in thousands)                                   | \$ | 999              | \$ | 964               | \$ | 983              | \$<br>984         | \$<br>98         |
| U.S. Trust Metric, at period end <sup>(6)</sup>                                     |    |                  |    |                   |    |                  |                   |                  |
| Primary sales professionals   |    | 1,671            |    | 1,678             |    | 1,657            | 1,642             | 1,59             |

<sup>(1)</sup> Includes the results of BofA Global Capital Management, the cash management division of Bank of America, and certain administrative items. Also reflects the sale to a third party of approximately \$80 billion of BofA Global Capital Management's AUM during the three months ended June 30, 2016.

Defined as assets under advisory and discretion of *GWIM* in which the duration of the investment strategy is longer than one year.

<sup>(3)</sup> Defined as assets under advisory and discretion of *GWIM* in which the investment strategy seeks current income, while maintaining liquidity and capital preservation. The duration of these strategies is primarily less than one year.

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

<sup>(5)</sup> Includes financial advisors in the *Consumer Banking* segment of 2,092, 2,201, 2,179, 2,248 and 2,259 at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016 respectively

<sup>(6)</sup> Associate headcount computation is based upon full-time equivalents.

<sup>(7)</sup> Financial advisor productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain ALM activities, divided by the total number of financial advisors (excluding financial advisors in the Consumer Banking segment).

# **Bank of America Corporation and Subsidiaries Global Banking Segment Results**

| (Dollars in millions)                              |                          |    |                           |                          |                           |                          |
|--|--------------------------|----|---------------------------|--------------------------|---------------------------|--------------------------|
|  | First<br>Quarter<br>2017 |    | Fourth<br>Quarter<br>2016 | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 | First<br>Quarter<br>2016 |
| Net interest income (FTE basis)                    | \$<br>\$ 2,774           |    | 2,502                     | \$<br>2,470              | \$<br>2,425               | \$<br>2,545              |
| Noninterest income:                                |                          |    |                           |                          |                           |                          |
| Service charges                                    | 765                      |    | 810                       | 780                      | 759                       | 745                      |
| Investment banking fees                            | 925                      |    | 654                       | 796                      | 799                       | 636                      |
| All other income                                   | 491                      |    | 568                       | 702                      | 711                       | 528                      |
| Total noninterest income                           | 2,181                    |    | 2,032                     | 2,278                    | 2,269                     | 1,909                    |
| Total revenue, net of interest expense (FTE basis) | 4,955                    |    | 4,534                     | 4,748                    | 4,694                     | 4,454                    |
| Provision for credit losses                        | 17                       |    | 13                        | 118                      | 199                       | 553                      |
| Noninterest expense                                | 2,163                    |    | 2,036                     | 2,151                    | 2,125                     | 2,174                    |
| Income before income taxes (FTE basis)             | 2,775                    |    | 2,485                     | 2,479                    | 2,370                     | 1,727                    |
| Income tax expense (FTE basis)                     | 1,046                    |    | 906                       | 926                      | 873                       | 635                      |
| Net income   | \$<br>1,729              | \$ | 1,579                     | \$<br>1,553              | \$<br>1,497               | \$<br>1,092              |
| Net interest yield (FTE basis)                     | 3.08%                    |    | 2.81%                     | 2.83%                    | 2.81%                     | 3.00%                    |
| Return on average allocated capital (1)            | 18                       |    | 17                        | 17                       | 16                        | 12                       |
| Efficiency ratio (FTE basis)                       | 43.66                    |    | 44.90                     | 45.31                    | 45.26                     | 48.80                    |
| Balance Sheet                                      |                          |    |                           |                          |                           |                          |
| Average  |                          |    |                           |                          |                           |                          |
| Total loans and leases                             | \$<br>342,857            | \$ | 337,827                   | \$<br>334,363            | \$<br>334,396             | \$<br>328,643            |
| Total earning assets (2)                           | 365,775                  |    | 353,693                   | 347,462                  | 347,347                   | 341,387                  |
| Total assets (2)                                   | 415,856                  |    | 403,564                   | 395,423                  | 395,997                   | 391,775                  |
| Total deposits                                     | 304,137                  |    | 314,133                   | 306,198                  | 298,805                   | 297,134                  |
| Allocated capital (1)                              | 40,000                   |    | 37,000                    | 37,000                   | 37,000                    | 37,000                   |
| Period end   |                          |    |                           |                          |                           |                          |
| Total loans and leases                             | \$<br>344,451            | \$ | 339,271                   | \$<br>334,120            | \$<br>334,838             | \$<br>333,604            |
| Total earning assets (2)                           | 366,567                  |    | 356,241                   | 349,993                  | 348,935                   | 345,355                  |
| Total assets (2)                                   | 416,710                  |    | 408,268                   | 397,795                  | 397,566                   | 394,736                  |
| Total deposits                                     | 296,178                  |    | 306,430                   | 301,061                  | 304,577                   | 298,072                  |

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

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

#### **Global Banking Key Indicators**

| (Dollars in millions)                                  |         |                          |    |                           |    |                          |           |         |    |                          |
|--|---------|--------------------------|----|---------------------------|----|--------------------------|-----------|---------|----|--------------------------|
|  |         | First<br>Quarter<br>2017 |    | Fourth<br>Quarter<br>2016 |    | Third<br>Quarter<br>2016 | Quarter Q |         |    | First<br>Quarter<br>2016 |
| Investment Banking fees (1)                            | _       |                          | _  |                           | _  |                          | _         |         | _  |                          |
| Advisory (2)   | \$      | 390                      | \$ | 243                       | \$ | 295                      | \$        | 313     | \$ | 305                      |
| Debt issuance  |         | 412                      |    | 347                       |    | 405                      |           | 390     |    | 265                      |
| Equity issuance  |         | 123                      |    | 64                        |    | 96                       |           | 96      |    | 66                       |
| Total Investment Banking fees (3)                      | \$      | 925                      | \$ | 654                       | \$ | 796                      | \$        | 799     | \$ | 636                      |
| Business Lending                                       |         |                          |    |                           |    |                          |           |         |    |                          |
| Corporate  | \$      | 1,102                    | \$ | 1,016                     | \$ | 1,113                    | \$        | 1,102   | \$ | 1,054                    |
| Commercial   |         | 1,044                    |    | 1,011                     |    | 1,069                    |           | 1,051   |    | 1,009                    |
| Business Banking                                       |         | 101                      |    | 96                        |    | 91                       |           | 92      |    | 97                       |
| Total Business Lending revenue                         | \$      | 2,247                    | \$ | 2,123                     | \$ | 2,273                    | \$        | 2,245   | \$ | 2,160                    |
| Global Transaction Services                            |         |                          |    |                           |    |                          |           |         |    |                          |
| Corporate  | \$      | 797                      | \$ | 811                       | \$ | 741                      | \$        | 715     | \$ | 715                      |
| Commercial   |         | 707                      |    | 682                       |    | 671                      |           | 663     |    | 702                      |
| Business Banking                                       |         | 197                      |    | 190                       |    | 182                      |           | 180     |    | 187                      |
| Total Global Transaction Services revenue              | \$      | 1,701                    | \$ | 1,683                     | \$ | 1,594                    | \$        | 1,558   | \$ | 1,604                    |
| Average deposit balances                               |         |                          |    |                           |    |                          |           |         |    |                          |
| Interest-bearing                                       | \$      | 70,802                   | \$ | 73,108                    | \$ | 72,442                   | \$        | 69,761  | \$ | 65,719                   |
| Noninterest-bearing                                    |         | 233,335                  |    | 241,025                   |    | 233,756                  |           | 229,044 |    | 231,415                  |
| Total average deposits                                 | <u></u> | 304,137                  | \$ | 314,133                   | \$ | 306,198                  | \$        | 298,805 | \$ | 297,134                  |
| Loan spread  |         | 1.65%                    |    | 1.57%                     |    | 1.63%                    |           | 1.62%   |    | 1.679                    |
| Provision for credit losses                            | \$      | 17                       | \$ | 13                        | \$ | 118                      | \$        | 199     | \$ | 553                      |
| Credit quality <sup>(4, 5)</sup>                       |         |                          |    |                           |    |                          |           |         |    |                          |
| Reservable utilized criticized exposure                | \$      | 14,567                   | \$ | 14,841                    | \$ | 15,460                   | \$        | 16,544  | \$ | 16,923                   |
|  |         | 3.95%                    |    | 4.08%                     |    | 4.31%                    |           | 4.59%   |    | 4.73                     |
| Nonperforming loans, leases and foreclosed properties  | \$      | 1,527                    | \$ | 1,528                     | \$ | 1,800                    | \$        | 1,450   | \$ | 1,316                    |
|  |         | 0.44%                    |    | 0.45%                     |    | 0.54%                    |           | 0.43%   |    | 0.40                     |
| Average loans and leases by product                    |         |                          |    |                           |    |                          |           |         |    |                          |
| U.S. commercial  | \$      | 198,620                  | \$ | 194,692                   | \$ | 190,032                  | \$        | 190,273 | \$ | 186,634                  |
| Commercial real estate                                 |         | 48,818                   |    | 48,741                    |    | 48,714                   |           | 49,120  |    | 48,908                   |
| Commercial lease financing                             |         | 23,152                   |    | 22,505                    |    | 22,231                   |           | 21,891  |    | 22,074                   |
| Non-U.S. commercial                                    |         | 72,261                   |    | 71,887                    |    | 73,384                   |           | 73,105  |    | 71,015                   |
| Other  |         | 6                        |    | 2                         |    | 2                        |           | 7       |    | 12                       |
| Total average loans and leases                         | \$      | 342,857                  | \$ | 337,827                   | \$ | 334,363                  | \$        | 334,396 | \$ | 328,643                  |
| Total Corporation Investment Banking fees              |         |                          |    |                           |    |                          |           |         |    |                          |
| Advisory (2)   | \$      | 405                      | \$ | 262                       | \$ | 328                      | \$        | 333     | \$ | 346                      |
| Debt issuance  |         | 926                      |    | 810                       |    | 908                      |           | 889     |    | 669                      |
| Equity issuance  |         | 312                      |    | 183                       |    | 261                      |           | 232     |    | 188                      |
| Total investment banking fees including self-led deals | _       | 1,643                    |    | 1,255                     |    | 1,497                    |           | 1,454   |    | 1,203                    |
|  |         |                          |    |                           |    |                          |           |         |    |                          |
| Self-led deals   |         | (59)                     |    | (33)                      |    | (39)                     |           | (46)    |    | (50)                     |

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

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

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

<sup>(4)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

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

#### **Investment Banking Product Rankings**

|                                    |                    | Three Months Ended | March 31, 2017     |                 |  |  |  |  |
|------------------------------------|--------------------|--------------------|--------------------|-----------------|--|--|--|--|
|                                    | Globa              | al                 | U.S.               |                 |  |  |  |  |
|                                    | Product<br>Ranking | Market<br>Share    | Product<br>Ranking | Market<br>Share |  |  |  |  |
| Net investment banking revenue     | 3                  | 6.6%               | 3                  | 9.2%            |  |  |  |  |
| Announced mergers and acquisitions | 3                  | 16.7               | 4                  | 19.1            |  |  |  |  |
| Equity capital markets             | 3                  | 5.5                | 3                  | 9.9             |  |  |  |  |
| Debt capital markets               | 3                  | 6.3                | 3                  | 9.3             |  |  |  |  |
| High-yield corporate debt          | 2                  | 8.6                | 2                  | 10.1            |  |  |  |  |
| Leveraged loans                    | 1                  | 9.5                | 1                  | 10.6            |  |  |  |  |
| Mortgage-backed securities         | 4                  | 9.0                | 5                  | 10.0            |  |  |  |  |
| Asset-backed securities            | 1                  | 17.2               | 1                  | 19.8            |  |  |  |  |
| Convertible debt                   | 4                  | 5.8                | 2                  | 13.6            |  |  |  |  |
| Common stock underwriting          | 4                  | 5.5                | 4                  | 9.1             |  |  |  |  |
| Investment-grade corporate debt    | 4                  | 5.8                | 2                  | 9.8             |  |  |  |  |
| Syndicated loans                   | 1                  | 10.5               | 1                  | 13.0            |  |  |  |  |

Source: Dealogic data as of April 7, 2017. 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 either side of the transaction. Each advisor receives full credit for the deal amount unless advising a minor stakeholder.

#### **Highlights**

#### Global top 3 rankings in:

| High-yield corporate debt | Announced mergers and acquisitions |
|---------------------------|------------------------------------|
| Leveraged loans           | Equity capital markets             |
| Asset-backed securities   | Debt capital markets               |
| Syndicated loans          |                                    |

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

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

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

Global: High-yield corporate debt, Leveraged loans, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Announced mergers and acquisitions, Equity capital markets, Debt capital markets

U.S.: High-yield corporate debt, Leveraged loans, Asset-backed securities, Convertible debt, Investment-grade corporate debt, Syndicated loans, Equity capital markets, Debt capital markets

# **Bank of America Corporation and Subsidiaries Global Markets Segment Results**

| (Dollars in millions)                                  |   |                          |
|--|---|--------------------------|
|  | First Fourth Third Second Quarter Quarter Quarter 2017 2016 2016 2016 | First<br>Quarter<br>2016 |
| Net interest income (FTE basis)                        | <b>\$ 1,049</b> \$ 1,167 <b>\$</b> 1,119 <b>\$</b> 1,088 <b>\$</b>    | 1,184                    |
| Noninterest income:                                    |   |                          |
| Investment and brokerage services                      | <b>531</b> 518 490 525  | 568                      |
| Investment banking fees                                | <b>666</b> 554 645 603  | 494                      |
| Trading account profits                                | <b>2,177</b> 1,149 1,934 1,872  | 1,595                    |
| All other income                                       | <b>285</b> 85 170 221   | 110                      |
| Total noninterest income                               | <b>3,659</b> 2,306 3,239 3,221  | 2,767                    |
| Total revenue, net of interest expense (FTE basis) (1) | <b>4,708</b> 3,473 4,358 4,309  | 3,951                    |
| Provision for credit losses                            | (17) 8 19 (5)   | 9                        |
| Noninterest expense                                    | <b>2,757</b> 2,482 2,656 2,583  | 2,449                    |
| Income before income taxes (FTE basis)                 | <b>1,968</b> 983 1,683 1,731  | 1,493                    |
| Income tax expense (FTE basis)                         | <b>671</b> 325 609 618  | 520                      |
| Net income   | <b>\$ 1,297 \$ 658 \$ 1,074 \$ 1,113 \$</b>                           | 973                      |
| Return on average allocated capital (2)                | <b>15%</b> 7% 12% 12%   | 11%                      |
| Efficiency ratio (FTE basis)                           | <b>58.56</b> 71.45 60.94 59.95  | 62.01                    |
| Balance Sheet  |   |                          |
| Average  |   |                          |
| Total trading-related assets (3)                       |   | 407,661                  |
| Total loans and leases                                 | <b>70,064</b> 70,615 69,043 69,620                                    | 69,283                   |
| Total earning assets (3)                               | <b>429,906</b> 430,601 422,636 422,815                                | 418,198                  |
| Total assets   | <b>607,010</b> 595,276 584,069 580,701                                | 581,226                  |
| Total deposits   | <b>33,158</b> 33,775 32,840 34,518                                    | 35,886                   |
| Allocated capital (2)                                  | <b>35,000</b> 37,000 37,000 37,000                                    | 37,000                   |
| Period end   |   |                          |
| Total trading-related assets (3)                       | <b>\$ 418,259</b> \$ 380,562  \$ 417,517  \$ 405,037  \$              | 408,223                  |
| Total loans and leases                                 | <b>71,053</b> 72,743 72,144 70,766                                    | 73,446                   |
| Total earning assets (3)                               | <b>425,582</b> 397,023 435,112 416,325                                | 422,268                  |
| Total assets   | <b>604,015</b> 566,060 595,165 577,428                                | 581,150                  |
| Total deposits   | <b>33,629</b> 34,927 31,692 33,506                                    | 34,403                   |
| Trading-related assets (average)                       |   |                          |
| Trading account securities                             |   | 187,931                  |
| Reverse repurchases                                    | <b>96,835</b> 91,198 89,435 92,805                                    | 85,411                   |
| Securities borrowed                                    | <b>81,312</b> 90,643 87,872 89,779                                    | 80,807                   |
| Derivative assets                                      | <b>40,346</b> 46,614 52,325 50,654                                    | 53,512                   |
| Total trading-related assets (3)                       | <b>\$ 422,359 \$ 417,184 \$ 415,417 \$ 411,285 \$</b>                 | 407,661                  |

<sup>(1)</sup> Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business

segments. For additional sales and trading revenue information, see page 26.

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

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

# **Bank of America Corporation and Subsidiaries Global Markets Key Indicators**

| (Dollars in millions)  |  |                         |                             |    |                           |    |                         |                          |                         |
|--|--|-------------------------|-----------------------------|----|---------------------------|----|-------------------------|--------------------------|-------------------------|
|  | First Fourth Quarter Quarter 2017 2016 |                         | Third<br>Quarter<br>2016    |    | Second<br>Quarter<br>2016 |    | Q                       | First<br>Juarter<br>2016 |                         |
| Sales and trading revenue (1)  |  |                         |                             |    |                           |    |                         |                          |                         |
| Fixed income, currency and commodities   | \$                                     | 2,810                   | \$<br>1,866                 | \$ | 2,646                     | \$ | 2,456                   | \$                       | 2,405                   |
| Equities   |  | 1,089                   | 945                         |    | 954                       |    | 1,081                   |                          | 1,037                   |
| Total sales and trading revenue  | \$                                     | 3,899                   | \$<br>2,811                 | \$ | 3,600                     | \$ | 3,537                   | \$                       | 3,442                   |
| Sales and trading revenue, excluding debit valuation adjustment (2)  Fixed income, currency and commodities  Equities  Total sales and trading revenue, excluding debit valuation adjustment | \$<br>\$                               | 2,930<br>1,099<br>4,029 | \$<br>1,964<br>948<br>2,912 | \$ | 2,767<br>960<br>3,727     | \$ | 2,615<br>1,086<br>3,701 | \$                       | 2,265<br>1,023<br>3,288 |
| Sales and trading revenue breakdown  |  |                         |                             |    |                           |    |                         |                          |                         |
| Net interest income  | \$                                     | 929                     | \$<br>1,061                 | \$ | 1,024                     | \$ | 991                     | \$                       | 1,079                   |
| Commissions  |  | 524                     | 510                         |    | 485                       |    | 517                     |                          | 559                     |
| Trading  |  | 2,176                   | 1,147                       |    | 1,934                     |    | 1,871                   |                          | 1,595                   |
| Other  |  | 270                     | <br>93                      |    | 157                       |    | 158                     |                          | 209                     |
| Total sales and trading revenue  | \$                                     | 3,899                   | \$<br>2,811                 | \$ | 3,600                     | \$ | 3,537                   | \$                       | 3,442                   |

<sup>(1)</sup> Includes Global Banking sales and trading revenue of \$58 million, \$68 million, \$57 million, \$120 million and \$159 million for the first quarter of 2017, and the fourth, third, second and first quarters of 2016.

<sup>(2)</sup> For this presentation, sales and trading revenue excludes net debit valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities for all periods. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

### All Other Results (1)

| (Dollars in millions)                              |    |                          |                           |                          |         |                           |         |    |                          |
|--|----|--------------------------|---------------------------|--------------------------|---------|---------------------------|---------|----|--------------------------|
|  | (  | First<br>Quarter<br>2017 | Fourth<br>Quarter<br>2016 | Third<br>Quarter<br>2016 |         | Second<br>Quarter<br>2016 |         | (  | First<br>Quarter<br>2016 |
| Net interest income (FTE basis)                    | \$ | 91                       | \$<br>(57)                | \$                       | 157     | \$                        | 218     | \$ | 130                      |
| Noninterest income:                                |    |                          |                           |                          |         |                           |         |    |                          |
| Card income  |    | 42                       | 45                        |                          | 46      |                           | 54      |    | 44                       |
| Mortgage banking income                            |    | 2                        | 311                       |                          | 292     |                           | 44      |    | 242                      |
| Gains on sales of debt securities                  |    | 52                       | _                         |                          | 51      |                           | 249     |    | 190                      |
| All other loss                                     |    | (281)                    | <br>(570)                 |                          | (136)   |                           | (279)   |    | (332)                    |
| Total noninterest income                           |    | (185)                    | (214)                     |                          | 253     |                           | 68      |    | 144                      |
| Total revenue, net of interest expense (FTE basis) |    | (94)                     | (271)                     |                          | 410     |                           | 286     |    | 274                      |
| Provision for credit losses                        |    | (26)                     | (29)                      |                          | 8       |                           | 42      |    | (121)                    |
| Noninterest expense                                |    | 2,189                    | 954                       |                          | 1,048   |                           | 1,082   |    | 2,382                    |
| Loss before income taxes (FTE basis)               |    | (2,257)                  | (1,196)                   |                          | (646)   |                           | (838)   |    | (1,987)                  |
| Income tax benefit (FTE basis)                     |    | (1,423)                  | (1,101)                   |                          | (463)   |                           | (632)   |    | (889)                    |
| Net loss   | \$ | (834)                    | \$<br>(95)                | \$                       | (183)   | \$                        | (206)   | \$ | (1,098)                  |
| Balance Sheet                                      |    |                          |                           |                          |         |                           |         |    |                          |
| Average  |    |                          |                           |                          |         |                           |         |    |                          |
| Total loans and leases                             | \$ | 94,873                   | \$<br>100,172             | \$                       | 105,298 | \$                        | 111,553 | \$ | 118,052                  |
| Total assets (2)                                   |    | 207,475                  | 230,453                   |                          | 246,548 |                           | 256,802 |    | 258,695                  |
| Total deposits                                     |    | 26,357                   | 28,444                    |                          | 28,631  |                           | 28,693  |    | 26,760                   |
| Period end   |    |                          |                           |                          |         |                           |         |    |                          |
| Total loans and leases (3)                         | \$ | 92,712                   | \$<br>96,713              | \$                       | 102,639 | \$                        | 107,794 | \$ | 113,782                  |
| Total assets (4)                                   |    | 201,712                  | 212,110                   |                          | 225,319 |                           | 256,662 |    | 247,349                  |
| Total deposits                                     |    | 26,132                   | 24,261                    |                          | 29,153  |                           | 27,578  |    | 26,425                   |

<sup>(1)</sup> All Other consists of ALM activities, equity investments, the non-U.S. consumer credit card business, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and the related economic hedge results and ineffectiveness, other liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments. On December 20, 2016, the Corporation entered into an agreement to sell its non-U.S. consumer credit card business to a third party. Subject to regulatory approval, this transaction is expected to close by mid-2017.

<sup>(2)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$522.0 billion, \$506.5 billion, \$500.4 billion, \$499.5 billion and \$493.5 billion for the first quarter of 2017, and the fourth, third, second and first quarters of 2016.

<sup>(3)</sup> Includes \$9.5 billion and \$9.2 billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017 and December 31, 2016.

<sup>(4)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$543.4 billion, \$518.7 billion, \$508.5 billion, \$492.3 billion and \$509.9 billion at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

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

| (Dollars in millions)  |                  |     |                     |                      |
|--|------------------|-----|---------------------|----------------------|
|  | March 31<br>2017 |     | December 31<br>2016 | <br>March 31<br>2016 |
| Consumer   |                  |     |                     |                      |
| Residential mortgage (1)   | \$ 193,8         | 43  | \$ 191,797          | \$<br>184,440        |
| Home equity  | 63,9             | 15  | 66,443              | 73,771               |
| U.S. credit card   | 88,5             | 52  | 92,278              | 86,403               |
| Non-U.S. credit card   | 9,5              | 05  | 9,214               | 9,977                |
| Direct/Indirect consumer (2)   | 92,7             | 94  | 94,089              | 90,609               |
| Other consumer (3)   | 2,5              | 39  | 2,499               | 2,176                |
| Total consumer loans excluding loans accounted for under the fair value option   | 451,1            | 48  | 456,320             | 447,376              |
| Consumer loans accounted for under the fair value option (4)                     | 1,0              | 32  | 1,051               | 1,946                |
| Total consumer   | 452,1            | 80  | 457,371             | 449,322              |
| Commercial   |                  |     |                     |                      |
| U.S. commercial (5)  | 288,1            | 70  | 283,365             | 273,636              |
| Commercial real estate (6)   | 57,8             | 49  | 57,355              | 58,060               |
| Commercial lease financing   | 21,8             | 73  | 22,375              | 20,957               |
| Non-U.S. commercial  | 89,1             | 79  | 89,397              | 92,872               |
| Total commercial loans excluding loans accounted for under the fair value option | 457,0            | 71  | 452,492             | 445,525              |
| Commercial loans accounted for under the fair value option (4)                   | 6,4              | 96  | 6,034               | 6,266                |
| Total commercial   | 463,5            | 67  | 458,526             | 451,791              |
| Less: Loans of business held for sale (7)  | (9,5             | 05) | (9,214)             | _                    |
| Total loans and leases   | \$ 906,2         | 42  | \$ 906,683          | \$<br>901,113        |
|  |                  | _   |                     |                      |

<sup>(1)</sup> Includes pay option loans of \$1.8 billion, \$1.8 billion and \$2.2 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. The Corporation no longer originates pay option loans

<sup>(2)</sup> Includes auto and specialty lending loans of \$48.7 billion, \$48.9 billion and \$45.4 billion, unsecured consumer lending loans of \$530 million, \$585 million and \$774 million, U.S. securities-based lending loans of \$39.5 billion, \$40.1 billion and \$39.2 billion, non-U.S. consumer loans of \$2.9 billion, \$3.0 billion and \$3.7 billion, student loans of \$479 million, \$497 million and \$547 million and other consumer loans of \$644 million, \$1.1 billion and \$1.0 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(3)</sup> Includes consumer finance loans of \$441 million, \$465 million and \$538 million, consumer leases of \$2.0 billion, \$1.9 billion and \$1.5 billion and consumer overdrafts of \$124 million, \$157 million and \$154 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(4)</sup> Consumer loans accounted for under the fair value option were residential mortgage loans of \$694 million, \$710 million and \$1.6 billion and home equity loans of \$338 million, \$341 million and \$348 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of \$3.5 billion, \$2.9 billion and \$2.6 billion and non-U.S. commercial loans of \$3.0 billion, \$3.1 billion and \$3.7 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(5)</sup> Includes U.S. small business commercial loans, including card-related products, of \$13.3 billion, \$13.0 billion and \$12.9 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(6)</sup> Includes U.S. commercial real estate loans of \$54.7 billion, \$54.3 billion and \$54.5 billion and non-U.S. commercial real estate loans of \$3.1 billion, \$3.1 billion and \$3.5 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(7)</sup> Includes non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet.

### Quarterly Average Loans and Leases by Business Segment and All Other

|                            | v |    |                    |          |                    |    |            |        |                   |     |                   |    |              |
|----------------------------|---|----|--------------------|----------|--------------------|----|------------|--------|-------------------|-----|-------------------|----|--------------|
| (Dollars in millions)      |   |    |                    |          |                    |    | First Quai | rter 2 | 017               |     |                   |    |              |
|                            |   |    | Total<br>rporation |          | onsumer<br>Sanking | (  | GWIM       |        | Global<br>Banking |     | Global<br>Iarkets |    | All<br>Other |
| Consumer                   |   |    |                    |          |                    |    |            |        |                   |     |                   |    |              |
| Residential mortgage       |   | \$ | 193,627            | \$       | 58,521             | \$ | 66,151     | \$     | 5                 | \$  | _                 | \$ | 68,950       |
| Home equity                |   |    | 65,508             |          | 43,785             |    | 4,754      |        | 1                 |     | 343               |    | 16,625       |
| U.S. credit card           |   |    | 89,628             |          | 86,677             |    | 2,951      |        | _                 |     | _                 |    | _            |
| Non-U.S. credit card       |   |    | 9,367              |          | _                  |    | _          |        | _                 |     | _                 |    | 9,367        |
| Direct/Indirect consumer   |   |    | 93,291             |          | 49,448             |    | 43,351     |        | _                 |     | _                 |    | 492          |
| Other consumer             |   |    | 2,547              |          | 2,086              |    | 4          |        | _                 |     |                   |    | 457          |
| Total consumer             |   |    | 453,968            |          | 240,517            |    | 117,211    |        | 6                 |     | 343               |    | 95,891       |
| Commercial                 |   |    |                    |          |                    |    |            |        |                   |     |                   |    |              |
| U.S. commercial            |   |    | 287,468            |          | 17,409             |    | 28,192     |        | 198,620           |     | 43,119            |    | 128          |
| Commercial real estate     |   |    | 57,764             |          | 19                 |    | 2,978      |        | 48,818            |     | 5,887             |    | 62           |
| Commercial lease financing |   |    | 22,123             |          | _                  |    | 3          |        | 23,152            |     | 189               |    | (1,221       |
| Non-U.S. commercial        |   |    | 92,821             | l        |                    |    | 21         |        | 72,261            |     | 20,526            |    | 13           |
| Total commercial           |   |    | 460,176            |          | 17,428             |    | 31,194     |        | 342,851           |     | 69,721            |    | (1,018       |
| Total loans and leases (1) |   | \$ | 914,144            | \$       | 257,945            | \$ | 148,405    | \$     | 342,857           | \$  | 70,064            | \$ | 94,873       |
|                            |   |    |                    |          |                    |    | Fourth Qua | rter 2 | 2016              |     |                   |    |              |
|                            |   |    | Total<br>rporation |          | onsumer<br>Banking |    | GWIM       | E      | Global<br>Banking |     | Global<br>Markets |    | All<br>Other |
| Consumer                   |   |    |                    |          |                    |    |            |        |                   |     |                   |    |              |
| Residential mortgage       |   | \$ | 191,003            | \$       | 53,967             | \$ | 63,566     | \$     | 2                 | \$  | _                 | \$ | 73,468       |
| Home equity                |   |    | 68,021             |          | 45,209             |    | 4,937      |        | _                 |     | 332               |    | 17,543       |
| U.S. credit card           |   |    | 89,521             |          | 86,450             |    | 3,071      |        | _                 |     | _                 |    | _            |
| Non-U.S. credit card       |   |    | 9,051              |          | _                  |    | _          |        | _                 |     | _                 |    | 9,051        |
| Direct/Indirect consumer   |   |    | 93,527             |          | 48,839             |    | 44,178     |        | _                 |     | _                 |    | 510          |
| Other consumer             |   |    | 2,462              |          | 1,976              |    | 5          |        |                   |     |                   |    | 481          |
| Total consumer             |   |    | 453,585            |          | 236,441            |    | 115,757    |        | 2                 |     | 332               |    | 101,053      |
| Commercial                 |   |    |                    |          |                    |    |            |        |                   |     |                   |    |              |
| U.S. commercial            |   |    | 283,491            |          | 17,140             |    | 27,579     |        | 194,692           |     | 43,778            |    | 302          |
| Commercial real estate     |   |    | 57,540             |          | 21                 |    | 2,819      |        | 48,741            |     | 5,891             |    | 68           |
| Commercial lease financing |   |    | 21,436             |          | _                  |    | 3          |        | 22,505            |     | 211               |    | (1,283       |
| Non-U.S. commercial        |   |    | 92,344             |          |                    |    | 22         |        | 71,887            |     | 20,403            |    | 32           |
| Total commercial           |   |    | 454,811            | <u> </u> | 17,161             |    | 30,423     |        | 337,825           |     | 70,283            |    | (881         |
| Total loans and leases (1) |   | \$ | 908,396            | \$       | 253,602            | \$ | 146,180    | \$     | 337,827           | \$  | 70,615            | \$ | 100,172      |
|                            |   | _  |                    |          |                    |    | First Quar | ter 20 | )16               |     |                   |    |              |
|                            |   |    | Total<br>rporation |          | onsumer<br>Banking | ,  | GWIM       |        | Global<br>Banking |     | Global<br>Markets |    | All<br>Other |
| Consumer                   |   |    | iporation          |          | unking             |    | J 44 1141  |        | Junking           | - 1 | viai KClo         | _  | Ollici       |

|                            | Total<br>rporation | onsumer<br>anking | <br>GWIM      | Global<br>Banking |    | Global<br>Markets | All<br>Other  |
|----------------------------|--------------------|-------------------|---------------|-------------------|----|-------------------|---------------|
| Consumer                   |                    |                   |               |                   |    |                   |               |
| Residential mortgage       | \$<br>186,980      | \$<br>42,506      | \$<br>57,934  | \$<br>4           | \$ | _                 | \$<br>86,536  |
| Home equity                | 75,328             | 48,136            | 5,467         | 4                 |    | 303               | 21,418        |
| U.S. credit card           | 87,163             | 84,207            | 2,956         | _                 |    | _                 | _             |
| Non-U.S. credit card       | 9,822              | _                 | _             | _                 |    | _                 | 9,822         |
| Direct/Indirect consumer   | 89,342             | 44,676            | 44,102        | 4                 |    | _                 | 560           |
| Other consumer             | 2,138              | 1,578             | 6             | _                 |    | _                 | 554           |
| Total consumer             | 450,773            | 221,103           | 110,465       | 12                |    | 303               | 118,890       |
| Commercial                 |                    |                   |               |                   |    |                   |               |
| U.S. commercial            | 270,511            | 16,783            | 26,227        | 186,634           |    | 40,503            | 364           |
| Commercial real estate     | 57,271             | 22                | 2,342         | 48,908            |    | 5,889             | 110           |
| Commercial lease financing | 21,077             | _                 | 3             | 22,074            |    | 336               | (1,336)       |
| Non-U.S. commercial        | 93,352             | _                 | 61            | 71,015            |    | 22,252            | 24            |
| Total commercial           | 442,211            | 16,805            | 28,633        | 328,631           |    | 68,980            | (838)         |
| Total loans and leases     | \$<br>892,984      | \$<br>237,908     | \$<br>139,098 | \$<br>328,643     | \$ | 69,283            | \$<br>118,052 |

<sup>(1)</sup> Includes, on an average basis, \$9.4 billion and \$9.1 billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet and in All Other at March 31, 2017 and December 31, 2016.

# Bank of America Corporation and Subsidiaries Commercial Credit Exposure by Industry (1, 2, 3, 4)

|  |    | (                | Comme | rcial Utilize    | d  |                  | <b>Total Commercial Committed</b> |                  |                     |                  |  |  |  |  |  |
|--|----|------------------|-------|------------------|----|------------------|-----------------------------------|------------------|---------------------|------------------|--|--|--|--|--|
|  | N  | 1arch 31<br>2017 |       | ember 31<br>2016 | N  | March 31<br>2016 | I                                 | March 31<br>2017 | December 31<br>2016 | March 31<br>2016 |  |  |  |  |  |
| Diversified financials   | \$ | 78,211           | \$    | 81,156           | \$ | 77,650           | \$                                | 121,369          | \$ 124,535          | \$ 124,704       |  |  |  |  |  |
| Real estate (5)  |    | 63,384           |       | 61,203           |    | 62,867           |                                   | 85,286           | 83,658              | 87,438           |  |  |  |  |  |
| Retailing  |    | 41,548           |       | 41,630           |    | 39,392           |                                   | 67,003           | 68,507              | 63,687           |  |  |  |  |  |
| Capital goods  |    | 34,234           |       | 34,278           |    | 33,571           |                                   | 64,304           | 64,202              | 63,036           |  |  |  |  |  |
| Healthcare equipment and services                                |    | 38,737           |       | 37,656           |    | 37,555           |                                   | 62,117           | 64,663              | 62,650           |  |  |  |  |  |
| Government and public education                                  |    | 45,843           |       | 45,694           |    | 46,030           |                                   | 54,354           | 54,626              | 54,303           |  |  |  |  |  |
| Materials  |    | 23,645           |       | 22,578           |    | 23,511           |                                   | 46,485           | 44,357              | 45,321           |  |  |  |  |  |
| Banking  |    | 38,184           |       | 39,877           |    | 44,939           |                                   | 45,320           | 47,799              | 51,163           |  |  |  |  |  |
| Consumer services  |    | 28,994           |       | 27,413           |    | 25,381           |                                   | 44,141           | 42,523              | 39,232           |  |  |  |  |  |
| Food, beverage and tobacco                                       |    | 21,205           |       | 19,669           |    | 19,561           |                                   | 41,273           | 37,145              | 39,535           |  |  |  |  |  |
| Energy   |    | 18,002           |       | 19,686           |    | 21,849           |                                   | 37,920           | 39,231              | 43,494           |  |  |  |  |  |
| Commercial services and supplies                                 |    | 21,372           |       | 21,241           |    | 21,643           |                                   | 34,164           | 35,360              | 33,761           |  |  |  |  |  |
| Utilities  |    | 12,805           |       | 11,349           |    | 12,372           |                                   | 27,925           | 27,140              | 28,864           |  |  |  |  |  |
| Transportation   |    | 19,645           |       | 19,805           |    | 19,753           |                                   | 27,609           | 27,483              | 27,355           |  |  |  |  |  |
| Media  |    | 13,156           |       | 13,419           |    | 12,852           |                                   | 25,492           | 27,116              | 25,759           |  |  |  |  |  |
| Individuals and trusts   |    | 16,404           |       | 16,364           |    | 16,152           |                                   | 22,854           | 21,764              | 21,134           |  |  |  |  |  |
| Technology hardware and equipment                                |    | 7,822            |       | 7,793            |    | 6,362            |                                   | 19,104           | 18,429              | 23,777           |  |  |  |  |  |
| Software and services  |    | 9,540            |       | 7,991            |    | 8,256            |                                   | 19,084           | 19,790              | 16,882           |  |  |  |  |  |
| Pharmaceuticals and biotechnology                                |    | 5,943            |       | 5,539            |    | 6,067            |                                   | 18,858           | 18,910              | 17,607           |  |  |  |  |  |
| Telecommunication services                                       |    | 7,020            |       | 6,317            |    | 5,038            |                                   | 17,593           | 16,925              | 11,290           |  |  |  |  |  |
| Insurance, including monolines                                   |    | 6,724            |       | 7,406            |    | 4,941            |                                   | 13,779           | 13,936              | 10,592           |  |  |  |  |  |
| Automobiles and components                                       |    | 5,744            |       | 5,459            |    | 4,952            |                                   | 13,111           | 12,969              | 11,317           |  |  |  |  |  |
| Consumer durables and apparel                                    |    | 5,965            |       | 6,042            |    | 6,289            |                                   | 11,185           | 11,460              | 11,033           |  |  |  |  |  |
| Food and staples retailing                                       |    | 5,724            |       | 4,795            |    | 4,504            |                                   | 9,565            | 8,869               | 9,330            |  |  |  |  |  |
| Religious and social organizations                               |    | 4,732            |       | 4,423            |    | 4,440            |                                   | 6,419            | 6,252               | 6,073            |  |  |  |  |  |
| Other  |    | 9,639            |       | 6,109            |    | 5,820            |                                   | 16,645           | 13,432              | 10,971           |  |  |  |  |  |
| Total commercial credit exposure by industry                     | \$ | 584,222          | \$    | 574,892          | \$ | 571,747          | \$                                | 952,959          | \$ 951,081          | \$ 940,308       |  |  |  |  |  |
| Net credit default protection purchased on total commitments (6) |    |                  |       |                  |    |                  | \$                                | (3,099)          | \$ (3,477)          | \$ (7,078)       |  |  |  |  |  |

<sup>(1)</sup> Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of \$35.5 billion, \$43.3 billion and \$44.0 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$23.2 billion, \$22.9 billion and \$22.0 billion which consists primarily of other marketable securities at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(2)</sup> Total utilized and total committed exposure includes loans of \$6.5 billion, \$6.0 billion and \$6.3 billion and issued letters of credit with a notional amount of \$308 million, \$284 million and \$303 million accounted for under the fair value option at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of \$5.6 billion, \$6.7 billion and \$9.3 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

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

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

<sup>(5)</sup> Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.

<sup>(6)</sup> Represents net notional credit protection purchased.

# Net Credit Default Protection by Maturity (1)

|  | March 31<br>2017 | December 31<br>2016 |
|--|------------------|---------------------|
| Less than or equal to one year                             | 65%              | 56%                 |
| Greater than one year and less than or equal to five years | 32               | 41                  |
| Greater than five years                                    | 3                | 3                   |
| Total net credit default protection                        | 100%             | 100%                |

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown in this table.

# Net Credit Default Protection by Credit Exposure Debt Rating (1)

| (Dollars in millions)               |                  |                   |                  |                  |  |  |
|-------------------------------------|------------------|-------------------|------------------|------------------|--|--|
|                                     | March 3          | December 31, 2016 |                  |                  |  |  |
| Ratings (2, 3)                      | Net Notional (4) | Percent of Total  | Net Notional (4) | Percent of Total |  |  |
| A                                   | \$<br>(135)      | 4.4%              | \$ (135)         | 3.9%             |  |  |
| BBB                                 | (1,735)          | 56.0              | (1,884)          | 54.2             |  |  |
| BB                                  | (723)            | 23.3              | (871)            | 25.1             |  |  |
| В                                   | (416)            | 13.4              | (477)            | 13.7             |  |  |
| CCC and below                       | (67)             | 2.2               | (81)             | 2.3              |  |  |
| NR <sup>(5)</sup>                   | (23)             | 0.7               | (29)             | 0.8              |  |  |
| Total net credit default protection | \$<br>(3,099)    | 100.0%            | \$ (3,477)       | 100.0%           |  |  |

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

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

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

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

NR is comprised of index positions held and any names that have not been rated.

# **Bank of America Corporation and Subsidiaries** Top 20 Non-U.S. Countries Exposure

(Dollars in millions)

|  | ar | ded Loans<br>nd Loan<br>ivalents <sup>(1)</sup> | I  | funded<br>Loan<br>mitments | Coun | Net<br>terparty<br>oosure | Securit<br>Othe<br>Investme | er     | Ex | Country sposure at March 31 2017 | Cre | edges and edit Default otection (3) | Ex<br>M | t Country<br>posure at<br>Iarch 31<br>2017 <sup>(4)</sup> | (D<br>Dec | ncrease<br>ecrease)<br>from<br>ember 31<br>2016 |
|--|----|---|----|----------------------------|------|---------------------------|-----------------------------|--------|----|----------------------------------|-----|-------------------------------------|---------|---|-----------|---|
| United Kingdom                           | \$ | 34,566  | \$ | 15,773                     | \$   | 6,235                     | \$                          | 1,431  | \$ | 58,005                           | \$  | (4,947)                             | \$      | 53,058  | \$        | 5,325   |
| Germany                                  |    | 13,018  |    | 9,915                      |      | 1,846                     |                             | 3,110  |    | 27,889                           |     | (4,187)                             |         | 23,702  |           | 1,324   |
| Canada                                   |    | 7,127   |    | 7,099                      |      | 1,750                     |                             | 2,425  |    | 18,401                           |     | (1,750)                             |         | 16,651  |           | (2,123)   |
| Brazil                                   |    | 8,787   |    | 419                        |      | 560                       |                             | 3,617  |    | 13,383                           |     | (273)                               |         | 13,110  |           | (556)   |
| Japan                                    |    | 13,098  |    | 586                        |      | 1,272                     |                             | 509    |    | 15,465                           |     | (2,843)                             |         | 12,622  |           | (2,389)   |
| France                                   |    | 3,454   |    | 5,115                      |      | 1,953                     |                             | 5,667  |    | 16,189                           |     | (4,959)                             |         | 11,230  |           | 536   |
| China                                    |    | 9,139   |    | 696                        |      | 670                       |                             | 1,208  |    | 11,713                           |     | (552)                               |         | 11,161  |           | 276   |
| Australia                                |    | 4,951   |    | 4,286                      |      | 328                       |                             | 1,061  |    | 10,626                           |     | (456)                               |         | 10,170  |           | 1,247   |
| India                                    |    | 6,497   |    | 205                        |      | 366                       |                             | 2,353  |    | 9,421                            |     | (548)                               |         | 8,873   |           | (355)   |
| Netherlands                              |    | 4,363   |    | 3,024                      |      | 1,042                     |                             | 1,633  |    | 10,062                           |     | (1,843)                             |         | 8,219   |           | 821   |
| Hong Kong                                |    | 5,727   |    | 199                        |      | 438                       |                             | 770    |    | 7,134                            |     | (43)                                |         | 7,091   |           | (388)   |
| South Korea                              |    | 4,377   |    | 646                        |      | 852                       |                             | 1,775  |    | 7,650                            |     | (585)                               |         | 7,065   |           | 959   |
| Switzerland                              |    | 3,965   |    | 3,951                      |      | 368                       |                             | 221    |    | 8,505                            |     | (1,549)                             |         | 6,956   |           | (2,690)   |
| Singapore                                |    | 3,826   |    | 278                        |      | 520                       |                             | 1,607  |    | 6,231                            |     | (60)                                |         | 6,171   |           | 753   |
| Mexico                                   |    | 3,073   |    | 1,416                      |      | 136                       |                             | 480    |    | 5,105                            |     | (383)                               |         | 4,722   |           | 238   |
| Turkey                                   |    | 2,727   |    | 115                        |      | 15                        |                             | 133    |    | 2,990                            |     | (1)                                 |         | 2,989   |           | 299   |
| Italy                                    |    | 1,835   |    | 960                        |      | 532                       |                             | 787    |    | 4,114                            |     | (1,142)                             |         | 2,972   |           | (1,115)   |
| United Arab Emirates                     |    | 2,085   |    | 139                        |      | 498                       |                             | 42     |    | 2,764                            |     | (89)                                |         | 2,675   |           | (68)  |
| Belgium                                  |    | 1,186   |    | 683                        |      | 118                       |                             | 746    |    | 2,733                            |     | (363)                               |         | 2,370   |           | 444   |
| Taiwan                                   |    | 1,566   |    | 34                         |      | 341                       |                             | 310    |    | 2,251                            |     | (1)                                 |         | 2,250   |           | 169   |
| Total top 20 non-U.S. countries exposure | \$ | 135,367   | \$ | 55,539                     | \$   | 19,840                    | \$ 2                        | 29,885 | \$ | 240,631                          | \$  | (26,574)                            | \$      | 214,057   | \$        | 2,707   |

<sup>(1)</sup> Includes loans, leases, and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection.

Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.

(2) Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps.

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

payable.

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

#### Nonperforming Loans, Leases and Foreclosed Properties

| (Dollars in millions)   |    |                  |    |        |     |        |                 |    |                  |
|---|----|------------------|----|--------|-----|--------|-----------------|----|------------------|
|   | N  | Iarch 31<br>2017 | De | 2016   | Sep | 2016   | June 30<br>2016 | N  | farch 31<br>2016 |
| Residential mortgage  | \$ | 2,729            | \$ | 3,056  | \$  | 3,341  | \$<br>3,592     | \$ | 3,976            |
| Home equity   |    | 2,796            |    | 2,918  |     | 2,982  | 3,085           |    | 3,244            |
| Direct/Indirect consumer  |    | 19               |    | 28     |     | 26     | 27              |    | 26               |
| Other consumer  |    | 2                |    | 2      |     | 1      | <br>1           |    | 1                |
| Total consumer  |    | 5,546            |    | 6,004  |     | 6,350  | 6,705           |    | 7,247            |
| U.S. commercial   |    | 1,246            |    | 1,256  |     | 1,439  | 1,349           |    | 1,236            |
| Commercial real estate  |    | 74               |    | 72     |     | 60     | 84              |    | 91               |
| Commercial lease financing  |    | 37               |    | 36     |     | 35     | 13              |    | 29               |
| Non-U.S. commercial   |    | 311              |    | 279    |     | 400    | 144             |    | 165              |
|   |    | 1,668            |    | 1,643  |     | 1,934  | 1,590           |    | 1,521            |
| U.S. small business commercial  |    | 60               |    | 60     |     | 65     | 69              |    | 82               |
| Total commercial  |    | 1,728            |    | 1,703  |     | 1,999  | 1,659           |    | 1,603            |
| Total nonperforming loans and leases  |    | 7,274            |    | 7,707  |     | 8,349  | 8,364           |    | 8,850            |
| Foreclosed properties (1)   |    | 363              |    | 377    |     | 388    | 435             |    | 431              |
| Total nonperforming loans, leases and foreclosed properties (2,3,4)                                     | \$ | 7,637            | \$ | 8,084  | \$  | 8,737  | \$<br>8,799     | \$ | 9,281            |
| Fully-insured home loans past due 30 days or more and still accruing                                    | \$ | 5,531            | \$ | 6,397  | \$  | 6,844  | \$<br>7,478     | \$ | 8,207            |
| Consumer credit card past due 30 days or more and still accruing (5)                                    |    | 1,717            |    | 1,725  |     | 1,584  | 1,517           |    | 1,590            |
| Other loans past due 30 days or more and still accruing   |    | 4,170            |    | 4,894  |     | 3,093  | 2,994           |    | 3,219            |
| Total loans past due 30 days or more and still accruing (3, 6, 7)                                       | \$ | 11,418           | \$ | 13,016 | \$  | 11,521 | \$<br>11,989    | \$ | 13,016           |
| Fully-insured home loans past due 90 days or more and still accruing                                    | \$ | 4,226            | \$ | 4,793  | \$  | 5,117  | \$<br>5,659     | \$ | 6,334            |
| Consumer credit card past due 90 days or more and still accruing (8)                                    |    | 872              |    | 848    |     | 767    | 762             |    | 820              |
| Other loans past due 90 days or more and still accruing   |    | 270              |    | 246    |     | 166    | 180             |    | 193              |
| Total loans past due 90 days or more and still accruing (3, 6, 7)                                       | \$ | 5,368            | \$ | 5,887  | \$  | 6,050  | \$<br>6,601     | \$ | 7,347            |
| Nonperforming loans, leases and foreclosed properties/Total assets (9)                                  |    | 0.34%            |    | 0.37%  |     | 0.40%  | 0.40%           |    | 0.43%            |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties (9) |    | 0.84             |    | 0.89   |     | 0.97   | 0.98            |    | 1.04             |
| Nonperforming loans and leases/Total loans and leases (9)   |    | 0.80             |    | 0.85   |     | 0.93   | 0.94            |    | 0.99             |
| Commercial utilized reservable criticized exposure (10)   | \$ | 16,068           | \$ | 16,320 | \$  | 16,938 | \$<br>18,087    | \$ | 18,577           |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure (10)         |    | 3.27%            |    | 3.35%  |     | 3.52%  | 3.76%           |    | 3.87%            |
| Total commercial utilized criticized exposure/Commercial utilized exposure (10)                         |    | 3.19             |    | 3.24   |     | 3.38   | 3.72            |    | 3.82             |

<sup>(1)</sup> Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally FHA-insured loans, that entered foreclosure of \$1.1 billion, \$1.2 billion, \$1.3 billion, \$1.3 billion and \$1.4 billion at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

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

| ( | <sup>4)</sup> Balances do not include the following:   | March 31 2017         December 31 2016         September 30 2016         June 30 2016         March 31 2016           \$ 426         \$ 264         \$ 274         \$ 223         \$ 265           95         132         293         302         312           rchased credit-impaired           28         27         27         38         36 |     |           |           |           |           |
|---|--|--|-----|-----------|-----------|-----------|-----------|
|   | Nonperforming loans held-for-sale  | s  | 426 | \$<br>264 | \$<br>274 | \$<br>223 | \$<br>265 |
|   | Nonperforming loans accounted for under the fair value option  |  | 95  | 132       | 293       | 302       | 312       |
|   | Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 28  | 27        | 27        | 38        | 36        |

<sup>(5)</sup> Includes \$137 million and \$130 million of non-U.S. credit card loans at March 31, 2017 and December 31, 2016, which are included in assets of business held for sale on the Consolidated Balance Sheet.

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

<sup>(6)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$137 million, \$261 million, \$18 million, \$18 million and \$3 million at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively, and loans held-for-sale past due 90 days or more and still accruing of \$82 million and \$182 million at March 31, 2017 and December 31, 2016, and \$0 for other periods presented. At March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, there were \$31 million, \$38 million, \$115 million, \$117 million and \$120 million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.

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

<sup>(8)</sup> Includes \$71 million and \$66 million of non-U.S. credit card loans at March 31, 2017 and December 31, 2016, which are included in assets of business held for sale on the Consolidated Balance Sheet.

Total assets and total loans and leases do not include loans accounted for under the fair value option of \$7.5 billion, \$7.1 billion, \$8.1 billion, \$8.7 billion and \$8.2 billion at March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

<sup>(10)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

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

| (Dollars in millions)   |    |                          |                           |     |                          |                           |    |                          |
|---|----|--------------------------|---------------------------|-----|--------------------------|---------------------------|----|--------------------------|
|   | (  | First<br>Quarter<br>2017 | Fourth<br>Quarter<br>2016 |     | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 | Q  | First<br>Quarter<br>2016 |
| Nonperforming Consumer Loans and Leases:  |    |                          |                           |     |                          |                           |    |                          |
| Balance, beginning of period  | \$ | 6,004                    | \$ 6,3                    | 50  | \$ 6,705                 | \$<br>7,247               | \$ | 8,165                    |
| Additions to nonperforming loans and leases:                                    |    |                          |                           |     |                          |                           |    |                          |
| New nonperforming loans and leases  |    | 818                      | 9                         | 11  | 831                      | 799                       |    | 951                      |
| Reductions to nonperforming loans and leases:                                   |    |                          |                           |     |                          |                           |    |                          |
| Paydowns and payoffs  |    | (230)                    | (1                        | 90) | (220)                    | (252)                     |    | (133)                    |
| Sales   |    | (142)                    | (2)                       | 73) | (237)                    | (271)                     |    | (823)                    |
| Returns to performing status (2)  |    | (386)                    | (4)                       | 08) | (383)                    | (396)                     |    | (441)                    |
| Charge-offs (3)   |    | (240)                    | (20                       | 59) | (279)                    | (334)                     |    | (395)                    |
| Transfers to foreclosed properties  |    | (57)                     | (                         | 52) | (67)                     | (88)                      |    | (77)                     |
| Transfers to loans held-for-sale  |    | (221)                    | (:                        | 55) | _                        | <br>                      |    |                          |
| Total net reductions to nonperforming loans and leases                          |    | (458)                    | (34                       | 46) | (355)                    | (542)                     |    | (918)                    |
| Total nonperforming consumer loans and leases, end of period                    |    | 5,546                    | 6,0                       | 04  | 6,350                    | 6,705                     |    | 7,247                    |
| Foreclosed properties   |    | 328                      | 30                        | 53  | 372                      | 416                       |    | 421                      |
| Nonperforming consumer loans, leases and foreclosed properties, end of period   | \$ | 5,874                    | \$ 6,3                    | 57  | \$ 6,722                 | \$<br>7,121               | \$ | 7,668                    |
| Nonperforming Commercial Loans and Leases (4):                                  |    |                          |                           |     |                          |                           |    |                          |
| Balance, beginning of period  | \$ | 1,703                    | \$ 1,9                    | 99  | \$ 1,659                 | \$<br>1,603               | \$ | 1,212                    |
| Additions to nonperforming loans and leases:                                    |    |                          |                           |     |                          |                           |    |                          |
| New nonperforming loans and leases  |    | 458                      | 2:                        | 54  | 890                      | 489                       |    | 697                      |
| Advances  |    | 14                       |                           | 4   | 2                        | 2                         |    | 9                        |
| Reductions to nonperforming loans and leases:                                   |    |                          |                           |     |                          |                           |    |                          |
| Paydowns  |    | (267)                    | (2:                       | 26) | (267)                    | (211)                     |    | (120)                    |
| Sales   |    | (22)                     | (1:                       | 52) | (73)                     | (87)                      |    | (6)                      |
| Return to performing status (5)   |    | (54)                     | (                         | 90) | (101)                    | (29)                      |    | (47)                     |
| Charge-offs   |    | (82)                     | (                         | 84) | (102)                    | (106)                     |    | (142)                    |
| Transfers to foreclosed properties  |    | (22)                     |                           | (2) | _                        | (2)                       |    | _                        |
| Transfers to loans held-for-sale  |    |                          |                           | _   | (9)                      |                           |    | _                        |
| Total net additions (reductions) to nonperforming loans and leases              |    | 25                       | (2)                       | 96) | 340                      | 56                        |    | 391                      |
| Total nonperforming commercial loans and leases, end of period                  |    | 1,728                    | 1,70                      | 03  | 1,999                    | 1,659                     |    | 1,603                    |
| Foreclosed properties   |    | 35                       |                           | 14  | 16                       | 19                        |    | 10                       |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,763                    | \$ 1,7                    | 17  | \$ 2,015                 | \$<br>1,678               | \$ | 1,613                    |

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 33.

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

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

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

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

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

| (Dollars in millions)                 |    |                    |         |                   |         |                 |         |        |                      |          |                     |
|---------------------------------------|----|--------------------|---------|-------------------|---------|-----------------|---------|--------|----------------------|----------|---------------------|
|                                       |    | Fir<br>Quai<br>201 | rter    | Fou<br>Qua<br>201 | ter     | Th<br>Qua<br>20 | rter    | Qua    | cond<br>arter<br>016 | Qua      | rst<br>arter<br>016 |
| Net Charge-offs                       | Am | ount               | Percent | Amount            | Percent | Amount          | Percent | Amount | Percent              | Amount   | Percent             |
| Residential mortgage (3)              | \$ | 17                 | 0.04%   | \$ 2              | _%      | \$ 4            | 0.01%   | \$ 34  | 0.07%                | \$ 91    | 0.20%               |
| Home equity                           |    | 64                 | 0.40    | 70                | 0.41    | 97              | 0.55    | 126    | 0.70                 | 112      | 0.60                |
| U.S. credit card                      |    | 606                | 2.74    | 566               | 2.52    | 543             | 2.45    | 573    | 2.66                 | 587      | 2.71                |
| Non-U.S. credit card (4)              |    | 44                 | 1.91    | 41                | 1.80    | 43              | 1.83    | 46     | 1.85                 | 45       | 1.85                |
| Direct/Indirect consumer              |    | 48                 | 0.21    | 43                | 0.19    | 34              | 0.14    | 23     | 0.10                 | 34       | 0.15                |
| Other consumer                        |    | 48                 | 7.61    | 53                | 8.57    | 57              | 9.74    | 47     | 8.40                 | 48       | 9.07                |
| Total consumer                        |    | 827                | 0.74    | 775               | 0.68    | 778             | 0.69    | 849    | 0.76                 | 917      | 0.82                |
| U.S. commercial (5)                   |    | 44                 | 0.06    | 29                | 0.04    | 62              | 0.10    | 28     | 0.04                 | 65       | 0.10                |
| Commercial real estate                |    | (4)                | (0.03)  | _                 | _       | (23)            | (0.16)  | (2)    | (0.01)               | (6)      | (0.04)              |
| Commercial lease financing            |    | _                  | _       | 2                 | 0.05    | 6               | 0.11    | 15     | 0.30                 | (2)      | (0.05)              |
| Non-U.S. commercial                   |    | 15                 | 0.07    | 23                | 0.10    | 10              | 0.04    | 45     | 0.20                 | 42       | 0.19                |
|                                       |    | 55                 | 0.05    | 54                | 0.05    | 55              | 0.05    | 86     | 0.08                 | 99       | 0.09                |
| U.S. small business commercial        |    | 52                 | 1.61    | 51                | 1.55    | 55              | 1.67    | 50     | 1.55                 | 52       | 1.64                |
| Total commercial                      |    | 107                | 0.10    | 105               | 0.09    | 110             | 0.10    | 136    | 0.12                 | 151      | 0.14                |
| Total net charge-offs                 | \$ | 934                | 0.42    | \$ 880            | 0.39    | \$ 888          | 0.40    | \$ 985 | 0.44                 | \$ 1,068 | 0.48                |
| By Business Segment                   |    |                    |         |                   |         |                 |         |        |                      |          |                     |
| Consumer Banking                      | \$ | 772                | 1.21%   | \$ 732            | 1.15%   | \$ 710          | 1.14%   | \$ 715 | 1.18%                | \$ 739   | 1.25%               |
| Global Wealth & Investment Management |    | 21                 | 0.06    | 17                | 0.05    | 12              | 0.03    | 14     | 0.04                 | 5        | 0.01                |
| Global Banking                        |    | 51                 | 0.06    | 50                | 0.06    | 57              | 0.07    | 80     | 0.10                 | 104      | 0.13                |
| Global Markets                        |    | _                  | _       | _                 | _       | 4               | 0.02    | 5      | 0.03                 | _        | _                   |
| All Other (4)                         |    | 90                 | 0.39    | 81                | 0.33    | 105             | 0.41    | 171    | 0.63                 | 220      | 0.76                |
| Total net charge-offs                 | \$ | 934                | 0.42    | \$ 880            | 0.39    | \$ 888          | 0.40    | \$ 985 | 0.44                 | \$ 1,068 | 0.48                |

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.42, 0.39, 0.40, 0.45 and 0.49 for the three months ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

Excludes write-offs of purchased credit-impaired loans of \$33 million, \$70 million, \$82 million and \$105 million for the three months ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.43, 0.42, 0.43, 0.48 and 0.53 for the three months ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

<sup>(3)</sup> Includes nonperforming loan sales charge-offs (recoveries) of \$(11) million, \$(9) million, \$(7) million, \$0 and \$42 million for the three months ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016, respectively.

<sup>(4)</sup> Represents net charge-offs of non-U.S. credit card loans recorded in *All Other*, which are included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017 and December 31, 2016.

<sup>(5)</sup> Excludes U.S. small business commercial loans.

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

| $(1)_{0}$ | llarg | 1n | mı | lions) | ٠ |
|-----------|-------|----|----|--------|---|
|           |       |    |    |        |   |

|  |           | March 31,              | 2017  |           | December 31            | , 2016  |           | March 31, 2016         |   |  |  |  |  |
|--|-----------|------------------------|---|-----------|------------------------|---|-----------|------------------------|---|--|--|--|--|
| Allowance for loan and lease losses                              | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) |  |  |  |  |
| Residential mortgage   | \$ 1,018  | 8.97%                  | 0.53%   | \$ 1,012  | 8.82%                  | 0.53%   | \$ 1,312  | 10.87%                 | 0.71%   |  |  |  |  |
| Home equity  | 1,547     | 13.62                  | 2.42  | 1,738     | 15.14                  | 2.62  | 2,144     | 17.76                  | 2.91  |  |  |  |  |
| U.S. credit card   | 3,003     | 26.45                  | 3.39  | 2,934     | 25.56                  | 3.18  | 2,800     | 23.20                  | 3.24  |  |  |  |  |
| Non-U.S.credit card  | 242       | 2.13                   | 2.54  | 243       | 2.12                   | 2.64  | 253       | 2.10                   | 2.54  |  |  |  |  |
| Direct/Indirect consumer   | 276       | 2.43                   | 0.30  | 244       | 2.13                   | 0.26  | 200       | 1.66                   | 0.22  |  |  |  |  |
| Other consumer   | 50        | 0.44                   | 2.00  | 51        | 0.44                   | 2.01  | 49        | 0.40                   | 2.24  |  |  |  |  |
| Total consumer   | 6,136     | 54.04                  | 1.36  | 6,222     | 54.21                  | 1.36  | 6,758     | 55.99                  | 1.51  |  |  |  |  |
| U.S. commercial (3)  | 3,306     | 29.12                  | 1.15  | 3,326     | 28.97                  | 1.17  | 3,423     | 28.36                  | 1.25  |  |  |  |  |
| Commercial real estate   | 927       | 8.16                   | 1.60  | 920       | 8.01                   | 1.60  | 924       | 7.66                   | 1.59  |  |  |  |  |
| Commercial lease financing                                       | 135       | 1.19                   | 0.62  | 138       | 1.20                   | 0.62  | 133       | 1.10                   | 0.63  |  |  |  |  |
| Non-U.S.commercial   | 850       | 7.49                   | 0.95  | 874       | 7.61                   | 0.98  | 831       | 6.89                   | 0.89  |  |  |  |  |
| Total commercial (4)   | 5,218     | 45.96                  | 1.14  | 5,258     | 45.79                  | 1.16  | 5,311     | 44.01                  | 1.19  |  |  |  |  |
| Allowance for loan and lease losses                              | 11,354    | 100.00%                | 1.25  | 11,480    | 100.00%                | 1.26  | 12,069    | 100.00%                | 1.35  |  |  |  |  |
| Less: Allowance included in assets of business held for sale (5) | (242)     |                        |   | (243)     |                        |   |           |                        |   |  |  |  |  |
| Total allowance for loan and lease losses                        | 11,112    |                        |   | 11,237    |                        |   | 12,069    |                        |   |  |  |  |  |
| Reserve for unfunded lending commitments                         | 757       |                        |   | 762       |                        |   | 627       |                        |   |  |  |  |  |
| Allowance for credit losses                                      | \$ 11,869 |                        |   | \$ 11,999 |                        |   | \$ 12,696 |                        |   |  |  |  |  |

#### Asset Quality Indicators (5)

| Allowance for loan and lease losses/Total loans and leases (2)   | 1.25% | 1.26% | 1.35% |
|--|-------|-------|-------|
| Allowance for loan and lease losses (excluding<br>the valuation allowance for purchased credit-<br>impaired loans)/Total loans and leases<br>(excluding purchased credit-impaired loans) (2,6) | 1.22  | 1.24  | 1.31  |
| Allowance for loan and lease losses/Total nonperforming loans and leases (7)   | 156   | 149   | 136   |
| Allowance for loan and lease losses (excluding<br>the valuation allowance for purchased credit-<br>impaired loans)/Total nonperforming loans and<br>leases <sup>(6)</sup>                      | 150   | 144   | 129   |
| Ratio of the allowance for loan and lease losses/<br>Annualized net charge-offs <sup>(8)</sup>   | 3.00  | 3.28  | 2.81  |
| Ratio of the allowance for loan and lease losses<br>(excluding the valuation allowance for<br>purchased credit-impaired loans)/Annualized<br>net charge-offs <sup>(6, 8)</sup>                 | 2.88  | 3.16  | 2.67  |
| Ratio of the allowance for loan and lease losses/<br>Annualized net charge-offs and purchased<br>credit-impaired write-offs  | 2.90  | 3.04  | 2.56  |

Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of \$694 million, \$710 million and \$1.6 billion and home equity loans of \$338 million, \$341 million and \$348 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of \$3.5 billion and \$2.6 billion and non-U.S. commercial loans of \$3.0 billion, \$3.1 billion and \$3.7 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(2)</sup> Total loans and leases do not include loans accounted for under the fair value option of \$7.5 billion, \$7.1 billion and \$8.2 billion at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(3)</sup> Includes allowance for loan and lease losses for U.S. small business commercial loans of \$415 million, \$416 million and \$480 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(4)</sup> Includes allowance for loan and lease losses for impaired commercial loans of \$274 million, \$273 million and \$285 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(5)</sup> Indicators include \$242 million and \$243 million of non-U.S. credit card allowance and \$9.5 billion and \$9.2 billion of non-U.S. credit card loans, which are included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017 and December 31, 2016.

<sup>(6)</sup> Excludes valuation allowance on purchased credit-impaired loans of \$454 million, \$419 million and \$622 million at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

Allowance for loan and lease losses includes \$4.0 billion, \$4.0 billion and \$4.1 billion allocated to products (primarily the Consumer Lending portfolios within *Consumer Banking* and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at March 31, 2017, December 31, 2016 and March 31, 2016, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 100 percent, 98 percent and 90 percent at March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

<sup>(8)</sup> Net charge-offs exclude \$33 million, \$70 million and \$105 million of write-offs in the purchased credit-impaired loan portfolio for the three months ended March 31, 2017, December 31, 2016 and March 31, 2016, respectively.

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

#### Bank of America Corporation and Subsidiaries Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

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

See the tables below and on page 38 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the three months ended March 31, 2017, December 31, 2016, September 30, 2016, June 30, 2016 and March 31, 2016. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends. Other companies may define or calculate supplemental financial data differently.

|  | Q    | First<br>Quarter<br>2017 | Fourth<br>Quarter<br>2016 |          | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 |          | _  | First<br>Quarter<br>2016 |
|--|------|--------------------------|---------------------------|----------|--------------------------|---------------------------|----------|----|--------------------------|
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis                       |      |                          |                           |          |                          |                           |          |    |                          |
| Net interest income  | \$   | 11,058                   | \$                        | 10,292   | \$<br>10,201             | \$                        | 10,118   | \$ | 10,485                   |
| Fully taxable-equivalent adjustment  |      | 197                      |                           | 234      | 228                      |                           | 223      | _  | 215                      |
| Net interest income on a fully taxable-equivalent basis  | \$   | 11,255                   | \$                        | 10,526   | \$<br>10,429             | \$                        | 10,341   | \$ | 10,700                   |
| Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable- | -equ | ivalent ba               | sis                       |          |                          |                           |          |    |                          |
| Total revenue, net of interest expense   | \$   | 22,248                   | \$                        | 19,990   | \$<br>21,635             | \$                        | 21,286   | \$ | 20,790                   |
| Fully taxable-equivalent adjustment  |      | 197                      |                           | 234      | 228                      |                           | 223      |    | 215                      |
| Total revenue, net of interest expense on a fully taxable-equivalent basis   | \$   | 22,445                   | \$                        | 20,224   | \$<br>21,863             | \$                        | 21,509   | \$ | 21,005                   |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis                         |      |                          |                           |          |                          |                           |          |    |                          |
| Income tax expense   | \$   | 1,709                    | \$                        | 1,359    | \$<br>2,349              | \$                        | 2,034    | \$ | 1,505                    |
| Fully taxable-equivalent adjustment  |      | 197                      |                           | 234      | 228                      |                           | 223      |    | 215                      |
| Income tax expense on a fully taxable-equivalent basis   | \$   | 1,906                    | \$                        | 1,593    | \$<br>2,577              | \$                        | 2,257    | \$ | 1,720                    |
| Reconciliation of average common shareholders' equity to average tangible common shareholders' equity                  |      |                          |                           |          |                          |                           |          |    |                          |
| Common shareholders' equity  | \$   | 242,883                  | \$                        | 245,139  | \$<br>243,679            | \$                        | 240,376  | \$ | 237,229                  |
| Goodwill   |      | (69,744)                 |                           | (69,745) | (69,744)                 |                           | (69,751) |    | (69,761)                 |
| Intangible assets (excluding mortgage servicing rights)  |      | (2,923)                  |                           | (3,091)  | (3,276)                  |                           | (3,480)  |    | (3,687)                  |
| Related deferred tax liabilities   |      | 1,539                    |                           | 1,580    | 1,628                    | _                         | 1,662    | _  | 1,707                    |
| Tangible common shareholders' equity   | \$   | 171,755                  | \$                        | 173,883  | \$<br>172,287            | \$                        | 168,807  | \$ | 165,488                  |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity                                |      |                          |                           |          |                          |                           |          |    |                          |
| Shareholders' equity   | \$   | 268,103                  | \$                        | 270,360  | \$<br>268,899            | \$                        | 265,354  | \$ | 260,423                  |
| Goodwill   |      | (69,744)                 |                           | (69,745) | (69,744)                 |                           | (69,751) |    | (69,761)                 |
| Intangible assets (excluding mortgage servicing rights)  |      | (2,923)                  |                           | (3,091)  | (3,276)                  |                           | (3,480)  |    | (3,687)                  |
| Related deferred tax liabilities   |      | 1,539                    |                           | 1,580    | 1,628                    |                           | 1,662    | _  | 1,707                    |
| Tangible shareholders' equity  | \$   | 196,975                  | \$                        | 199,104  | \$<br>197,507            | \$                        | 193,785  | \$ | 188,682                  |

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

# **Bank of America Corporation and Subsidiaries**

# **Reconciliations to GAAP Financial Measures**

| (Dollars in millions)   |                  |                   |                  |                   |                  |
|---|------------------|-------------------|------------------|-------------------|------------------|
|   | First<br>Ouarter | Fourth<br>Ouarter | Third<br>Ouarter | Second<br>Ouarter | First<br>Ouarter |
|   | 2017             | 2016              | 2016             | 2016              | 2016             |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |                  |                   |                  |                   |                  |
| Common shareholders' equity   | \$ 242,933       | \$ 241,620        | \$ 244,863       | \$ 242,206        | \$ 238,662       |
| Goodwill  | (69,744)         | (69,744)          | (69,744)         | (69,744)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)   | (2,827)          | (2,989)           | (3,168)          | (3,352)           | (3,578)          |
| Related deferred tax liabilities  | 1,513            | 1,545             | 1,588            | 1,637             | 1,667            |
| Tangible common shareholders' equity  | \$ 171,875       | \$ 170,432        | \$ 173,539       | \$ 170,747        | \$ 166,990       |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity               |                  |                   |                  |                   |                  |
| Shareholders' equity  | \$ 268,153       | \$ 266,840        | \$ 270,083       | \$ 267,426        | \$ 263,004       |
| Goodwill  | (69,744)         | (69,744)          | (69,744)         | (69,744)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)   | (2,827)          | (2,989)           | (3,168)          | (3,352)           | (3,578)          |
| Related deferred tax liabilities  | 1,513            | 1,545             | 1,588            | 1,637             | 1,667            |
| Tangible shareholders' equity   | \$ 197,095       | \$ 195,652        | \$ 198,759       | \$ 195,967        | \$ 191,332       |
| Reconciliation of period-end assets to period-end tangible assets   |                  |                   |                  |                   |                  |
| Assets  | \$2,247,701      | \$2,187,702       | \$2,195,314      | \$2,186,966       | \$2,185,726      |
| Goodwill  | (69,744)         | (69,744)          | (69,744)         | (69,744)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)   | (2,827)          | (2,989)           | (3,168)          | (3,352)           | (3,578)          |
| Related deferred tax liabilities  | 1,513            | 1,545             | 1,588            | 1,637             | 1,667            |
| Tangible assets   | \$2,176,643      | \$2,116,514       | \$2,123,990      | \$2,115,507       | \$2,114,054      |
|   |                  |                   |                  |                   |                  |