## Bank of America



## Supplemental Information Third 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.

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## Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

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

[^0]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Income

| (Dollars in millions, except per share information; shares in thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2017 \end{aligned}$ |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Interest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans and leases | \$ | 26,877 | \$ | 24,837 | \$ | 9,203 | \$ | 8,920 | \$ | 8,754 | \$ | 8,391 | \$ | 8,358 |
| Debt securities |  | 7,764 |  | 6,922 |  | 2,629 |  | 2,594 |  | 2,541 |  | 2,245 |  | 2,144 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 1,658 |  | 803 |  | 659 |  | 560 |  | 439 |  | 315 |  | 267 |
| Trading account assets |  | 3,330 |  | 3,330 |  | 1,091 |  | 1,163 |  | 1,076 |  | 1,093 |  | 1,076 |
| Other interest income |  | 2,884 |  | 2,300 |  | 1,075 |  | 909 |  | 900 |  | 821 |  | 765 |
| Total interest income |  | 42,513 |  | 38,192 |  | 14,657 |  | 14,146 |  | 13,710 |  | 12,865 |  | 12,610 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 1,252 |  | 736 |  | 624 |  | 346 |  | 282 |  | 279 |  | 266 |
| Short-term borrowings |  | 2,508 |  | 1,808 |  | 944 |  | 917 |  | 647 |  | 542 |  | 569 |
| Trading account liabilities |  | 890 |  | 778 |  | 319 |  | 307 |  | 264 |  | 240 |  | 244 |
| Long-term debt |  | 4,658 |  | 4,066 |  | 1,609 |  | 1,590 |  | 1,459 |  | 1,512 |  | 1,330 |
| Total interest expense |  | 9,308 |  | 7,388 |  | 3,496 |  | 3,160 |  | 2,652 |  | 2,573 |  | 2,409 |
| Net interest income |  | 33,205 |  | 30,804 |  | 11,161 |  | 10,986 |  | 11,058 |  | 10,292 |  | 10,201 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 4,347 |  | 4,349 |  | 1,429 |  | 1,469 |  | 1,449 |  | 1,502 |  | 1,455 |
| Service charges |  | 5,863 |  | 5,660 |  | 1,968 |  | 1,977 |  | 1,918 |  | 1,978 |  | 1,952 |
| Investment and brokerage services |  | 9,882 |  | 9,543 |  | 3,303 |  | 3,317 |  | 3,262 |  | 3,202 |  | 3,160 |
| Investment banking income |  | 4,593 |  | 4,019 |  | 1,477 |  | 1,532 |  | 1,584 |  | 1,222 |  | 1,458 |
| Trading account profits |  | 6,124 |  | 5,821 |  | 1,837 |  | 1,956 |  | 2,331 |  | 1,081 |  | 2,141 |
| Mortgage banking income (loss) |  | 332 |  | 1,334 |  | (20) |  | 230 |  | 122 |  | 519 |  | 589 |
| Gains on sales of debt securities |  | 278 |  | 490 |  | 125 |  | 101 |  | 52 |  | - |  | 51 |
| Other income |  | 2,292 |  | 1,691 |  | 559 |  | 1,261 |  | 472 |  | 194 |  | 628 |
| Total noninterest income |  | 33,711 |  | 32,907 |  | 10,678 |  | 11,843 |  | 11,190 |  | 9,698 |  | 11,434 |
| Total revenue, net of interest expense |  | 66,916 |  | 63,711 |  | 21,839 |  | 22,829 |  | 22,248 |  | 19,990 |  | 21,635 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 2,395 |  | 2,823 |  | 834 |  | 726 |  | 835 |  | 774 |  | 850 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 24,353 |  | 24,278 |  | 7,483 |  | 7,712 |  | 9,158 |  | 7,338 |  | 7,704 |
| Occupancy |  | 3,000 |  | 3,069 |  | 999 |  | 1,001 |  | 1,000 |  | 969 |  | 1,005 |
| Equipment |  | 1,281 |  | 1,357 |  | 416 |  | 427 |  | 438 |  | 447 |  | 443 |
| Marketing |  | 1,235 |  | 1,243 |  | 461 |  | 442 |  | 332 |  | 460 |  | 410 |
| Professional fees |  | 1,417 |  | 1,433 |  | 476 |  | 485 |  | 456 |  | 538 |  | 536 |
| Amortization of intangibles |  | 473 |  | 554 |  | 151 |  | 160 |  | 162 |  | 176 |  | 181 |
| Data processing |  | 2,344 |  | 2,240 |  | 777 |  | 773 |  | 794 |  | 767 |  | 685 |
| Telecommunications |  | 538 |  | 551 |  | 170 |  | 177 |  | 191 |  | 195 |  | 189 |
| Other general operating |  | 7,072 |  | 7,065 |  | 2,206 |  | 2,549 |  | 2,317 |  | 2,271 |  | 2,328 |
| Total noninterest expense |  | 41,713 |  | 41,790 |  | 13,139 |  | 13,726 |  | 14,848 |  | 13,161 |  | 13,481 |
| Income before income taxes |  | 22,808 |  | 19,098 |  | 7,866 |  | 8,377 |  | 6,565 |  | 6,055 |  | 7,304 |
| Income tax expense |  | 7,096 |  | 5,888 |  | 2,279 |  | 3,108 |  | 1,709 |  | 1,359 |  | 2,349 |
| Net income | \$ | 15,712 | \$ | 13,210 | \$ | 5,587 | \$ | 5,269 | \$ | 4,856 | \$ | 4,696 | \$ | 4,955 |
| Preferred stock dividends |  | 1,328 |  | 1,321 |  | 465 |  | 361 |  | 502 |  | 361 |  | 503 |
| Net income applicable to common shareholders | \$ | 14,384 | \$ | 11,889 | \$ | 5,122 | \$ | 4,908 | \$ | 4,354 | \$ | 4,335 | \$ | 4,452 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 1.42 | \$ | 1.15 | \$ | 0.50 | \$ | 0.49 | \$ | 0.43 | \$ | 0.43 | \$ | 0.43 |
| Diluted earnings |  | 1.35 |  | 1.10 |  | 0.48 |  | 0.46 |  | 0.41 |  | 0.40 |  | 0.41 |
| Dividends paid |  | 0.27 |  | 0.175 |  | 0.12 |  | 0.075 |  | 0.075 |  | 0.075 |  | 0.075 |
| Average common shares issued and outstanding |  | 10,103,386 |  | 0,312,878 |  | ,197,891 |  | 13,503 |  | ,99,557 |  | 70,031 |  | 50,124 |
| Average diluted common shares issued and outstanding |  | 10,820,425 |  | 1,046,807 |  | 725,482 |  | 22,069 |  | 14,815 |  | 558,621 |  | 00,473 |

[^1]
## Bank of America Corporation and Subsidiaries

## Consolidated Statement of Comprehensive Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2017 \end{aligned}$ |  | Second Quarter 2017 |  | FirstQuarter2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 15,712 | \$ | 13,210 | \$ | 5,587 | \$ | 5,269 | \$ | 4,856 | \$ | 4,696 | \$ | 4,955 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in debt and marketable equity securities |  | 931 |  | 3,319 |  | 462 |  | 568 |  | (99) |  | $(4,664)$ |  | 208 |
| Net change in debit valuation adjustments |  | (149) |  | 49 |  | (80) |  | (78) |  | 9 |  | (205) |  | (65) |
| Net change in derivatives |  | 156 |  | 277 |  | 24 |  | 94 |  | 38 |  | (95) |  | 127 |
| Employee benefit plan adjustments |  | 80 |  | 29 |  | 26 |  | 27 |  | 27 |  | (553) |  | 6 |
| Net change in foreign currency translation adjustments |  | 102 |  | (17) |  | 5 |  | 100 |  | (3) |  | (70) |  | (8) |
| Other comprehensive income (loss) |  | 1,120 |  | 3,657 |  | 437 |  | 711 |  | (28) |  | $(5,587)$ |  | 268 |
| Comprehensive income (loss) | \$ | 16,832 | \$ | 16,867 | \$ | 6,024 | \$ | 5,980 | \$ | 4,828 | \$ | (891) | \$ | 5,223 |

[^2]
## Bank of America Corporation and Subsidiaries

## Consolidated Balance Sheet

| (Dollars in millions) |  |  |
| :--- | :--- | ---: | :--- |
|  | September $\mathbf{3 0}$ |  |


| Trading account assets | \$ | 5,142 | \$ | 4,543 | \$ | 5,699 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases |  | 50,022 |  | 51,604 |  | 57,826 |
| Allowance for loan and lease losses |  | $(1,023)$ |  | $(1,004)$ |  | $(1,085)$ |
| Loans and leases, net of allowance |  | 48,999 |  | 50,600 |  | 56,741 |
| Loans held-for-sale |  | 66 |  | 93 |  | 209 |
| All other assets |  | 662 |  | 1,136 |  | 1,467 |
| Total assets of consolidated variable interest entities | \$ | 54,869 | \$ | 56,372 | \$ | 64,116 |

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

## Bank of America Corporation and Subsidiaries

Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 429,861 | \$ | 427,715 | \$ | 431,418 |
| Interest-bearing |  | 776,756 |  | 757,888 |  | 728,498 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 14,126 |  | 13,446 |  | 11,596 |
| Interest-bearing |  | 63,674 |  | 63,931 |  | 61,383 |
| Total deposits |  | 1,284,417 |  | 1,262,980 |  | 1,232,895 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 189,790 |  | 196,407 |  | 178,195 |
| Trading account liabilities |  | 86,434 |  | 77,933 |  | 76,998 |
| Derivative liabilities |  | 31,781 |  | 34,880 |  | 43,484 |
| Short-term borrowings |  | 32,679 |  | 36,494 |  | 26,889 |
| Accrued expenses and other liabilities (includes \$762, \$757 and \$767 of reserve for unfunded lending commitments) |  | 157,670 |  | 150,925 |  | 141,634 |
| Long-term debt |  | 228,666 |  | 223,923 |  | 225,136 |
| Total liabilities |  | 2,011,437 |  | 1,983,542 |  | 1,925,231 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $-\mathbf{1 0 0 , 0 0 0 , 0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 8 3 7}, \mathbf{6 8 3}, 3,887,329$ and 3,887,439 shares |  | 22,323 |  | 25,220 |  | 25,220 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized $-\mathbf{1 2 , 8 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding - 10,457,473,674, $9,878,118,264$ and $10,123,845,121$ shares |  | 142,818 |  | 142,744 |  | 148,261 |
| Retained earnings |  | 113,486 |  | 109,628 |  | 98,303 |
| Accumulated other comprehensive income (loss) |  | $(6,168)$ |  | $(6,605)$ |  | $(1,701)$ |
| Total shareholders' equity |  | 272,459 |  | 270,987 |  | 270,083 |
| Total liabilities and shareholders' equity | \$ | 2,283,896 | \$ | 2,254,529 | \$ | 2,195,314 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | \$ | 122 | \$ | 97 | \$ | 546 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt |  | 9,457 |  | 9,765 |  | 11,209 |
| All other liabilities |  | 54 |  | 52 |  | 38 |
| Total liabilities of consolidated variable interest entities | \$ | 9,633 | \$ | 9,914 | \$ | 11,793 |

[^3]
## Bank of America Corporation and Subsidiaries

## Capital Management

(Dollars in millions)

|  | Basel 3 Transition |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2017 \end{gathered}$ |  | June 30 2017 |  | $\begin{gathered} \text { March } 31 \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |
| Standardized Approach |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 176,094 | \$ | 171,431 | \$ | 167,351 | \$ | 168,866 | \$ | 169,925 |
| Tier 1 capital |  | 196,438 |  | 194,822 |  | 190,332 |  | 190,315 |  | 191,435 |
| Total capital |  | 232,814 |  | 231,696 |  | 227,250 |  | 228,187 |  | 229,132 |
| Risk-weighted assets |  | 1,407,423 |  | 1,389,696 |  | 1,398,343 |  | 1,399,477 |  | 1,395,541 |
| Common equity tier 1 capital ratio |  | 12.5\% |  | 12.3\% |  | 12.0\% |  | 12.1 \% |  | 12.2 \% |
| Tier 1 capital ratio |  | 14.0 |  | 14.0 |  | 13.6 |  | 13.6 |  | 13.7 |
| Total capital ratio |  | 16.5 |  | 16.7 |  | 16.3 |  | 16.3 |  | 16.4 |

Advanced Approaches

| Common equity tier 1 capital | \$ | 176,094 | \$ | 171,431 | \$ | 167,351 | \$ | 168,866 | \$ | 169,925 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 capital |  | 196,438 |  | 194,822 |  | 190,332 |  | 190,315 |  | 191,435 |
| Total capital |  | 223,781 |  | 222,671 |  | 218,112 |  | 218,981 |  | 219,878 |
| Risk-weighted assets |  | 1,482,587 |  | 1,477,633 |  | 1,516,686 |  | 1,529,903 |  | 1,547,221 |
| Common equity tier 1 capital ratio |  | 11.9\% |  | 11.6\% |  | 11.0 \% |  | 11.0 \% |  | 11.0\% |
| Tier 1 capital ratio |  | 13.2 |  | 13.2 |  | 12.5 |  | 12.4 |  | 12.4 |
| Total capital ratio |  | 15.1 |  | 15.1 |  | 14.4 |  | 14.3 |  | 14.2 |

Leverage-based metrics ${ }^{(2)}$

| Adjusted average assets | \$ | 2,193,739 | \$ | 2,192,337 | \$ | 2,153,125 | \$ | 2,131,121 | \$ 2,111,234 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 leverage ratio |  | 9.0\% |  | 8.9\% |  | 8.8\% |  | 8.9\% |  | $9.1 \%$ |
| Supplementary leverage exposure | \$ | 2,742,218 | \$ | 2,754,960 | \$ | 2,715,589 | \$ | 2,702,248 | \$ | 2,703,905 |
| Supplementary leverage ratio |  | 7.1\% |  | $7.0 \%$ |  | $7.0 \%$ |  | $6.9 \%$ |  | $7.1 \%$ |
| Tangible equity ratio ${ }^{(3)}$ |  | 9.1 |  | 9.2 |  | 9.1 |  | 9.2 |  | 9.4 |
| Tangible common equity ratio ${ }^{(3)}$ |  | 8.1 |  | 8.0 |  | 7.9 |  | 8.1 |  | 8.2 |

[^4][^5]
## Bank of America Corporation and Subsidiaries <br> Regulatory Capital Reconciliations ${ }^{(1,2)}$



| Regulatory capital ratios |
| :--- |
| Basel 3 Standardized approach common equity tier 1 (transition) |
| Basel 3 Advanced approaches common equity tier 1 (transition) |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) ${ }^{(3)}$ |

[^6][^7]Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2017 |  |  |  |  | Second Quarter 2017 |  |  |  |  | Third Quarter 2016 |  |  |  |  |
|  | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 127,835 | \$ | 323 | 1.00\% | \$ | 129,201 | \$ | 261 | 0.81\% | \$ | 133,866 | \$ | 148 | 0.44\% |
| Time deposits placed and other short-term investments |  | 12,503 |  | 68 | 2.17 |  | 11,448 |  | 58 | 2.03 |  | 9,336 |  | 34 | 1.45 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 223,585 |  | 659 | 1.17 |  | 226,700 |  | 560 | 0.99 |  | 214,254 |  | 267 | 0.50 |
| Trading account assets |  | 124,068 |  | 1,125 | 3.60 |  | 135,931 |  | 1,199 | 3.54 |  | 128,879 |  | 1,111 | 3.43 |
| Debt securities ${ }^{(1)}$ |  | 436,886 |  | 2,670 | 2.44 |  | 431,132 |  | 2,632 | 2.44 |  | 423,182 |  | 2,169 | 2.07 |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 199,240 |  | 1,724 | 3.46 |  | 195,935 |  | 1,697 | 3.46 |  | 188,234 |  | 1,612 | 3.42 |
| Home equity |  | 61,225 |  | 664 | 4.31 |  | 63,332 |  | 664 | 4.20 |  | 70,603 |  | 681 | 3.84 |
| U.S. credit card |  | 91,602 |  | 2,253 | 9.76 |  | 89,464 |  | 2,128 | 9.54 |  | 88,210 |  | 2,061 | 9.30 |
| Non-U.S. credit card |  | - |  | - | - |  | 6,494 |  | 147 | 9.08 |  | 9,256 |  | 231 | 9.94 |
| Direct/Indirect consumer |  | 93,510 |  | 678 | 2.88 |  | 93,146 |  | 643 | 2.77 |  | 92,870 |  | 585 | 2.51 |
| Other consumer |  | 2,762 |  | 28 | 4.07 |  | 2,629 |  | 26 | 4.07 |  | 2,358 |  | 18 | 2.94 |
| Total consumer |  | 448,339 |  | 5,347 | 4.74 |  | 451,000 |  | 5,305 | 4.71 |  | 451,531 |  | 5,188 | 4.58 |
| U.S. commercial |  | 293,203 |  | 2,542 | 3.44 |  | 291,162 |  | 2,403 | 3.31 |  | 276,833 |  | 2,040 | 2.93 |
| Commercial real estate |  | 59,044 |  | 552 | 3.71 |  | 58,198 |  | 514 | 3.54 |  | 57,606 |  | 452 | 3.12 |
| Commercial lease financing |  | 21,818 |  | 160 | 2.92 |  | 21,649 |  | 156 | 2.89 |  | 21,194 |  | 153 | 2.88 |
| Non-U.S. commercial |  | 95,725 |  | 676 | 2.80 |  | 92,708 |  | 615 | 2.66 |  | 93,430 |  | 599 | 2.55 |
| Total commercial |  | 469,790 |  | 3,930 | 3.32 |  | 463,717 |  | 3,688 | 3.19 |  | 449,063 |  | 3,244 | 2.87 |
| Total loans and leases ${ }^{(1)}$ |  | 918,129 |  | 9,277 | 4.02 |  | 914,717 |  | 8,993 | 3.94 |  | 900,594 |  | 8,432 | 3.73 |
| Other earning assets |  | 76,496 |  | 775 | 4.02 |  | 73,618 |  | 680 | 3.70 |  | 59,951 |  | 677 | 4.50 |
| Total earning assets ${ }^{(3)}$ |  | 1,919,502 |  | 14,897 | 3.09 |  | 1,922,747 |  | 14,383 | 3.00 |  | 1,870,062 |  | 12,838 | 2.74 |
| Cash and due from banks ${ }^{(1)}$ |  | 28,990 |  |  |  |  | 27,659 |  |  |  |  | 27,361 |  |  |  |
| Other assets, less allowance for loan and lease losses ${ }^{(1)}$ |  | 322,380 |  |  |  |  | 318,747 |  |  |  |  | 292,067 |  |  |  |
| Total assets |  | 2,270,872 |  |  |  |  | 2,269,153 |  |  |  |  | 2,189,490 |  |  |  |

${ }^{(1)}$ Includes assets of the Corporation's non-U.S. consumer credit card business, which was sold to a third party during the second quarter of 2017.
${ }^{(2)}$ 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.
${ }^{(3)}$ The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | Third Quarter 2017 |  | Second Quarter 2017 |  | Third Quarter 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 8 | \$ | 10 | \$ | (1) |
| Debt securities |  | (5) |  | (25) |  | (49) |
| U.S. commercial loans and leases |  | (10) |  | (9) |  | (14) |
| Net hedge expense on assets | \$ | (7) | \$ | (24) | \$ | (64) |

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

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2017 |  |  |  |  | Second Quarter 2017 |  |  |  |  | Third Quarter 2016 |  |  |  |  |
|  |  | Average <br> Balance | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 54,328 | \$ | 1 | 0.01\% | \$ | 54,494 | \$ | 2 | 0.01\% | \$ | 49,885 | \$ | 2 | 0.01\% |
| NOW and money market deposit accounts |  | 631,270 |  | 333 | 0.21 |  | 619,593 |  | 105 | 0.07 |  | 592,907 |  | 73 | 0.05 |
| Consumer CDs and IRAs |  | 44,239 |  | 31 | 0.27 |  | 45,682 |  | 30 | 0.27 |  | 48,695 |  | 33 | 0.27 |
| Negotiable CDs, public funds and other deposits |  | 38,119 |  | 101 | 1.05 |  | 36,041 |  | 68 | 0.75 |  | 32,023 |  | 43 | 0.54 |
| Total U.S. interest-bearing deposits |  | 767,956 |  | 466 | 0.24 |  | 755,810 |  | 205 | 0.11 |  | 723,510 |  | 151 | 0.08 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 2,259 |  | 5 | 0.97 |  | 3,058 |  | 6 | 0.77 |  | 4,294 |  | 9 | 0.87 |
| Governments and official institutions |  | 1,012 |  | 3 | 1.04 |  | 981 |  | 2 | 0.90 |  | 1,391 |  | 3 | 0.61 |
| Time, savings and other |  | 63,716 |  | 150 | 0.93 |  | 60,047 |  | 133 | 0.89 |  | 59,340 |  | 103 | 0.70 |
| Total non-U.S. interest-bearing deposits |  | 66,987 |  | 158 | 0.93 |  | 64,086 |  | 141 | 0.89 |  | 65,025 |  | 115 | 0.71 |
| Total interest-bearing deposits |  | 834,943 |  | 624 | 0.30 |  | 819,896 |  | 346 | 0.17 |  | 788,535 |  | 266 | 0.13 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 230,230 |  | 944 | 1.63 |  | 251,641 |  | 917 | 1.46 |  | 207,634 |  | 569 | 1.09 |
| Trading account liabilities |  | 48,390 |  | 319 | 2.62 |  | 45,156 |  | 307 | 2.73 |  | 37,229 |  | 244 | 2.61 |
| Long-term debt |  | 227,309 |  | 1,609 | 2.82 |  | 224,019 |  | 1,590 | 2.84 |  | 227,269 |  | 1,330 | 2.33 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,340,872 |  | 3,496 | 1.04 |  | 1,340,712 |  | 3,160 | 0.94 |  | 1,260,667 |  | 2,409 | 0.76 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 436,768 |  |  |  |  | 436,942 |  |  |  |  | 438,651 |  |  |  |
| Other liabilities |  | 219,584 |  |  |  |  | 220,276 |  |  |  |  | 221,273 |  |  |  |
| Shareholders' equity |  | 273,648 |  |  |  |  | 271,223 |  |  |  |  | 268,899 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,270,872 |  |  |  |  | 2,269,153 |  |  |  | \$ | 2,189,490 |  |  |  |
| Net interest spread |  |  |  |  | 2.05\% |  |  |  |  | 2.06\% |  |  |  |  | 1.98\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.31 |  |  |  |  | 0.28 |  |  |  |  | 0.25 |
| Net interest income/yield on earning assets |  |  | \$ | 11,401 | 2.36\% |  |  | \$ | 11,223 | 2.34\% |  |  | \$ | 0,429 | 2.23\% |

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

|  | Third Quarter 2017 |  | Second Quarter 2017 |  | Third Quarter 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW and money market deposit accounts | \$ | - | \$ | (1) | \$ | - |
| Consumer CDs and IRAs |  | 6 |  | 5 |  | 6 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 4 |  | 3 |
| Banks located in non-U.S. countries |  | 5 |  | 4 |  | 4 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 33 |  | 88 |  | 95 |
| Long-term debt |  | (393) |  | (426) |  | (668) |
| Net hedge income on liabilities | \$ | (346) | \$ | (326) | \$ | (560) |

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

## Bank of America Corporation and Subsidiaries

Year-to-Date Average Balances and Interest Rates - Fully Taxable-equivalent Basis
(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  |  | 2016 |  |  |  |  |
|  |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 127,000 | \$ | 786 | 0.83\% | \$ | 135,910 | \$ | 460 | 0.45\% |
| Time deposits placed and other short-term investments |  | 11,820 |  | 173 | 1.96 |  | 8,784 |  | 101 | 1.54 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 222,255 |  | 1,658 | 1.00 |  | 215,476 |  | 803 | 0.50 |
| Trading account assets |  | 128,547 |  | 3,435 | 3.57 |  | 130,785 |  | 3,432 | 3.50 |
| Debt securities ${ }^{(1)}$ |  | 432,775 |  | 7,875 | 2.42 |  | 414,115 |  | 6,990 | 2.27 |
| Loans and leases ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 196,288 |  | 5,082 | 3.45 |  | 187,325 |  | 4,867 | 3.46 |
| Home equity |  | 63,339 |  | 1,967 | 4.15 |  | 73,015 |  | 2,095 | 3.83 |
| U.S. credit card |  | 90,238 |  | 6,492 | 9.62 |  | 87,362 |  | 6,065 | 9.27 |
| Non-U.S. credit card |  | 5,253 |  | 358 | 9.12 |  | 9,687 |  | 734 | 10.12 |
| Direct/Indirect consumer |  | 93,316 |  | 1,929 | 2.76 |  | 91,291 |  | 1,698 | 2.48 |
| Other consumer |  | 2,648 |  | 81 | 4.07 |  | 2,240 |  | 50 | 2.99 |
| Total consumer |  | 451,082 |  | 15,909 | 4.71 |  | 450,920 |  | 15,509 | 4.59 |
| U.S. commercial |  | 290,632 |  | 7,167 | 3.30 |  | 274,669 |  | 5,982 | 2.91 |
| Commercial real estate |  | 58,340 |  | 1,545 | 3.54 |  | 57,550 |  | 1,320 | 3.06 |
| Commercial lease financing |  | 21,862 |  | 547 | 3.33 |  | 21,049 |  | 482 | 3.05 |
| Non-U.S. commercial |  | 93,762 |  | 1,886 | 2.69 |  | 93,572 |  | 1,748 | 2.50 |
| Total commercial |  | 464,596 |  | 11,145 | 3.21 |  | 446,840 |  | 9,532 | 2.85 |
| Total loans and leases ${ }^{(1)}$ |  | 915,678 |  | 27,054 | 3.95 |  | 897,760 |  | 25,041 | 3.72 |
| Other earning assets |  | 74,554 |  | 2,206 | 3.95 |  | 58,189 |  | 2,031 | 4.66 |
| Total earning assets ${ }^{(3)}$ |  | 1,912,629 |  | 43,187 | 3.02 |  | 1,861,019 |  | 38,858 | 2.79 |
| Cash and due from banks ${ }^{(1)}$ |  | 27,955 |  |  |  |  | 28,041 |  |  |  |
| Other assets, less allowance for loan and lease losses ${ }^{(1)}$ |  | 316,709 |  |  |  |  | 294,845 |  |  |  |
| Total assets |  | 2,257,293 |  |  |  | \$ | 2,183,905 |  |  |  |



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

## Bank of America Corporation and Subsidiaries

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

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  |  |  | 2016 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ <br> Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ <br> Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 53,679 | \$ | 4 | 0.01\% | \$ | 49,281 | \$ | 4 | 0.01\% |
| NOW and money market deposit accounts |  | 622,920 |  | 512 | 0.11 |  | 584,896 |  | 216 | 0.05 |
| Consumer CDs and IRAs |  | 45,535 |  | 92 | 0.27 |  | 48,920 |  | 101 | 0.28 |
| Negotiable CDs, public funds and other deposits |  | 35,968 |  | 221 | 0.82 |  | 32,212 |  | 107 | 0.45 |
| Total U.S. interest-bearing deposits |  | 758,102 |  | 829 | 0.15 |  | 715,309 |  | 428 | 0.08 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 2,643 |  | 16 | 0.82 |  | 4,218 |  | 28 | 0.90 |
| Governments and official institutions |  | 1,002 |  | 7 | 0.92 |  | 1,468 |  | 7 | 0.60 |
| Time, savings and other |  | 60,747 |  | 400 | 0.88 |  | 58,866 |  | 273 | 0.62 |
| Total non-U.S. interest-bearing deposits |  | 64,392 |  | 423 | 0.88 |  | 64,552 |  | 308 | 0.64 |
| Total interest-bearing deposits |  | 822,494 |  | 1,252 | 0.20 |  | 779,861 |  | 736 | 0.13 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and $\begin{array}{llllll}\text { other interest-bearing liabilities } & \mathbf{2 3 7 , 8 5 7} & \mathbf{2 , 5 0 8} & \mathbf{1 . 4 1} & 215,131 & 1,808 \\ 1.12\end{array}$ |  |  |  |  |  |  |  |  |  |  |
| Trading account liabilities |  | 44,128 |  | 890 | 2.70 |  | 37,760 |  | 778 | 2.76 |
| Long-term debt |  | 224,287 |  | 4,658 | 2.77 |  | 231,313 |  | 4,066 | 2.35 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,328,766 |  | 9,308 | 0.94 |  | 1,264,065 |  | 7,388 | 0.78 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 439,288 |  |  |  |  | 433,168 |  |  |  |
| Other liabilities |  | 218,227 |  |  |  |  | 221,765 |  |  |  |
| Shareholders' equity |  | 271,012 |  |  |  |  | 264,907 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,257,293 |  |  |  |  | 2,183,905 |  |  |  |
| Net interest spread |  |  |  |  | 2.08\% |  |  |  |  | 2.01\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.28 |  |  |  |  | 0.25 |
| Net interest income/yield on earning assets |  |  | \$ | 33,879 | 2.36\% |  |  | \$ | 31,470 | 2.26\% |



[^8]
## Debt Securities and Available-for-Sale Marketable Equity Securities

(Dollars in millions)

|  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |


${ }^{(1)}$ Classified in other assets on the Consolidated Balance Sheet.
Other Debt Securities Carried at Fair Value

| (Dollars in millions) | $\begin{gathered} \hline \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities: |  |  |  |  |
| Agency-collateralized mortgage obligations | \$ | 5 | \$ | 5 |
| Non-agency residential |  | 3,058 |  | 3,037 |
| Total mortgage-backed securities |  | 3,063 |  | 3,042 |
| Non-U.S. securities ${ }^{(1)}$ |  | 13,260 |  | 12,665 |
| Other taxable securities, substantially all asset-backed securities |  | 239 |  | 236 |
| Total | \$ | 16,562 | \$ | 15,943 |

[^9]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

Fully taxable-equivalent (FTE) basis data ${ }^{(1)}$

|  | Nine Months Ended September 30, 2017 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter2017 |  | Fourth Quarter 2016 |  | ThirdQuarter2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 33,879 | \$ | 31,470 | \$ | 11,401 | \$ | 11,223 | \$ | 11,255 | \$ | 10,526 | \$ | 10,429 |
| Total revenue, net of interest expense |  | 67,590 |  | 64,377 |  | 22,079 |  | 23,066 |  | 22,445 |  | 20,224 |  | 21,863 |
| Net interest yield |  | 2.36\% |  | 2.26\% |  | 2.36\% |  | 2.34\% |  | 2.39\% |  | 2.23\% |  | 2.23\% |
| Efficiency ratio |  | 61.71 |  | 64.91 |  | 59.51 |  | 59.51 |  | 66.15 |  | 65.08 |  | 61.66 |


 and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 41-42.)

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

## Bank of America Corporation and Subsidiaries

Quarterly Results by Business Segment and All Other


[^10]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2016 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,429 | \$ | 5,289 | \$ | 1,394 | \$ | 2,470 | \$ | 1,119 | \$ | 157 |
| Card income |  | 1,455 |  | 1,218 |  | 41 |  | 135 |  | 15 |  | 46 |
| Service charges |  | 1,952 |  | 1,072 |  | 19 |  | 780 |  | 80 |  | 1 |
| Investment and brokerage services |  | 3,160 |  | 69 |  | 2,585 |  | 20 |  | 490 |  | (4) |
| Investment banking income (loss) |  | 1,458 |  | - |  | 56 |  | 796 |  | 645 |  | (39) |
| Trading account profits |  | 2,141 |  | - |  | 62 |  | 53 |  | 1,934 |  | 92 |
| Mortgage banking income |  | 589 |  | 297 |  | - |  | - |  | - |  | 292 |
| Gains on sales of debt securities |  | 51 |  | - |  | - |  | - |  | - |  | 51 |
| Other income (loss) |  | 628 |  | 23 |  | 222 |  | 492 |  | 75 |  | (184) |
| Total noninterest income |  | 11,434 |  | 2,679 |  | 2,985 |  | 2,276 |  | 3,239 |  | 255 |
| Total revenue, net of interest expense (FTE basis) |  | 21,863 |  | 7,968 |  | 4,379 |  | 4,746 |  | 4,358 |  | 412 |
| Provision for credit losses |  | 850 |  | 698 |  | 7 |  | 118 |  | 19 |  | 8 |
| Noninterest expense |  | 13,481 |  | 4,371 |  | 3,255 |  | 2,152 |  | 2,656 |  | 1,047 |
| Income (loss) before income taxes (FTE basis) |  | 7,532 |  | 2,899 |  | 1,117 |  | 2,476 |  | 1,683 |  | (643) |
| Income tax expense (benefit) (FTE basis) |  | 2,577 |  | 1,086 |  | 419 |  | 925 |  | 609 |  | (462) |
| Net income (loss) | \$ | 4,955 | \$ | 1,813 | \$ | 698 | \$ | 1,551 | \$ | 1,074 | \$ | (181) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 900,594 | \$ | 248,683 | \$ | 143,207 | \$ | 334,363 | \$ | 69,043 | \$ | 105,298 |
| Total assets ${ }^{(1)}$ |  | 2,189,490 |  | 674,630 |  | 288,820 |  | 395,479 |  | 584,069 |  | 246,492 |
| Total deposits |  | 1,227,186 |  | 605,705 |  | 253,812 |  | 307,288 |  | 32,840 |  | 27,541 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 905,008 | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total assets ${ }^{(1)}$ |  | 2,195,314 |  | 687,241 |  | 289,794 |  | 397,869 |  | 595,165 |  | 225,245 |
| Total deposits |  | 1,232,895 |  | 618,027 |  | 252,962 |  | 302,413 |  | 31,692 |  | 27,801 |

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

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

## Bank of America Corporation and Subsidiaries

Year-to-Date Results by Business Segment and All Other
(Dollars in millions)

|  | Nine Months Ended September 30, 2017 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income (FTE basis) | \$ | 33,879 | \$ | 17,953 | \$ | 4,653 | \$ | 8,229 | \$ | 2,812 | \$ | 232 |
| Card income |  | 4,347 |  | 3,716 |  | 110 |  | 383 |  | 67 |  | 71 |
| Service charges |  | 5,863 |  | 3,194 |  | 57 |  | 2,351 |  | 245 |  | 16 |
| Investment and brokerage services |  | 9,882 |  | 198 |  | 8,073 |  | 72 |  | 1,548 |  | (9) |
| Investment banking income (loss) |  | 4,593 |  | - |  | 247 |  | 2,661 |  | 1,879 |  | (194) |
| Trading account profits |  | 6,124 |  | 2 |  | 120 |  | 82 |  | 5,634 |  | 286 |
| Mortgage banking income (loss) |  | 332 |  | 401 |  | 3 |  | - |  | - |  | (72) |
| Gains on sales of debt securities |  | 278 |  | - |  | - |  | - |  | - |  | 278 |
| Other income (loss) |  | 2,292 |  | 103 |  | 644 |  | 1,202 |  | 370 |  | (27) |
| Total noninterest income |  | 33,711 |  | 7,614 |  | 9,254 |  | 6,751 |  | 9,743 |  | 349 |
| Total revenue, net of interest expense (FTE basis) |  | 67,590 |  | 25,567 |  | 13,907 |  | 14,980 |  | 12,555 |  | 581 |
| Provision for credit losses |  | 2,395 |  | 2,639 |  | 50 |  | 80 |  | 2 |  | (376) |
| Noninterest expense |  | 41,713 |  | 13,280 |  | 10,091 |  | 6,435 |  | 8,117 |  | 3,790 |
| Income (loss) before income taxes (FTE basis) |  | 23,482 |  | 9,648 |  | 3,766 |  | 8,465 |  | 4,436 |  | $(2,833)$ |
| Income tax expense (benefit) (FTE basis) |  | 7,770 |  | 3,638 |  | 1,420 |  | 3,192 |  | 1,553 |  | $(2,033)$ |
| Net income (loss) | \$ | 15,712 | \$ | 6,010 | \$ | 2,346 | \$ | 5,273 | \$ | 2,883 | \$ | (800) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 915,678 | \$ | 262,804 | \$ | 151,205 | \$ | 344,683 | \$ | 70,692 | \$ | 86,294 |
| Total assets ${ }^{(1)}$ |  | 2,257,293 |  | 721,245 |  | 283,324 |  | 414,867 |  | 631,686 |  | 206,171 |
| Total deposits |  | 1,261,782 |  | 649,204 |  | 247,389 |  | 307,163 |  | 32,397 |  | 25,629 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 927,117 | \$ | 272,360 | \$ | 155,871 | \$ | 349,838 | \$ | 76,225 | \$ | 72,823 |
| Total assets ${ }^{(1)}$ |  | 2,283,896 |  | 742,513 |  | 276,187 |  | 423,185 |  | 629,270 |  | 212,741 |
| Total deposits |  | 1,284,417 |  | 669,647 |  | 237,771 |  | 319,545 |  | 33,382 |  | 24,072 |


|  | Nine Months Ended September 30, 2016 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 31,470 | \$ | 15,825 | \$ | 4,310 | \$ | 7,440 | \$ | 3,391 | \$ | 504 |
| Card income |  | 4,349 |  | 3,645 |  | 111 |  | 386 |  | 62 |  | 145 |
| Service charges |  | 5,660 |  | 3,080 |  | 55 |  | 2,284 |  | 231 |  | 10 |
| Investment and brokerage services |  | 9,543 |  | 205 |  | 7,718 |  | 50 |  | 1,583 |  | (13) |
| Investment banking income (loss) |  | 4,019 |  | 1 |  | 180 |  | 2,230 |  | 1,742 |  | (134) |
| Trading account profits |  | 5,821 |  | - |  | 123 |  | 79 |  | 5,401 |  | 218 |
| Mortgage banking income |  | 1,334 |  | 754 |  | 2 |  | - |  | 1 |  | 577 |
| Gains on sales of debt securities |  | 490 |  | - |  | - |  | - |  | - |  | 490 |
| Other income (loss) |  | 1,691 |  | 110 |  | 774 |  | 1,427 |  | 207 |  | (827) |
| Total noninterest income |  | 32,907 |  | 7,795 |  | 8,963 |  | 6,456 |  | 9,227 |  | 466 |
| Total revenue, net of interest expense (FTE basis) |  | 64,377 |  | 23,620 |  | 13,273 |  | 13,896 |  | 12,618 |  | 970 |
| Provision for credit losses |  | 2,823 |  | 1,955 |  | 46 |  | 870 |  | 23 |  | (71) |
| Noninterest expense |  | 41,790 |  | 13,324 |  | 9,816 |  | 6,450 |  | 7,690 |  | 4,510 |
| Income (loss) before income taxes (FTE basis) |  | 19,764 |  | 8,341 |  | 3,411 |  | 6,576 |  | 4,905 |  | $(3,469)$ |
| Income tax expense (benefit) (FTE basis) |  | 6,554 |  | 3,088 |  | 1,270 |  | 2,435 |  | 1,746 |  | $(1,985)$ |
| Net income (loss) | \$ | 13,210 | \$ | 5,253 | \$ | 2,141 | \$ | 4,141 | \$ | 3,159 | \$ | $\underline{(1,484)}$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 897,760 | \$ | 243,191 | \$ | 141,169 | \$ | 332,474 | \$ | 69,315 | \$ | 111,611 |
| Total assets ${ }^{(1)}$ |  | 2,183,905 |  | 662,126 |  | 291,382 |  | 394,425 |  | 582,006 |  | 253,966 |
| Total deposits |  | 1,213,029 |  | 593,501 |  | 256,356 |  | 301,175 |  | 34,409 |  | 27,588 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 905,008 | \$ | 251,125 | \$ | 144,980 | \$ | 334,120 | \$ | 72,144 | \$ | 102,639 |
| Total assets ${ }^{(1)}$ |  | 2,195,314 |  | 687,241 |  | 289,794 |  | 397,869 |  | 595,165 |  | 225,245 |
| Total deposits |  | 1,232,895 |  | 618,027 |  | 252,962 |  | 302,413 |  | 31,692 |  | 27,801 |

[^11]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consumer Banking Segment Results
(Dollars in millions)

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 17,953 | \$ | 15,825 | \$ | 6,211 | \$ | 5,961 | \$ | 5,781 | \$ | 5,465 | \$ | 5,289 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 3,716 |  | 3,645 |  | 1,244 |  | 1,248 |  | 1,224 |  | 1,290 |  | 1,218 |
| Service charges |  | 3,194 |  | 3,080 |  | 1,083 |  | 1,061 |  | 1,050 |  | 1,062 |  | 1,072 |
| Mortgage banking income |  | 401 |  | 754 |  | 142 |  | 140 |  | 119 |  | 207 |  | 297 |
| All other income |  | 303 |  | 316 |  | 94 |  | 99 |  | 110 |  | 87 |  | 92 |
| Total noninterest income |  | 7,614 |  | 7,795 |  | 2,563 |  | 2,548 |  | 2,503 |  | 2,646 |  | 2,679 |
| Total revenue, net of interest expense (FTE basis) |  | 25,567 |  | 23,620 |  | 8,774 |  | 8,509 |  | 8,284 |  | 8,111 |  | 7,968 |
| Provision for credit losses |  | 2,639 |  | 1,955 |  | 967 |  | 834 |  | 838 |  | 760 |  | 698 |
| Noninterest expense |  | 13,280 |  | 13,324 |  | 4,459 |  | 4,411 |  | 4,410 |  | 4,330 |  | 4,371 |
| Income before income taxes (FTE basis) |  | 9,648 |  | 8,341 |  | 3,348 |  | 3,264 |  | 3,036 |  | 3,021 |  | 2,899 |
| Income tax expense (FTE basis) |  | 3,638 |  | 3,088 |  | 1,261 |  | 1,233 |  | 1,144 |  | 1,101 |  | 1,086 |
| Net income | \$ | 6,010 | \$ | 5,253 | \$ | 2,087 | \$ | 2,031 | \$ | 1,892 | \$ | 1,920 | \$ | 1,813 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.52\% |  | 3.39\% |  | 3.56\% |  | 3.48\% |  | 3.50\% |  | 3.35\% |  | 3.30\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 21 |  | 22 |  | 22 |  | 21 |  | 22 |  | 21 |
| Efficiency ratio (FTE basis) |  | 51.94 |  | 56.41 |  | 50.83 |  | 51.84 |  | 53.24 |  | 53.38 |  | 54.86 |
| $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 262,804 | \$ | 243,191 | \$ | 268,810 | \$ | 261,537 | \$ | 257,945 | \$ | 253,602 | \$ | 248,683 |
| Total earning assets ${ }^{(2)}$ |  | 682,436 |  | 623,834 |  | 692,122 |  | 686,064 |  | 668,865 |  | 648,299 |  | 636,832 |
| Total assets ${ }^{(2)}$ |  | 721,245 |  | 662,126 |  | 731,077 |  | 724,753 |  | 707,647 |  | 686,985 |  | 674,630 |
| Total deposits |  | 649,204 |  | 593,501 |  | 658,974 |  | 652,787 |  | 635,594 |  | 617,967 |  | 605,705 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 34,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 34,000 |  | 34,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 272,360 | \$ | 251,125 | \$ | 272,360 | \$ | 265,938 | \$ | 258,421 | \$ | 258,991 | \$ | 251,125 |
| Total earning assets ${ }^{(2)}$ |  | 703,277 |  | 648,972 |  | 703,277 |  | 696,350 |  | 694,883 |  | 662,698 |  | 648,972 |
| Total assets ${ }^{(2)}$ |  | 742,513 |  | 687,241 |  | 742,513 |  | 735,176 |  | 734,087 |  | 702,333 |  | 687,241 |
| Total deposits |  | 669,647 |  | 618,027 |  | 669,647 |  | 662,678 |  | 661,607 |  | 632,786 |  | 618,027 |

[^12]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Consumer Banking Year-to-Date Results

(Dollars in millions)

|  | Nine Months Ended September 30, 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer <br> Lending |  |
| Net interest income (FTE basis) | \$ | 17,953 | \$ | 9,804 | \$ | 8,149 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 3,716 |  | 6 |  | 3,710 |
| Service charges |  | 3,194 |  | 3,193 |  | 1 |
| Mortgage banking income |  | 401 |  | - |  | 401 |
| All other income |  | 303 |  | 294 |  | 9 |
| Total noninterest income |  | 7,614 |  | 3,493 |  | 4,121 |
| Total revenue, net of interest expense (FTE basis) |  | 25,567 |  | 13,297 |  | 12,270 |
| Provision for credit losses |  | 2,639 |  | 148 |  | 2,491 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 13,280 |  | 7,702 |  | 5,578 |
| Income before income taxes (FTE basis) |  | 9,648 |  | 5,447 |  | 4,201 |
| Income tax expense (FTE basis) |  | 3,638 |  | 2,054 |  | 1,584 |
| Net income | \$ | 6,010 | \$ | 3,393 | \$ | 2,617 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.52\% |  | 2.02\% |  | 4.21\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 38 |  | 14 |
| Efficiency ratio (FTE basis) |  | 51.94 |  | 57.93 |  | 45.46 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 262,804 | \$ | 5,025 | \$ | 257,779 |
| Total earning assets ${ }^{(2)}$ |  | 682,436 |  | 647,887 |  | 258,659 |
| Total assets ${ }^{(2)}$ |  | 721,245 |  | 675,159 |  | 270,196 |
| Total deposits |  | 649,204 |  | 642,783 |  | 6,421 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 272,360 | \$ | 5,060 | \$ | 267,300 |
| Total earning assets ${ }^{(2)}$ |  | 703,277 |  | 667,733 |  | 268,354 |
| Total assets ${ }^{(2)}$ |  | 742,513 |  | 695,403 |  | 279,920 |
| Total deposits |  | 669,647 |  | 662,781 |  | 6,866 |
|  | Nine Months Ended September 30, 2016 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 15,825 | \$ | 7,940 | \$ | 7,885 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 3,645 |  | 7 |  | 3,638 |
| Service charges |  | 3,080 |  | 3,079 |  | 1 |
| Mortgage banking income |  | 754 |  | - |  | 754 |
| All other income |  | 316 |  | 312 |  | 4 |
| Total noninterest income |  | 7,795 |  | 3,398 |  | 4,397 |
| Total revenue, net of interest expense (FTE basis) |  | 23,620 |  | 11,338 |  | 12,282 |
| Provision for credit losses |  | 1,955 |  | 132 |  | 1,823 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 13,324 |  | 7,227 |  | 6,097 |
| Income before income taxes (FTE basis) |  | 8,341 |  | 3,979 |  | 4,362 |
| Income tax expense (FTE basis) |  | 3,088 |  | 1,473 |  | 1,615 |
| Net income | \$ | 5,253 | S | 2,506 | \$ | 2,747 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | $3.39 \%$ |  | 1.79\% |  | $4.39 \%$ |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 28 |  | 17 |
| Efficiency ratio (FTE basis) |  | 56.41 |  | 63.74 |  | 49.64 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 243,191 | \$ | 4,787 | \$ | 238,404 |
| Total earning assets ${ }^{(2)}$ |  | 623,834 |  | 591,913 |  | 239,870 |
| Total assets ${ }^{(2)}$ |  | 662,126 |  | 618,466 |  | 251,609 |
| Total deposits |  | 593,501 |  | 586,334 |  | 7,167 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 4,810 | \$ | 246,315 |
| Total earning assets ${ }^{(2)}$ |  | 648,972 |  | 616,853 |  | 248,233 |
| Total assets ${ }^{(2)}$ |  | 687,241 |  | 643,025 |  | 260,330 |
| Total deposits |  | 618,027 |  | 610,752 |  | 7,275 |

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

## Consumer Banking Quarterly Results

(Dollars in millions)

|  | Third Quarter 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer <br> Lending |  |
| Net interest income (FTE basis) | \$ | 6,211 | \$ | 3,439 | \$ | 2,772 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,244 |  | 3 |  | 1,241 |
| Service charges |  | 1,083 |  | 1,082 |  | 1 |
| Mortgage banking income |  | 142 |  | - |  | 142 |
| All other income |  | 94 |  | 96 |  | (2) |
| Total noninterest income |  | 2,563 |  | 1,181 |  | 1,382 |
| Total revenue, net of interest expense (FTE basis) |  | 8,774 |  | 4,620 |  | 4,154 |
| Provision for credit losses |  | 967 |  | 47 |  | 920 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,459 |  | 2,615 |  | 1,844 |
| Income before income taxes (FTE basis) |  | 3,348 |  | 1,958 |  | 1,390 |
| Income tax expense (FTE basis) |  | 1,261 |  | 738 |  | 523 |
| Net income | \$ | 2,087 | \$ | 1,220 | \$ | 867 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.56\% |  | 2.08\% |  | 4.16\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 40 |  | 14 |
| Efficiency ratio (FTE basis) |  | 50.83 |  | 56.61 |  | 44.40 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 268,810 | \$ | 5,079 | \$ | 263,731 |
| Total earning assets ${ }^{(2)}$ |  | 692,122 |  | 657,036 |  | 264,665 |
| Total assets ${ }^{(2)}$ |  | 731,077 |  | 684,642 |  | 276,014 |
| Total deposits |  | 658,974 |  | 652,286 |  | 6,688 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 272,360 | \$ | 5,060 | \$ | 267,300 |
| Total earning assets ${ }^{(2)}$ |  | 703,277 |  | 667,733 |  | 268,354 |
| Total assets ${ }^{(2)}$ |  | 742,513 |  | 695,403 |  | 279,920 |
| Total deposits |  | 669,647 |  | 662,781 |  | 6,866 |
|  | Second Quarter 2017 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,961 | \$ | 3,302 | \$ | 2,659 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,248 |  | 1 |  | 1,247 |
| Service charges |  | 1,061 |  | 1,061 |  | - |
| Mortgage banking income |  | 140 |  | - |  | 140 |
| All other income |  | 99 |  | 96 |  | 3 |
| Total noninterest income |  | 2,548 |  | 1,158 |  | 1,390 |
| Total revenue, net of interest expense (FTE basis) |  | 8,509 |  | 4,460 |  | 4,049 |
| Provision for credit losses |  | 834 |  | 45 |  | 789 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,411 |  | 2,561 |  | 1,850 |
| Income before income taxes (FTE basis) |  | 3,264 |  | 1,854 |  | 1,410 |
| Income tax expense (FTE basis) |  | 1,233 |  | 700 |  | 533 |
| Net income | \$ | 2,031 | \$ | 1,154 | \$ | 877 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | $3.48 \%$ |  | $2.03 \%$ |  | 4.15\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 39 |  | 14 |
| Efficiency ratio (FTE basis) |  | 51.84 |  | 57.39 |  | 45.72 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 261,537 | \$ | 5,016 | \$ | 256,521 |
| Total earning assets ${ }^{(2)}$ |  | 686,064 |  | 651,677 |  | 257,130 |
| Total assets ${ }^{(2)}$ |  | 724,753 |  | 678,816 |  | 268,680 |
| Total deposits |  | 652,787 |  | 646,474 |  | 6,313 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 265,938 | \$ | 5,039 | \$ | 260,899 |
| Total earning assets ${ }^{(2)}$ |  | 696,350 |  | 661,576 |  | 261,696 |
| Total assets ${ }^{(2)}$ |  | 735,176 |  | 688,800 |  | 273,298 |
| Total deposits |  | 662,678 |  | 656,374 |  | 6,304 |

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

Consumer Banking Quarterly Results (continued)
(Dollars in millions)

|  | Third Quarter 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,289 | \$ | 2,629 | \$ | 2,660 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,218 |  | 2 |  | 1,216 |
| Service charges |  | 1,072 |  | 1,072 |  | - |
| Mortgage banking income |  | 297 |  | - |  | 297 |
| All other income (loss) |  | 92 |  | 98 |  | (6) |
| Total noninterest income |  | 2,679 |  | 1,172 |  | 1,507 |
| Total revenue, net of interest expense (FTE basis) |  | 7,968 |  | 3,801 |  | 4,167 |
| Provision for credit losses |  | 698 |  | 43 |  | 655 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,371 |  | 2,397 |  | 1,974 |
| Income before income taxes (FTE basis) |  | 2,899 |  | 1,361 |  | 1,538 |
| Income tax expense (FTE basis) |  | 1,086 |  | 510 |  | 576 |
| Net income | \$ | 1,813 | \$ | 851 | \$ | 962 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.30\% |  | 1.73\% |  | 4.31\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 28 |  | 17 |
| Efficiency ratio (FTE basis) |  | 54.86 |  | 63.03 |  | 47.40 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 248,683 | \$ | 4,837 | \$ | 243,846 |
| Total earning assets ${ }^{(2)}$ |  | 636,832 |  | 604,223 |  | 245,540 |
| Total assets ${ }^{(2)}$ |  | 674,630 |  | 630,394 |  | 257,167 |
| Total deposits |  | 605,705 |  | 598,117 |  | 7,588 |
| Allocated capital ${ }^{(1)}$ |  | 34,000 |  | 12,000 |  | 22,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 251,125 | \$ | 4,810 | \$ | 246,315 |
| Total earning assets ${ }^{(2)}$ |  | 648,972 |  | 616,853 |  | 248,233 |
| Total assets ${ }^{(2)}$ |  | 687,241 |  | 643,025 |  | 260,330 |
| Total deposits |  | 618,027 |  | 610,752 |  | 7,275 |

 Other companies may define or calculate these measures differently.
 liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer Banking

[^13]
## Bank of America Corporation and Subsidiaries

Consumer Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter 2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking | \$ | 323,490 | \$ | 291,599 |  | 329,048 | S | 325,503 | \$ | 315,772 | \$ | 306,598 | \$ | 299,147 |
| Savings |  | 52,021 |  | 47,658 |  | 52,687 |  | 52,809 |  | 50,544 |  | 48,549 |  | 48,273 |
| MMS |  | 229,773 |  | 207,033 |  | 234,288 |  | 230,363 |  | 224,563 |  | 217,394 |  | 212,096 |
| CDs and IRAs |  | 41,055 |  | 44,413 |  | 40,067 |  | 41,196 |  | 41,923 |  | 42,592 |  | 43,420 |
| Non-U.S. and other |  | 2,865 |  | 2,798 |  | 2,884 |  | 2,916 |  | 2,792 |  | 2,834 |  | 2,769 |
| Total average deposit balances | \$ | 649,204 | \$ | 593,501 |  | 658,974 | \$ | 652,787 | \$ | 635,594 | \$ | 617,967 | \$ | 605,705 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 1.99\% |  | 1.96\% |  | 2.01\% |  | 2.03\% |  | 1.94\% |  | 1.92\% |  | 1.94\% |
| Savings |  | 2.29 |  | 2.26 |  | 2.35 |  | 2.30 |  | 2.21 |  | 2.21 |  | 2.24 |
| MMS |  | 1.54 |  | 1.24 |  | 1.66 |  | 1.71 |  | 1.24 |  | 1.22 |  | 1.23 |
| CDs and IRAs |  | 1.39 |  | 0.92 |  | 1.48 |  | 1.41 |  | 1.29 |  | 1.17 |  | 1.03 |
| Non-U.S. and other |  | 1.31 |  | 0.78 |  | 1.45 |  | 1.31 |  | 1.16 |  | 1.00 |  | 0.87 |
| Total deposit spreads |  | 1.82 |  | 1.65 |  | 1.88 |  | 1.89 |  | 1.67 |  | 1.64 |  | 1.64 |
| Client brokerage assets | \$ | 167,274 | \$ | 137,985 |  | 167,274 | \$ | 159,131 | \$ | 153,786 | \$ | 144,696 | \$ | 137,985 |
| Digital banking active users (units in thousands) ${ }^{(1)}$ |  | 34,472 |  | 32,814 |  | 34,472 |  | 33,971 |  | 33,702 |  | 32,942 |  | 32,814 |
| Mobile banking active users (units in thousands) |  | 23,572 |  | 21,305 |  | 23,572 |  | 22,898 |  | 22,217 |  | 21,648 |  | 21,305 |
| Financial centers |  | 4,511 |  | 4,629 |  | 4,511 |  | 4,542 |  | 4,559 |  | 4,579 |  | 4,629 |
| ATMs |  | 15,973 |  | 15,959 |  | 15,973 |  | 15,972 |  | 15,939 |  | 15,928 |  | 15,959 |
| Total U.S. credit card ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average credit card outstandings | \$ | 90,238 | \$ | 87,362 | \$ | 91,602 | \$ | 89,464 | \$ | 89,628 | \$ | 89,521 | \$ | 88,210 |
| Ending credit card outstandings |  | 92,602 |  | 88,789 |  | 92,602 |  | 90,776 |  | 88,552 |  | 92,278 |  | 88,789 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 1,858 | \$ | 1,703 | \$ | 612 | \$ | 640 | \$ | 606 | \$ | 566 | \$ | 543 |
|  |  | 2.75\% |  | 2.60\% |  | 2.65\% |  | 2.87\% |  | 2.74\% |  | 2.52\% |  | 2.45\% |
| $30+$ delinquency | \$ | 1,657 | \$ | 1,459 | \$ | 1,657 | \$ | 1,550 | \$ | 1,580 | \$ | 1,595 | \$ | 1,459 |
|  |  | 1.79\% |  | 1.64\% |  | 1.79\% |  | 1.71\% |  | 1.78\% |  | 1.73\% |  | 1.64\% |
| $90+$ delinquency | \$ | 810 | \$ | 702 | \$ | 810 | \$ | 772 | \$ | 801 | \$ | 782 | \$ | 702 |
|  |  | 0.87\% |  | 0.79\% |  | 0.87\% |  | 0.85\% |  | 0.90\% |  | 0.85\% |  | 0.79\% |
| Other Total U.S. credit card indicators ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 9.62\% |  | 9.27\% |  | 9.76\% |  | 9.54\% |  | 9.55\% |  | 9.35\% |  | 9.30\% |
| Risk adjusted margin |  | 8.64 |  | 8.99 |  | 8.63 |  | 8.40 |  | 8.89 |  | 9.20 |  | 9.11 |
| New accounts (in thousands) |  | 3,801 |  | 3,845 |  | 1,315 |  | 1,302 |  | 1,184 |  | 1,134 |  | 1,324 |
| Purchase volumes | \$ | 179,230 | \$ | 165,412 | \$ | 62,244 | \$ | 61,665 | \$ | 55,321 | \$ | 61,020 | \$ | 57,591 |
| Debit card data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volumes |  | 220,729 | \$ | 212,316 | \$ | 74,769 | \$ | 75,349 | \$ | 70,611 | \$ | 73,296 | \$ | 71,049 |

For footnotes see page 23.

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

## Bank of America Corporation and Subsidiaries

Consumer Banking Key Indicators (continued)


[^14]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 4,653 | \$ | 4,310 | \$ | 1,496 | \$ | 1,597 | \$ | 1,560 | \$ | 1,449 | \$ | 1,394 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 8,073 |  | 7,718 |  | 2,728 |  | 2,697 |  | 2,648 |  | 2,598 |  | 2,585 |
| All other income |  | 1,181 |  | 1,245 |  | 396 |  | 401 |  | 384 |  | 330 |  | 400 |
| Total noninterest income |  | 9,254 |  | 8,963 |  | 3,124 |  | 3,098 |  | 3,032 |  | 2,928 |  | 2,985 |
| Total revenue, net of interest expense (FTE basis) |  | 13,907 |  | 13,273 |  | 4,620 |  | 4,695 |  | 4,592 |  | 4,377 |  | 4,379 |
| Provision for credit losses |  | 50 |  | 46 |  | 16 |  | 11 |  | 23 |  | 22 |  | 7 |
| Noninterest expense |  | 10,091 |  | 9,816 |  | 3,370 |  | 3,392 |  | 3,329 |  | 3,359 |  | 3,255 |
| Income before income taxes (FTE basis) |  | 3,766 |  | 3,411 |  | 1,234 |  | 1,292 |  | 1,240 |  | 996 |  | 1,117 |
| Income tax expense (FTE basis) |  | 1,420 |  | 1,270 |  | 465 |  | 488 |  | 467 |  | 362 |  | 419 |
| Net income | \$ | 2,346 | \$ | 2,141 | \$ | 769 | \$ | 804 | \$ | 773 | \$ | 634 | \$ | 698 |
| Net interest yield (FTE basis) |  | 2.32\% |  | 2.09\% |  | 2.29\% |  | 2.41\% |  | 2.28\% |  | 2.09\% |  | 2.03\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 22 |  | 22 |  | 22 |  | 23 |  | 22 |  | 19 |  | 21 |
| Efficiency ratio (FTE basis) |  | 72.56 |  | 73.96 |  | 72.95 |  | 72.24 |  | 72.51 |  | 76.74 |  | 74.32 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 151,205 | \$ | 141,169 | \$ | 154,333 | \$ | 150,812 | \$ | 148,405 | \$ | 146,180 | \$ | 143,207 |
| Total earning assets ${ }^{(2)}$ |  | 267,732 |  | 275,674 |  | 259,564 |  | 265,845 |  | 277,989 |  | 276,172 |  | 273,567 |
| Total assets ${ }^{(2)}$ |  | 283,324 |  | 291,382 |  | 275,570 |  | 281,167 |  | 293,432 |  | 291,761 |  | 288,820 |
| Total deposits |  | 247,389 |  | 256,356 |  | 239,647 |  | 245,329 |  | 257,386 |  | 256,629 |  | 253,812 |
| Allocated capital ${ }^{(1)}$ |  | 14,000 |  | 13,000 |  | 14,000 |  | 14,000 |  | 14,000 |  | 13,000 |  | 13,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 155,871 | \$ | 144,980 | \$ | 155,871 | \$ | 153,468 | \$ | 149,110 | \$ | 148,179 | \$ | 144,980 |
| Total earning assets ${ }^{(2)}$ |  | 259,548 |  | 274,288 |  | 259,548 |  | 258,744 |  | 275,214 |  | 283,151 |  | 274,288 |
| Total assets ${ }^{(2)}$ |  | 276,187 |  | 289,794 |  | 276,187 |  | 274,746 |  | 291,177 |  | 298,931 |  | 289,794 |
| Total deposits |  | 237,771 |  | 252,962 |  | 237,771 |  | 237,131 |  | 254,595 |  | 262,530 |  | 252,962 |

[^15]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Wealth \& Investment Management Key Indicators

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | Fourth Quarter 2016 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 11,452 | \$ | 10,886 | \$ | 3,796 | \$ | 3,874 | \$ | 3,782 | \$ | 3,600 | \$ | 3,617 |
| U.S. Trust |  | 2,450 |  | 2,300 |  | 822 |  | 819 |  | 809 |  | 775 |  | 761 |
| Other ${ }^{(1)}$ |  | 5 |  | 87 |  | 2 |  | 2 |  | 1 |  | 2 |  | 1 |
| Total revenue, net of interest expense (FTE basis) | \$ | 13,907 | \$ | 13,273 | \$ | 4,620 | \$ | 4,695 | \$ | 4,592 | \$ | 4,377 | \$ | 4,379 |
| Client Balances by Business, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 2,245,499 | \$ | 2,089,683 | \$ | 2,245,499 | \$ | 2,196,238 | \$ | 2,167,536 | \$ | 2,102,175 |  | 2,089,683 |
| U.S. Trust |  | 430,684 |  | 400,538 |  | 430,684 |  | 421,180 |  | 417,841 |  | 406,392 |  | 400,538 |
| Total client balances | \$ | 2,676,183 | \$ | 2,490,221 | \$ | 2,676,183 | \$ | 2,617,418 | \$ | 2,585,377 | \$ | 2,508,567 | \$ | 2,490,221 |
| Client Balances by Type, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management ${ }^{(2)}$ | \$ | 1,036,048 | \$ | 871,026 | \$ | 1,036,048 | \$ | 990,709 | \$ | 946,778 | \$ | 886,148 | \$ | 871,026 |
| Brokerage assets |  | 1,112,178 |  | 1,095,635 |  | 1,112,178 |  | 1,104,775 |  | 1,106,109 |  | 1,085,826 |  | 1,095,635 |
| Assets in custody |  | 131,680 |  | 122,804 |  | 131,680 |  | 128,538 |  | 126,086 |  | 123,066 |  | 122,804 |
| Deposits |  | 237,771 |  | 252,962 |  | 237,771 |  | 237,131 |  | 254,595 |  | 262,530 |  | 252,962 |
| Loans and leases ${ }^{(3)}$ |  | 158,506 |  | 147,794 |  | 158,506 |  | 156,265 |  | 151,809 |  | 150,997 |  | 147,794 |
| Total client balances | \$ | 2,676,183 | \$ | 2,490,221 | \$ | 2,676,183 | \$ | 2,617,418 | \$ | 2,585,377 | \$ | 2,508,567 |  | 2,490,221 |
| Assets Under Management Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management, beginning balance | \$ | 886,148 | \$ | 900,863 | \$ | 990,709 | \$ | 946,778 | \$ | 886,148 | \$ | 871,026 | \$ | 832,394 |
| Net client flows ${ }^{(4)}$ |  | 77,479 |  | 11,648 |  | 20,749 |  | 27,516 |  | 29,214 |  | 18,934 |  | 10,182 |
| Market valuation/other ${ }^{(1)}$ |  | 72,421 |  | $(41,485)$ |  | 24,590 |  | 16,415 |  | 31,416 |  | $(3,812)$ |  | 28,450 |
| Total assets under management, ending balance | \$ | 1,036,048 | \$ | 871,026 | \$ | 1,036,048 | \$ | 990,709 | \$ | 946,778 | \$ | 886,148 | \$ | 871,026 |
| $\text { Associates, at period end }{ }^{(5,6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of financial advisors |  | 17,221 |  | 16,834 |  | 17,221 |  | 17,017 |  | 16,678 |  | 16,820 |  | 16,834 |
| Total wealth advisors, including financial advisors |  | 19,108 |  | 18,714 |  | 19,108 |  | 18,881 |  | 18,538 |  | 18,678 |  | 18,714 |
| Total primary sales professionals, including financial advisors and wealth advisors |  | 20,115 |  | 19,594 |  | 20,115 |  | 19,863 |  | 19,536 |  | 19,629 |  | 19,594 |
| Merrill Lynch Global Wealth Management Metric ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial advisor productivity ${ }^{(7)}$ (in thousands) | \$ | 1,009 | \$ | 978 | \$ | 994 | \$ | 1,040 | \$ | 993 | \$ | 960 | \$ | 979 |
| U.S. Trust Metric, at period end ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Primary sales professionals |  | 1,696 |  | 1,684 |  | 1,696 |  | 1,665 |  | 1,662 |  | 1,677 |  | 1,684 |

${ }^{(1)}$ 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.
${ }^{(2)}$ Defined as managed assets under advisory and/or discretion of GWIM.
${ }^{(3)}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
${ }^{(4)}$ For the nine months ended September 30, 2016, net client flows includes $\$ 8.0$ billion of net outflows related to BofA Global Capital Management's AUM that were sold in the second quarter of 2016.
${ }^{(5)}$ Includes financial advisors in the Consumer Banking segment of 2,267, 2,206, 2,121, 2,200 and 2,171 at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
${ }^{(6)}$ Associate computation is based on headcount.
${ }^{(7)}$ 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 average 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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 8,229 | \$ | 7,440 | \$ | 2,743 | \$ | 2,711 | \$ | 2,775 | \$ | 2,502 | \$ | 2,470 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 2,351 |  | 2,284 |  | 777 |  | 809 |  | 765 |  | 810 |  | 780 |
| Investment banking fees |  | 2,661 |  | 2,230 |  | 807 |  | 929 |  | 925 |  | 654 |  | 796 |
| All other income |  | 1,739 |  | 1,942 |  | 659 |  | 590 |  | 490 |  | 583 |  | 700 |
| Total noninterest income |  | 6,751 |  | 6,456 |  | 2,243 |  | 2,328 |  | 2,180 |  | 2,047 |  | 2,276 |
| Total revenue, net of interest expense (FTE basis) |  | 14,980 |  | 13,896 |  | 4,986 |  | 5,039 |  | 4,955 |  | 4,549 |  | 4,746 |
| Provision for credit losses |  | 80 |  | 870 |  | 48 |  | 15 |  | 17 |  | 13 |  | 118 |
| Noninterest expense |  | 6,435 |  | 6,450 |  | 2,118 |  | 2,154 |  | 2,163 |  | 2,036 |  | 2,152 |
| Income before income taxes (FTE basis) |  | 8,465 |  | 6,576 |  | 2,820 |  | 2,870 |  | 2,775 |  | 2,500 |  | 2,476 |
| Income tax expense (FTE basis) |  | 3,192 |  | 2,435 |  | 1,062 |  | 1,084 |  | 1,046 |  | 912 |  | 925 |
| Net income | \$ | 5,273 | \$ | 4,141 | \$ | 1,758 | \$ | 1,786 | \$ | 1,729 | \$ | 1,588 | \$ | 1,551 |
| Net interest yield (FTE basis) |  | 3.02\% |  | 2.88\% |  | 2.99\% |  | 2.99\% |  | 3.08\% |  | 2.81\% |  | 2.83\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 18 |  | 15 |  | 17 |  | 18 |  | 18 |  | 17 |  | 17 |
| Efficiency ratio (FTE basis) |  | 42.97 |  | 46.42 |  | 42.52 |  | 42.72 |  | 43.66 |  | 44.76 |  | 45.34 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 344,683 | \$ | 332,474 | \$ | 346,093 | \$ | 345,063 | \$ | 342,857 | \$ | 337,828 | \$ | 334,363 |
| Total earning assets ${ }^{(2)}$ |  | 364,385 |  | 345,406 |  | 363,560 |  | 363,844 |  | 365,775 |  | 353,693 |  | 347,462 |
| Total assets ${ }^{(2)}$ |  | 414,867 |  | 394,425 |  | 414,755 |  | 413,950 |  | 415,908 |  | 403,625 |  | 395,479 |
| Total deposits |  | 307,163 |  | 301,175 |  | 315,692 |  | 300,483 |  | 305,197 |  | 315,359 |  | 307,288 |
| Allocated capital ${ }^{(1)}$ |  | 40,000 |  | 37,000 |  | 40,000 |  | 40,000 |  | 40,000 |  | 37,000 |  | 37,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 349,838 | \$ | 334,120 | \$ | 349,838 | \$ | 344,457 | \$ | 344,452 | \$ | 339,271 | \$ | 334,120 |
| Total earning assets ${ }^{(2)}$ |  | 371,159 |  | 349,993 |  | 371,159 |  | 360,108 |  | 366,567 |  | 356,241 |  | 349,993 |
| Total assets ${ }^{(2)}$ |  | 423,185 |  | 397,869 |  | 423,185 |  | 410,580 |  | 416,763 |  | 408,330 |  | 397,869 |
| Total deposits |  | 319,545 |  | 302,413 |  | 319,545 |  | 303,205 |  | 297,163 |  | 307,630 |  | 302,413 |

[^16]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Global Banking Key Indicators

| (Dollars in millions) |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

[^17]
## Bank of America Corporation and Subsidiaries

Investment Banking Product Rankings

|  | Nine Months Ended September 30, 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 3 | 6.3\% | 3 | 8.7\% |
| Announced mergers and acquisitions | 5 | 14.8 | 5 | 17.0 |
| Equity capital markets | 5 | 5.5 | 4 | 10.4 |
| Debt capital markets | 2 | 6.7 | 2 | 10.6 |
| High-yield corporate debt | 4 | 6.8 | 2 | 9.3 |
| Leveraged loans | 2 | 8.7 | 1 | 10.5 |
| Mortgage-backed securities | 2 | 11.8 | 2 | 12.5 |
| Asset-backed securities | 2 | 12.8 | 2 | 15.5 |
| Convertible debt | 4 | 6.5 | 1 | 14.4 |
| Common stock underwriting | 5 | 5.4 | 4 | 9.5 |
| Investment-grade corporate debt | 1 | 6.5 | 1 | 12.0 |
| Syndicated loans | 1 | 9.6 | 1 | 12.9 |

Source: Dealogic data as of October 2, 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 revenue reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising either side of the transaction.
- Each advisor receives full credit for the deal amount unless advising a minor stakeholder.


## Highlights

Global top 3 rankings in:

| Leveraged loans | Investment-grade corporate debt |
| :--- | :--- |
| Mortgage-backed securities | Syndicated loans |
| Asset-backed securities | Debt capital markets |
|  |  |
| U.S. $\boldsymbol{\text { top } \mathbf { 3 } \text { rankings } \boldsymbol { \text { in: } }} \mathrm{Convertible} \mathrm{debt}$ |  |
| High-yield corporate debt | Investment-grade corporate debt |
| Leveraged loans | Syndicated loans |
| Mortgage-backed securities | Debt capital markets |
| Asset-backed securities |  |

## Top 3 rankings excluding self-led deals:

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

## Bank of America Corporation and Subsidiaries

Global Markets Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
|  |  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 2,812 | \$ | 3,391 | \$ | 899 | \$ | 864 | \$ | 1,049 | \$ | 1,167 | \$ | 1,119 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 1,548 |  | 1,583 |  | 496 |  | 521 |  | 531 |  | 518 |  | 490 |
| Investment banking fees |  | 1,879 |  | 1,742 |  | 623 |  | 590 |  | 666 |  | 554 |  | 645 |
| Trading account profits |  | 5,634 |  | 5,401 |  | 1,714 |  | 1,743 |  | 2,177 |  | 1,149 |  | 1,934 |
| All other income |  | 682 |  | 501 |  | 168 |  | 229 |  | 285 |  | 85 |  | 170 |
| Total noninterest income |  | 9,743 |  | 9,227 |  | 3,001 |  | 3,083 |  | 3,659 |  | 2,306 |  | 3,239 |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ |  | 12,555 |  | 12,618 |  | 3,900 |  | 3,947 |  | 4,708 |  | 3,473 |  | 4,358 |
| Provision for credit losses |  | 2 |  | 23 |  | (6) |  | 25 |  | (17) |  | 8 |  | 19 |
| Noninterest expense |  | 8,117 |  | 7,690 |  | 2,710 |  | 2,650 |  | 2,757 |  | 2,482 |  | 2,656 |
| Income before income taxes (FTE basis) |  | 4,436 |  | 4,905 |  | 1,196 |  | 1,272 |  | 1,968 |  | 983 |  | 1,683 |
| Income tax expense (FTE basis) |  | 1,553 |  | 1,746 |  | 440 |  | 442 |  | 671 |  | 325 |  | 609 |
| Net income | \$ | 2,883 | \$ | 3,159 | \$ | 756 | \$ | 830 | \$ | 1,297 | \$ | 658 | \$ | 1,074 |
| Return on average allocated capital ${ }^{(2)}$ |  | 11\% |  | 11\% |  | 9\% |  | 10\% |  | 15\% |  | 7\% |  | 12\% |
| Efficiency ratio (FTE basis) |  | 64.64 |  | 60.94 |  | 69.48 |  | 67.12 |  | 58.56 |  | 71.45 |  | 60.94 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 439,142 | \$ | 411,469 | \$ | 442,283 | \$ | 452,563 | \$ | 422,359 | \$ | 417,184 | \$ | 415,417 |
| Total loans and leases |  | 70,692 |  | 69,315 |  | 72,347 |  | 69,638 |  | 70,064 |  | 70,615 |  | 69,043 |
| Total earning assets ${ }^{(3)}$ |  | 444,478 |  | 421,221 |  | 446,754 |  | 456,589 |  | 429,906 |  | 430,601 |  | 422,636 |
| Total assets |  | 631,686 |  | 582,006 |  | 642,430 |  | 645,228 |  | 607,010 |  | 595,276 |  | 584,069 |
| Total deposits |  | 32,397 |  | 34,409 |  | 32,125 |  | 31,919 |  | 33,158 |  | 33,775 |  | 32,840 |
| Allocated capital ${ }^{(2)}$ |  | 35,000 |  | 37,000 |  | 35,000 |  | 35,000 |  | 35,000 |  | 37,000 |  | 37,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(3)}$ | \$ | 426,371 | \$ | 417,517 | \$ | 426,371 | \$ | 436,193 | \$ | 418,259 | \$ | 380,562 | \$ | 417,517 |
| Total loans and leases |  | 76,225 |  | 72,144 |  | 76,225 |  | 73,973 |  | 71,053 |  | 72,743 |  | 72,144 |
| Total earning assets ${ }^{(3)}$ |  | 441,656 |  | 435,112 |  | 441,656 |  | 448,613 |  | 425,582 |  | 397,023 |  | 435,112 |
| Total assets |  | 629,270 |  | 595,165 |  | 629,270 |  | 633,193 |  | 604,015 |  | 566,060 |  | 595,165 |
| Total deposits |  | 33,382 |  | 31,692 |  | 33,382 |  | 33,363 |  | 33,629 |  | 34,927 |  | 31,692 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 214,190 | \$ | 183,928 | \$ | 216,988 | \$ | 221,569 | \$ | 203,866 | \$ | 188,729 | \$ | 185,785 |
| Reverse repurchases |  | 99,998 |  | 89,218 |  | 101,556 |  | 101,551 |  | 96,835 |  | 91,198 |  | 89,435 |
| Securities borrowed |  | 83,770 |  | 86,159 |  | 81,950 |  | 88,041 |  | 81,312 |  | 90,643 |  | 87,872 |
| Derivative assets |  | 41,184 |  | 52,164 |  | 41,789 |  | 41,402 |  | 40,346 |  | 46,614 |  | 52,325 |
| Total trading-related assets ${ }^{(3)}$ | \$ | 439,142 | \$ | 411,469 | \$ | 442,283 | \$ | 452,563 | \$ | 422,359 | \$ | 417,184 | \$ | 415,417 |

[^18]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | FirstQuarter 2017 |  | Fourth Quarter 2016 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2016 \end{aligned}$ |  |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,068 | \$ | 7,507 | \$ | 2,152 | \$ | 2,106 | \$ | 2,810 | \$ | 1,866 | \$ | 2,646 |
| Equities |  | 3,170 |  | 3,072 |  | 977 |  | 1,104 |  | 1,089 |  | 945 |  | 954 |
| Total sales and trading revenue | \$ | 10,238 | \$ | 10,579 | \$ | 3,129 | \$ | 3,210 | \$ | 3,899 | \$ | 2,811 | \$ | 3,600 |
| Sales and trading revenue, excluding debit valuation adjustment ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,350 | \$ | 7,647 | \$ | 2,166 | \$ | 2,254 | \$ | 2,930 | \$ | 1,964 | \$ | 2,767 |
| Equities |  | 3,198 |  | 3,069 |  | 984 |  | 1,115 |  | 1,099 |  | 948 |  | 960 |
| Total sales and trading revenue, excluding debit valuation adjustment | \$ | 10,548 | \$ | 10,716 | \$ | 3,150 | \$ | 3,369 | \$ | 4,029 | \$ | 2,912 | \$ | 3,727 |
| Sales and trading revenue breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 2,455 | \$ | 3,094 | \$ | 777 | \$ | 749 | \$ | 929 | \$ | 1,061 | \$ | 1,024 |
| Commissions |  | 1,525 |  | 1,561 |  | 487 |  | 514 |  | 524 |  | 510 |  | 485 |
| Trading |  | 5,631 |  | 5,400 |  | 1,712 |  | 1,743 |  | 2,176 |  | 1,147 |  | 1,934 |
| Other |  | 627 |  | 524 |  | 153 |  | 204 |  | 270 |  | 93 |  | 157 |
| Total sales and trading revenue | \$ | 10,238 | \$ | 10,579 | \$ | 3,129 | \$ | 3,210 | \$ | 3,899 | \$ | 2,811 | \$ | 3,600 |

 the third, second and first quarters of 2017 , and $\$ 68$ million and $\$ 57$ million for the fourth and third quarters of 2016, respectively.


 operating performance.

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

## Bank of America Corporation and Subsidiaries

## All Other Results ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | ThirdQuarter 2017 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2017 \end{aligned}$ |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | Fourth Quarter 2016 |  | ThirdQuarter2016 |  |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 232 | \$ | 504 | \$ | 52 | \$ | 90 | \$ | 90 | \$ | (57) | \$ | 157 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 71 |  | 145 |  | - |  | 29 |  | 42 |  | 45 |  | 46 |
| Mortgage banking income (loss) |  | (72) |  | 577 |  | (163) |  | 89 |  | 2 |  | 311 |  | 292 |
| Gains on sales of debt securities |  | 278 |  | 490 |  | 125 |  | 101 |  | 52 |  | (1) |  | 51 |
| All other income (loss) |  | 72 |  | (746) |  | (215) |  | 567 |  | (280) |  | (584) |  | (134) |
| Total noninterest income |  | 349 |  | 466 |  | (253) |  | 786 |  | (184) |  | (229) |  | 255 |
| Total revenue, net of interest expense (FTE basis) |  | 581 |  | 970 |  | (201) |  | 876 |  | (94) |  | (286) |  | 412 |
| Provision for credit losses |  | (376) |  | (71) |  | (191) |  | (159) |  | (26) |  | (29) |  | 8 |
| Noninterest expense |  | 3,790 |  | 4,510 |  | 482 |  | 1,119 |  | 2,189 |  | 954 |  | 1,047 |
| Loss before income taxes (FTE basis) |  | $(2,833)$ |  | $(3,469)$ |  | (492) |  | (84) |  | $(2,257)$ |  | $(1,211)$ |  | (643) |
| Income tax expense (benefit) (FTE basis) |  | $(2,033)$ |  | $(1,985)$ |  | (709) |  | 98 |  | $(1,422)$ |  | $(1,107)$ |  | (462) |
| Net income (loss) | \$ | (800) | \$ | $(1,484)$ | \$ | 217 | \$ | (182) | \$ | (835) | \$ | (104) | \$ | (181) |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 86,294 | \$ | 111,611 | \$ | 76,546 | \$ | 87,667 | \$ | 94,873 | \$ | 100,171 | \$ | 105,298 |
| Total assets ${ }^{(2)}$ |  | 206,171 |  | 253,966 |  | 207,040 |  | 204,055 |  | 207,423 |  | 230,392 |  | 246,492 |
| Total deposits |  | 25,629 |  | 27,588 |  | 25,273 |  | 26,320 |  | 25,297 |  | 27,218 |  | 27,541 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(3)}$ | \$ | 72,823 | \$ | 102,639 | \$ | 72,823 | \$ | 78,830 | \$ | 92,711 | \$ | 96,713 | \$ | 102,639 |
| Total assets ${ }^{(4)}$ |  | 212,741 |  | 225,245 |  | 212,741 |  | 200,834 |  | 201,659 |  | 212,048 |  | 225,245 |
| Total deposits |  | 24,072 |  | 27,801 |  | 24,072 |  | 26,603 |  | 25,147 |  | 23,061 |  | 27,801 |

${ }^{(1)}$ All Other consists of ALM activities, equity investments, non-core mortgage loans and servicing activities, the net impact of periodic revisions to the MSR valuation model for both core and non-core MSRs and the related economic hedge results 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.
${ }^{(2)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 517.9$ billion and $\$ 497.8$ billion for the nine months ended September 30, 2017 and 2016; $\$ 510.1$ billion, $\$ 521.8$ billion, $\$ 522.0$ billion, $\$ 506.5$ billion and $\$ 500.4$ billion for the third, second, and first quarters of 2017, and the fourth and third quarters of 2016.
${ }^{(3)}$ Includes $\$ 9.5$ billion and $\$ 9.2$ billion of non-U.S. credit card loans, which were included in assets of business held for sale on the Consolidated Balance Sheet at March 31 , 2017 and December 31, 2016. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
${ }^{(4)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 515.0$ billion, $\$ 517.7$ billion, $\$ 543.4$ billion, $\$ 518.7$ billion and $\$ 508.5$ billion at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.

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

## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  |
| Consumer |  |  |  |  |  |  |
| Residential mortgage ${ }^{(1)}$ | \$ | 199,446 | \$ | 197,446 | \$ | 187,968 |
| Home equity |  | 59,752 |  | 61,942 |  | 68,997 |
| U.S. credit card |  | 92,602 |  | 90,776 |  | 88,789 |
| Non-U.S. credit card ${ }^{(2)}$ |  | - |  | - |  | 9,258 |
| Direct/Indirect consumer ${ }^{(3)}$ |  | 93,391 |  | 93,493 |  | 93,294 |
| Other consumer ${ }^{(4)}$ |  | 2,424 |  | 2,658 |  | 2,389 |
| Total consumer loans excluding loans accounted for under the fair value option |  | 447,615 |  | 446,315 |  | 450,695 |
| Consumer loans accounted for under the fair value option ${ }^{(5)}$ |  | 978 |  | 1,035 |  | 1,768 |
| Total consumer |  | 448,593 |  | 447,350 |  | 452,463 |
| Commercial | Commercial |  |  |  |  |  |
| U.S. commercial ${ }^{(6)}$ |  | 296,280 |  | 291,235 |  | 280,096 |
| Commercial real estate ${ }^{(7)}$ |  | 59,628 |  | 59,177 |  | 57,303 |
| Commercial lease financing |  | 21,413 |  | 21,828 |  | 21,309 |
| Non-U.S. commercial |  | 95,896 |  | 90,786 |  | 87,497 |
| Total commercial loans excluding loans accounted for under the fair value option |  | 473,217 |  | 463,026 |  | 446,205 |
| Commercial loans accounted for under the fair value option ${ }^{(5)}$ |  | 5,307 |  | 6,290 |  | 6,340 |
| Total commercial |  | 478,524 |  | 469,316 |  | 452,545 |
| Total loans and leases | \$ | 927,117 | \$ | 916,666 | \$ | 905,008 |

 option loans.
${ }^{(2)}$ During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.

 and other consumer loans of $\$ 682$ million, $\$ 657$ million and $\$ 1.1$ billion at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
 $\$ 151$ million at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.



 respectively.
 2017, June 30, 2017 and September 30, 2016, respectively.
(Dollars in millions)

|  | Third Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All <br> Other |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | S | 199,240 | S | 68,167 | \$ | 69,518 | \$ | - | \$ | - | \$ | 61,555 |
| Home equity |  | 61,225 |  | 41,585 |  | 4,395 |  | - |  | 364 |  | 14,881 |
| U.S. credit card |  | 91,602 |  | 88,614 |  | 2,988 |  | - |  | - |  | - |
| Direct/Indirect consumer |  | 93,510 |  | 50,067 |  | 42,989 |  | - |  | - |  | 454 |
| Other consumer |  | 2,762 |  | 2,349 |  | 5 |  | 1 |  | - |  | 407 |
| Total consumer |  | 448,339 |  | 250,782 |  | 119,895 |  | 1 |  | 364 |  | 77,297 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 293,203 |  | 18,007 |  | 30,999 |  | 197,841 |  | 46,112 |  | 244 |
| Commercial real estate |  | 59,044 |  | 20 |  | 3,412 |  | 49,247 |  | 6,328 |  | 37 |
| Commercial lease financing |  | 21,818 |  | - |  | 3 |  | 22,778 |  | 106 |  | $(1,069)$ |
| Non-U.S. commercial |  | 95,725 |  | 1 |  | 24 |  | 76,226 |  | 19,437 |  | 37 |
| Total commercial |  | 469,790 |  | 18,028 |  | 34,438 |  | 346,092 |  | 71,983 |  | (751) |
| Total loans and leases | \$ | 918,129 | \$ | 268,810 | \$ | 154,333 | \$ | 346,093 | \$ | 72,347 | \$ | 76,546 |


|  | Total Corporation |  | Consumer <br> Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 195,935 | \$ | 62,983 | \$ | 67,628 | \$ | - | \$ | - | \$ | 65,324 |
| Home equity |  | 63,332 |  | 42,675 |  | 4,563 |  | 1 |  | 351 |  | 15,742 |
| U.S. credit card |  | 89,464 |  | 86,519 |  | 2,945 |  | - |  | - |  | - |
| Non-U.S. credit card ${ }^{(1)}$ |  | 6,494 |  | - |  | - |  | - |  | - |  | 6,494 |
| Direct/Indirect consumer |  | 93,146 |  | 49,319 |  | 43,352 |  | - |  | - |  | 475 |
| Other consumer |  | 2,629 |  | 2,190 |  | 6 |  | - |  | - |  | 433 |
| Total consumer |  | 451,000 |  | 243,686 |  | 118,494 |  | 1 |  | 351 |  | 88,468 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 291,162 |  | 17,831 |  | 29,125 |  | 200,577 |  | 43,353 |  | 276 |
| Commercial real estate |  | 58,198 |  | 20 |  | 3,168 |  | 49,122 |  | 5,831 |  | 57 |
| Commercial lease financing |  | 21,649 |  | - |  | 3 |  | 22,634 |  | 164 |  | $(1,152)$ |
| Non-U.S. commercial |  | 92,708 |  | - |  | 22 |  | 72,729 |  | 19,939 |  | 18 |
| Total commercial |  | 463,717 |  | 17,851 |  | 32,318 |  | 345,062 |  | 69,287 |  | (801) |
| Total loans and leases | \$ | $\underline{914,717}$ | \$ | $\underline{261,537}$ | \$ | $\underline{150,812}$ | \$ | 345,063 | \$ | 69,638 | \$ | 87,667 |
|  |  |  |  |  |  | Third Qua | er |  |  |  |  |  |
|  |  | Total poration |  | sumer <br> nking |  | WIM |  | obal nking |  |  |  | All <br> ther |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 188,234 | \$ | 49,919 | \$ | 61,032 | \$ | - | \$ | - | \$ | 77,283 |
| Home equity |  | 70,603 |  | 46,603 |  | 5,090 |  | - |  | 342 |  | 18,568 |
| U.S. credit card |  | 88,210 |  | 85,170 |  | 3,039 |  | - |  | - |  | 1 |
| Non-U.S. credit card |  | 9,256 |  | - |  | - |  | - |  | - |  | 9,256 |
| Direct/Indirect consumer |  | 92,870 |  | 48,099 |  | 44,242 |  | 1 |  | - |  | 528 |
| Other consumer |  | 2,358 |  | 1,850 |  | 4 |  | 1 |  | - |  | 503 |
| Total consumer |  | 451,531 |  | 231,641 |  | 113,407 |  | 2 |  | 342 |  | 106,139 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 276,833 |  | 17,019 |  | 27,045 |  | 190,032 |  | 42,367 |  | 370 |
| Commercial real estate |  | 57,606 |  | 23 |  | 2,727 |  | 48,714 |  | 6,063 |  | 79 |
| Commercial lease financing |  | 21,194 |  | - |  | 3 |  | 22,231 |  | 248 |  | $(1,288)$ |
| Non-U.S. commercial |  | 93,430 |  | - |  | 25 |  | 73,384 |  | 20,023 |  | (2) |
| Total commercial |  | 449,063 |  | 17,042 |  | 29,800 |  | 334,361 |  | 68,701 |  | (841) |
| Total loans and leases | \$ | 900,594 | \$ | 248,683 | \$ | 143,207 | \$ | 334,363 | \$ | 69,043 | \$ | 105,298 |

[^19]
## Bank of America Corporation and Subsidiaries

Commercial Credit Exposure by Industry ${ }^{(1,2,3,4)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  |
| Diversified financials | \$ | 81,120 | \$ | 80,979 | \$ | 76,639 | \$ | 128,879 | \$ | 126,267 | \$ | 122,795 |
| Real estate ${ }^{(5)}$ |  | 64,030 |  | 63,480 |  | 61,522 |  | 85,351 |  | 85,115 |  | 84,057 |
| Retailing |  | 43,061 |  | 42,841 |  | 40,633 |  | 68,665 |  | 74,396 |  | 63,782 |
| Capital goods |  | 35,919 |  | 34,373 |  | 34,364 |  | 67,385 |  | 66,302 |  | 63,478 |
| Healthcare equipment and services |  | 38,201 |  | 36,749 |  | 37,553 |  | 57,425 |  | 56,365 |  | 65,780 |
| Government and public education |  | 46,537 |  | 46,057 |  | 45,244 |  | 56,494 |  | 54,695 |  | 54,600 |
| Materials |  | 24,463 |  | 22,964 |  | 23,135 |  | 47,546 |  | 45,851 |  | 44,508 |
| Banking |  | 38,578 |  | 38,117 |  | 39,533 |  | 43,637 |  | 42,675 |  | 46,644 |
| Food, beverage and tobacco |  | 23,471 |  | 22,211 |  | 19,771 |  | 42,650 |  | 42,421 |  | 39,181 |
| Consumer services |  | 27,446 |  | 27,061 |  | 26,778 |  | 42,410 |  | 42,383 |  | 41,982 |
| Energy |  | 16,251 |  | 17,044 |  | 19,741 |  | 36,629 |  | 36,878 |  | 38,746 |
| Commercial services and supplies |  | 22,137 |  | 21,336 |  | 23,830 |  | 35,448 |  | 34,137 |  | 38,202 |
| Transportation |  | 21,781 |  | 20,917 |  | 20,428 |  | 30,124 |  | 28,886 |  | 27,760 |
| Utilities |  | 12,078 |  | 12,176 |  | 12,408 |  | 27,281 |  | 27,273 |  | 28,154 |
| Media |  | 13,400 |  | 13,195 |  | 13,171 |  | 25,998 |  | 24,911 |  | 25,587 |
| Individuals and trusts |  | 18,860 |  | 17,619 |  | 16,775 |  | 24,728 |  | 22,971 |  | 22,341 |
| Pharmaceuticals and biotechnology |  | 7,568 |  | 5,670 |  | 6,037 |  | 20,231 |  | 18,936 |  | 25,162 |
| Software and services |  | 9,256 |  | 9,164 |  | 8,193 |  | 18,440 |  | 18,361 |  | 18,344 |
| Technology hardware and equipment |  | 7,972 |  | 7,846 |  | 8,564 |  | 17,519 |  | 18,092 |  | 19,965 |
| Insurance, including monolines |  | 6,731 |  | 6,049 |  | 6,041 |  | 13,021 |  | 11,938 |  | 12,250 |
| Telecommunication services |  | 5,870 |  | 6,237 |  | 5,952 |  | 12,935 |  | 14,535 |  | 11,372 |
| Automobiles and components |  | 5,710 |  | 5,391 |  | 5,252 |  | 12,687 |  | 11,546 |  | 12,897 |
| Consumer durables and apparel |  | 6,403 |  | 6,400 |  | 5,804 |  | 12,224 |  | 12,161 |  | 10,965 |
| Food and staples retailing |  | 5,006 |  | 4,771 |  | 4,899 |  | 9,367 |  | 9,265 |  | 8,848 |
| Religious and social organizations |  | 4,196 |  | 4,259 |  | 4,662 |  | 6,133 |  | 6,071 |  | 6,429 |
| Other |  | 10,376 |  | 10,458 |  | 5,886 |  | 16,285 |  | 15,461 |  | 13,093 |
| Total commercial credit exposure by industry | \$ | 596,421 | \$ | 583,364 | \$ | 572,815 | \$ | 959,492 | \$ | 947,892 | \$ | 946,922 |
| Net credit default protection purchased on total commitments ${ }^{(6)}$ |  |  |  |  |  |  | \$ | $(2,098)$ | \$ | $(1,875)$ | \$ | $(4,586)$ |

[^20]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

|  | Funded Loans and Loan Equivalents ${ }^{(1)}$ |  | Unfunded Loan Commitments |  | Net <br> Counterparty Exposure |  | Securities/ Other Investments ${ }^{(2)}$ |  | Country Exposure at September 30 2017 |  | Hedges and Credit Default Protection ${ }^{(3)}$ |  | Net Country Exposure at September 30 $2017{ }^{(4)}$ |  | Increase <br> (Decrease) from June 30 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| United Kingdom | \$ | 28,518 | \$ | 14,359 | \$ | 5,020 | \$ | 2,619 | \$ | 50,516 | \$ | $(4,814)$ | \$ | 45,702 | \$ | 7,132 |
| Germany |  | 12,374 |  | 9,093 |  | 1,720 |  | 3,603 |  | 26,790 |  | $(3,607)$ |  | 23,183 |  | (50) |
| Canada |  | 7,942 |  | 7,725 |  | 2,012 |  | 2,460 |  | 20,139 |  | (647) |  | 19,492 |  | 512 |
| Japan |  | 11,234 |  | 549 |  | 1,720 |  | 4,823 |  | 18,326 |  | $(1,690)$ |  | 16,636 |  | 2,993 |
| China |  | 11,852 |  | 711 |  | 509 |  | 1,345 |  | 14,417 |  | (234) |  | 14,183 |  | 2,145 |
| Brazil |  | 7,665 |  | 379 |  | 382 |  | 3,476 |  | 11,902 |  | (315) |  | 11,587 |  | (847) |
| France |  | 5,047 |  | 5,711 |  | 2,141 |  | 4,245 |  | 17,144 |  | $(5,654)$ |  | 11,490 |  | (635) |
| India |  | 6,792 |  | 265 |  | 385 |  | 3,573 |  | 11,015 |  | (953) |  | 10,062 |  | 578 |
| Australia |  | 5,096 |  | 2,810 |  | 415 |  | 1,994 |  | 10,315 |  | (515) |  | 9,800 |  | (633) |
| Netherlands |  | 5,137 |  | 3,488 |  | 763 |  | 1,428 |  | 10,816 |  | $(2,015)$ |  | 8,801 |  | (628) |
| Hong Kong |  | 6,845 |  | 200 |  | 580 |  | 704 |  | 8,329 |  | (43) |  | 8,286 |  | (311) |
| South Korea |  | 4,984 |  | 610 |  | 757 |  | 2,048 |  | 8,399 |  | (418) |  | 7,981 |  | (34) |
| Mexico |  | 3,901 |  | 1,616 |  | 228 |  | 1,650 |  | 7,395 |  | (548) |  | 6,847 |  | 1,073 |
| Singapore |  | 2,996 |  | 315 |  | 790 |  | 2,128 |  | 6,229 |  | (65) |  | 6,164 |  | (375) |
| Switzerland |  | 3,414 |  | 3,093 |  | 300 |  | 107 |  | 6,914 |  | $(1,613)$ |  | 5,301 |  | (188) |
| Italy |  | 2,483 |  | 1,479 |  | 587 |  | 566 |  | 5,115 |  | $(1,114)$ |  | 4,001 |  | 1,170 |
| Belgium |  | 2,274 |  | 777 |  | 114 |  | 1,051 |  | 4,216 |  | (313) |  | 3,903 |  | 1,511 |
| Turkey |  | 2,741 |  | 60 |  | 37 |  | 272 |  | 3,110 |  | (1) |  | 3,109 |  | 540 |
| Spain |  | 1,740 |  | 1,156 |  | 299 |  | 1,023 |  | 4,218 |  | $(1,172)$ |  | 3,046 |  | 273 |
| United Arab Emirates |  | 2,186 |  | 111 |  | 284 |  | 78 |  | 2,659 |  | (91) |  | 2,568 |  | 296 |
| Total top 20 non-U.S. countries exposure | \$ | 135,221 | \$ | 54,507 | \$ | 19,043 | \$ | 39,193 | \$ | 247,964 | \$ | $(25,822)$ | \$ | 222,142 | \$ | 14,522 |

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

 payable.
${ }^{(4)}$ Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

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

## Bank of America Corporation and Subsidiaries

## Nonperforming Loans, Leases and Foreclosed Properties



[^21]| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2017 \end{gathered}$ |  | March 31 2017 |  | $\begin{gathered} \text { December } 31 \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 325 | \$ | 267 | \$ | 426 | \$ | 264 | \$ | 274 |
| Nonperforming loans accounted for under the fair value option |  | 62 |  | 79 |  | 95 |  | 132 |  | 293 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 24 |  | 22 |  | 28 |  | 27 |  | 27 |

${ }^{(5)}$ Includes $\$ 137$ million and $\$ 130$ million of non-U.S. credit card loans at March 31, 2017 and December 31, 2016, which were included in assets of business held for sale on the Consolidated Balance Sheet. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
${ }^{(6)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 42$ million, $\$ 25$ million, $\$ 137$ million, $\$ 261$ million and $\$ 18$ million at September 30, 2017 , June 30 , 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively, and loans held-for-sale past due 90 days or more and still accruing of $\$ 6$ million, $\$ 82$ million and $\$ 182$ million at September 30, 2017, March 31, 2017 and December 31, 2016, respectively, and $\$ 0$ for other periods presented. At September 30, 2017, June 30, 2017, March 31, 2017 , December 31, 2016 and September 30, 2016, there were $\$ 40$ million, $\$ 37$ million, $\$ 31$ million, $\$ 38$ million and $\$ 115$ million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.
${ }^{(7)}$ These balances are excluded from total nonperforming loans, leases and foreclosed properties.
${ }^{(8)}$ Includes $\$ 71$ million and $\$ 66$ million of non-U.S. credit card loans at March 31, 2017 and December 31, 2016, which were included in assets of business held for sale on the Consolidated Balance Sheet.
${ }^{(9)}$ Total assets and total loans and leases do not include loans accounted for under the fair value option of $\$ 6.3$ billion, $\$ 7.3$ billion, $\$ 7.5$ billion, $\$ 7.1$ billion and $\$ 8.1$ billion at September 30 , 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
${ }^{(10)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

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

## Bank of America Corporation and Subsidiaries

Nonperforming Loans, Leases and Foreclosed Properties Activity ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | Fourth Quarter 2016 |  | Third Quarter 2016 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 5,282 | \$ | 5,546 | \$ | 6,004 | \$ | 6,350 | \$ | 6,705 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 999 |  | 682 |  | 818 |  | 911 |  | 831 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (117) |  | (170) |  | (230) |  | (190) |  | (220) |
| Sales |  | (162) |  | (119) |  | (142) |  | (273) |  | (237) |
| Returns to performing status ${ }^{(2)}$ |  | (347) |  | (368) |  | (386) |  | (408) |  | (383) |
| Charge-offs ${ }^{(3)}$ |  | (346) |  | (259) |  | (240) |  | (269) |  | (279) |
| Transfers to foreclosed properties |  | (57) |  | (53) |  | (57) |  | (62) |  | (67) |
| Transfers (to) from loans held-for-sale |  | - |  | 23 |  | (221) |  | (55) |  | - |
| Total net reductions to nonperforming loans and leases |  | (30) |  | (264) |  | (458) |  | (346) |  | (355) |
| Total nonperforming consumer loans and leases, end of period |  | 5,252 |  | 5,282 |  | 5,546 |  | 6,004 |  | 6,350 |
| Foreclosed properties |  | 259 |  | 285 |  | 328 |  | 363 |  | 372 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 5,511 | \$ | 5,567 | \$ | 5,874 | \$ | 6,367 | \$ | 6,722 |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,520 | \$ | 1,728 | \$ | 1,703 | \$ | 1,999 | \$ | 1,659 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 384 |  | 281 |  | 458 |  | 254 |  | 890 |
| Advances |  | 28 |  | 7 |  | 14 |  | 4 |  | 2 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (270) |  | (266) |  | (267) |  | (226) |  | (267) |
| Sales |  | (61) |  | (33) |  | (22) |  | (152) |  | (73) |
| Return to performing status ${ }^{(5)}$ |  | (100) |  | (86) |  | (54) |  | (90) |  | (101) |
| Charge-offs |  | (145) |  | (85) |  | (82) |  | (84) |  | (102) |
| Transfers to foreclosed properties |  | - |  | (5) |  | (22) |  | (2) |  | - |
| Transfers to loans held-for-sale |  | (38) |  | (21) |  | - |  | - |  | (9) |
| Total net additions (reductions) to nonperforming loans and leases |  | (202) |  | (208) |  | 25 |  | (296) |  | 340 |
| Total nonperforming commercial loans and leases, end of period |  | 1,318 |  | 1,520 |  | 1,728 |  | 1,703 |  | 1,999 |
| Foreclosed properties |  | 40 |  | 40 |  | 35 |  | 14 |  | 16 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,358 | \$ | 1,560 | \$ | 1,763 | \$ | 1,717 | \$ | 2,015 |

[^22]| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2017 |  |  | Second Quarter 2017 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  |  | Fourth Quarter 2016 |  |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  |  |
| Net Charge-offs | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | (82) | (0.16)\% | \$ | (19) | (0.04)\% | \$ | 17 | 0.04\% | \$ | 2 | -\% | \$ | 4 | 0.01\% |
| Home equity |  | 83 | 0.54 |  | 50 | 0.32 |  | 64 | 0.40 |  | 70 | 0.41 |  | 97 | 0.55 |
| U.S. credit card |  | 612 | 2.65 |  | 640 | 2.87 |  | 606 | 2.74 |  | 566 | 2.52 |  | 543 | 2.45 |
| Non-U.S. credit card ${ }^{(4)}$ |  | - | - |  | 31 | 1.89 |  | 44 | 1.91 |  | 41 | 1.80 |  | 43 | 1.83 |
| Direct/Indirect consumer |  | 67 | 0.28 |  | 32 | 0.14 |  | 48 | 0.21 |  | 43 | 0.19 |  | 34 | 0.14 |
| Other consumer |  | 51 | 7.23 |  | 17 | 2.64 |  | 48 | 7.61 |  | 53 | 8.57 |  | 57 | 9.74 |
| Total consumer |  | 731 | 0.65 |  | 751 | 0.67 |  | 827 | 0.74 |  | 775 | 0.68 |  | 778 | 0.69 |
| U.S. commercial ${ }^{(5)}$ |  | 80 | 0.11 |  | 52 | 0.08 |  | 44 | 0.06 |  | 29 | 0.04 |  | 62 | 0.10 |
| Commercial real estate |  | 2 | 0.02 |  | 5 | 0.03 |  | (4) | (0.03) |  | - | - |  | (23) | (0.16) |
| Commercial lease financing |  | (1) | (0.02) |  | 1 | 0.01 |  | - | - |  | 2 | 0.05 |  | 6 | 0.11 |
| Non-U.S. commercial |  | 33 | 0.14 |  | 46 | 0.21 |  | 15 | 0.07 |  | 23 | 0.10 |  | 10 | 0.04 |
|  |  | 114 | 0.10 |  | 104 | 0.09 |  | 55 | 0.05 |  | 54 | 0.05 |  | 55 | 0.05 |
| U.S. small business commercial |  | 55 | 1.61 |  | 53 | 1.60 |  | 52 | 1.61 |  | 51 | 1.55 |  | 55 | 1.67 |
| Total commercial |  | 169 | 0.14 |  | 157 | 0.14 |  | 107 | 0.10 |  | 105 | 0.09 |  | 110 | 0.10 |
| Total net charge-offs | \$ | 900 | 0.39 | \$ | 908 | 0.40 | \$ | 934 | 0.42 | \$ | 880 | 0.39 | \$ | 888 | 0.40 |
| By Business Segment and All Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 800 | 1.18 \% | \$ | 791 | 1.21 \% | \$ | 772 | 1.21\% | \$ | 732 | 1.15\% | \$ | 710 | 1.14\% |
| Global Wealth \& Investment Management |  | 11 | 0.03 |  | 8 | 0.02 |  | 21 | 0.06 |  | 17 | 0.05 |  | 12 | 0.03 |
| Global Banking |  | 106 | 0.12 |  | 98 | 0.11 |  | 51 | 0.06 |  | 50 | 0.06 |  | 57 | 0.07 |
| Global Markets |  | 23 | 0.13 |  | 1 | 0.01 |  | - | - |  | - | - |  | 4 | 0.02 |
| All Other ${ }^{(4)}$ |  | (40) | (0.21) |  | 10 | 0.05 |  | 90 | 0.39 |  | 81 | 0.33 |  | 105 | 0.41 |
| Total net charge-offs | \$ | 900 | 0.39 | \$ | 908 | 0.40 | \$ | 934 | 0.42 | \$ | 880 | 0.39 | \$ | 888 | 0.40 |

[^23]
## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

| Net Charge-offs | Nine Months Ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  |  | 2016 |  |  |
|  | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage ${ }^{(3)}$ | \$ | (84) | (0.06)\% | \$ | 129 | 0.09\% |
| Home equity |  | 197 | 0.42 |  | 335 | 0.61 |
| U.S. credit card |  | 1,858 | 2.75 |  | 1,703 | 2.60 |
| Non-U.S. credit card ${ }^{(4)}$ |  | 75 | 1.91 |  | 134 | 1.84 |
| Direct/Indirect consumer |  | 147 | 0.21 |  | 91 | 0.13 |
| Other consumer |  | 116 | 5.83 |  | 152 | 9.09 |
| Total consumer |  | 2,309 | 0.69 |  | 2,544 | 0.76 |
| U.S. commercial ${ }^{(5)}$ |  | 176 | 0.09 |  | 155 | 0.08 |
| Commercial real estate |  | 3 | 0.01 |  | (31) | (0.07) |
| Commercial lease financing |  | - | - |  | 19 | 0.12 |
| Non-U.S. commercial |  | 94 | 0.14 |  | 97 | 0.14 |
|  |  | 273 | 0.08 |  | 240 | 0.08 |
| U.S. small business commercial |  | 160 | 1.60 |  | 157 | 1.62 |
| Total commercial |  | 433 | 0.13 |  | 397 | 0.12 |
| Total net charge-offs | \$ | 2,742 | 0.40 | \$ | 2,941 | 0.44 |
|  | By Business Segment and All Other |  |  |  |  |  |
| Consumer Banking | \$ | 2,363 | 1.20 \% | \$ | 2,164 | 1.19\% |
| Global Wealth \& Investment Management |  | 40 | 0.04 |  | 31 | 0.03 |
| Global Banking |  | 255 | 0.10 |  | 241 | 0.10 |
| Global Markets |  | 24 | 0.05 |  | 9 | 0.02 |
| All Other ${ }^{(4)}$ |  | 60 | 0.09 |  | 496 | 0.60 |
| Total net charge-offs | \$ | 2,742 | 0.40 | \$ | 2,941 | 0.44 |

${ }^{(1)}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.41 and 0.45 for the nine months ended September 30, 2017 and 2016.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 161$ million and $\$ 270$ million for the nine months ended September 30, 2017 and 2016. Including the write-offs of purchased creditimpaired 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 and 0.48 for the nine months ended September 30, 2017 and 2016.
${ }^{(3)}$ Includes loan sales charge-offs (recoveries) of (\$102) million and $\$ 35$ million for the nine months ended September 30, 2017 and 2016.
${ }^{(4)}$ Represents net charge-offs of non-U.S. credit card loans recorded in All Other, which were included in assets of business held for sale on the Consolidated Balance Sheet at March 31, 2017. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
${ }^{(5)}$ Excludes U.S. small business commercial loans.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2017 |  |  |  | June 30, 2017 |  |  |  | September 30, 2016 |  |  |  |
| Allowance for loan and lease losses | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of <br> Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of <br> Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount |  | $\begin{gathered} \begin{array}{c} \text { Percent } \\ \text { of } \\ \text { Total } \end{array} \\ \hline 9.31 \% \end{gathered}$ | Percent of <br> Loans and Leases <br> Outstanding ${ }^{(1,2)}$ |
| Residential mortgage | \$ | 813 | 7.60\% | 0.41\% | \$ | 901 | 8.28\% | 0.46\% | \$ | 1,088 |  | 0.58\% |
| Home equity |  | 1,219 | 11.40 | 2.04 |  | 1,408 | 12.95 | 2.27 |  | 1,901 | 16.26 | 2.75 |
| U.S. credit card |  | 3,263 | 30.52 | 3.52 |  | 3,063 | 28.17 | 3.37 |  | 2,857 | 24.44 | 3.22 |
| Non-U.S.credit card ${ }^{(3)}$ |  | - | - | - |  | - | - | - |  | 258 | 2.21 | 2.79 |
| Direct/Indirect consumer |  | 255 | 2.38 | 0.27 |  | 273 | 2.51 | 0.29 |  | 227 | 1.94 | 0.24 |
| Other consumer |  | 32 | 0.30 | 1.32 |  | 50 | 0.46 | 1.84 |  | 48 | 0.39 | 2.01 |
| Total consumer |  | 5,582 | 52.20 | 1.25 |  | 5,695 | 52.37 | 1.28 |  | 6,379 | 54.55 | 1.42 |
| U.S. commercial ${ }^{(4)}$ |  | 3,199 | 29.92 | 1.08 |  | 3,250 | 29.89 | 1.12 |  | 3,427 | 29.31 | 1.22 |
| Commercial real estate |  | 956 | 8.94 | 1.60 |  | 949 | 8.73 | 1.60 |  | 915 | 7.83 | 1.60 |
| Commercial lease financing |  | 144 | 1.35 | 0.67 |  | 151 | 1.38 | 0.69 |  | 141 | 1.21 | 0.66 |
| Non-U.S.commercial |  | 812 | 7.59 | 0.85 |  | 830 | 7.63 | 0.91 |  | 830 | 7.10 | 0.95 |
| Total commercial ${ }^{(5)}$ |  | 5,111 | 47.80 | 1.08 |  | 5,180 | 47.63 | 1.12 |  | 5,313 | 45.45 | 1.19 |
| Allowance for loan and lease losses |  | 10,693 | 100.00\% | 1.16 |  | 10,875 | 100.00\% | 1.20 |  | 11,692 | 100.00\% | 1.30 |
| Reserve for unfunded lending commitments |  | 762 |  |  |  | 757 |  |  |  | 767 |  |  |
| Allowance for credit losses |  | 11,455 |  |  | \$ | 11,632 |  |  | \$ | 12,459 |  |  |

## Asset Quality Indicators

| Allowance for loan and lease losses/Total loans and leases ${ }^{(2)}$ | 1.16\% | 1.20\% | 1.30\% |
| :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total loans and leases (excluding purchased credit-impaired loans) ${ }^{(2,6)}$ | 1.14 | 1.17 | 1.27 |
| Allowance for loan and lease losses/Total nonperforming loans and leases ${ }^{(7)}$ | 163 | 160 | 140 |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total nonperforming loans and leases ${ }^{(6,7)}$ | 158 | 154 | 135 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs ${ }^{(8)}$ | 3.00 | 2.99 | 3.31 |
| Ratio of the allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Annualized net charge-offs ${ }^{(6,8)}$ | 2.91 | 2.88 | 3.18 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs and purchased credit-impaired write-offs | 2.77 | 2.82 | 3.03 |

[^24]Certain prior period amounts have been reclassified to conform to current period presentation.

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP 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 42 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30 , 2017 and 2016 and the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 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.

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2017 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | First Quarter 2017 |  | Fourth Quarter 2016 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | 2016 |  |  |  |  |  |  |  |  |  |  |  |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 33,205 | \$ | 30,804 | \$ | 11,161 | \$ | 10,986 | \$ | 11,058 | \$ | 10,292 | \$ | 10,201 |
| Fully taxable-equivalent adjustment |  | 674 |  | 666 |  | 240 |  | 237 |  | 197 |  | 234 |  | 228 |
| Net interest income on a fully taxable-equivalent basis | \$ | 33,879 | \$ | 31,470 | \$ | 11,401 | \$ | 11,223 | \$ | 11,255 | \$ | 10,526 | \$ | 10,429 |

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

| Total revenue, net of interest expense | \$ | 66,916 | \$ | 63,711 | \$ | 21,839 | \$ | 22,829 | \$ | 22,248 | \$ | 19,990 | \$ | 21,635 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fully taxable-equivalent adjustment |  | 674 |  | 666 |  | 240 |  | 237 |  | 197 |  | 234 |  | 228 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 67,590 | \$ | 64,377 | \$ | 22,079 | \$ | 23,066 | \$ | 22,445 | \$ | 20,224 | \$ | 21,863 |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense | \$ | 7,096 | \$ | 5,888 | \$ | 2,279 | \$ | 3,108 | \$ | 1,709 | \$ | 1,359 | \$ | 2,349 |
| Fully taxable-equivalent adjustment |  | 674 |  | 666 |  | 240 |  | 237 |  | 197 |  | 234 |  | 228 |
| Income tax expense on a fully taxable-equivalent basis | \$ | 7,770 | \$ | 6,554 | \$ | 2,519 | \$ | 3,345 | \$ | 1,906 | \$ | 1,593 | \$ | 2,577 |
| Reconciliation of average common shareholders' equity to average tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 246,195 | \$ | 240,440 | \$ | 249,624 | \$ | 246,003 | \$ | 242,883 | \$ | 245,139 | \$ | 243,679 |
| Goodwill |  | $(69,398)$ |  | $(69,752)$ |  | $(68,969)$ |  | $(69,489)$ |  | $(69,744)$ |  | $(69,745)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,737)$ |  | $(3,480)$ |  | $(2,549)$ |  | $(2,743)$ |  | $(2,923)$ |  | $(3,091)$ |  | $(3,276)$ |
| Related deferred tax liabilities |  | 1,503 |  | 1,666 |  | 1,465 |  | 1,506 |  | 1,539 |  | 1,580 |  | 1,628 |
| Tangible common shareholders' equity | \$ | 175,563 | \$ | 168,874 | \$ | 179,571 | \$ | 175,277 | \$ | 171,755 | \$ | 173,883 | \$ | 172,287 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 271,012 | \$ | 264,907 | \$ | 273,648 | \$ | 271,223 | \$ | 268,103 | \$ | 270,360 | \$ | 268,899 |
| Goodwill |  | $(69,398)$ |  | $(69,752)$ |  | $(68,969)$ |  | $(69,489)$ |  | $(69,744)$ |  | $(69,745)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,737)$ |  | $(3,480)$ |  | $(2,549)$ |  | $(2,743)$ |  | $(2,923)$ |  | $(3,091)$ |  | $(3,276)$ |
| Related deferred tax liabilities |  | 1,503 |  | 1,666 |  | 1,465 |  | 1,506 |  | 1,539 |  | 1,580 |  | 1,628 |
| Tangible shareholders' equity | \$ | 200,380 | \$ | 193,341 | \$ | 203,595 | \$ | 200,497 | \$ | 196,975 | \$ | 199,104 | \$ | 197,507 |

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

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

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

(Dollars in millions)

Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity

| Common shareholders' equity | \$ | 250,136 | \$ | 244,863 | \$ | 250,136 | \$ | 245,767 | \$ | 242,933 | \$ | 241,620 | \$ | 244,863 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(68,968)$ |  | $(69,744)$ |  | $(68,968)$ |  | $(68,969)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,459)$ |  | $(3,168)$ |  | $(2,459)$ |  | $(2,610)$ |  | $(2,827)$ |  | $(2,989)$ |  | $(3,168)$ |
| Related deferred tax liabilities |  | 1,435 |  | 1,588 |  | 1,435 |  | 1,471 |  | 1,513 |  | 1,545 |  | 1,588 |
| Tangible common shareholders' equity | \$ | 180,144 | \$ | 173,539 | \$ | 180,144 | \$ | 175,659 | \$ | 171,875 | \$ | 170,432 | \$ | 173,539 |

Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity

| Shareholders' equity | \$ | 272,459 | \$ | 270,083 | \$ | 272,459 | \$ | 270,987 | \$ | 268,153 | \$ | 266,840 | \$ | 270,083 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(68,968)$ |  | $(69,744)$ |  | $(68,968)$ |  | $(68,969)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,459)$ |  | $(3,168)$ |  | $(2,459)$ |  | $(2,610)$ |  | $(2,827)$ |  | $(2,989)$ |  | $(3,168)$ |
| Related deferred tax liabilities |  | 1,435 |  | 1,588 |  | 1,435 |  | 1,471 |  | 1,513 |  | 1,545 |  | 1,588 |
| Tangible shareholders' equity | \$ | 202,467 | \$ | 198,759 | \$ | 202,467 | \$ | 200,879 | \$ | 197,095 | \$ | 195,652 | \$ | 198,759 |
| Reconciliation of period-end assets to period-end tangible assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets |  | 2,283,896 |  | 2,195,314 |  | 2,283,896 | \$ | 2,254,529 | \$ | 2,247,701 | \$ | 2,187,702 |  | 2,195,314 |
| Goodwill |  | $(68,968)$ |  | $(69,744)$ |  | $(68,968)$ |  | $(68,969)$ |  | $(69,744)$ |  | $(69,744)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,459)$ |  | $(3,168)$ |  | $(2,459)$ |  | $(2,610)$ |  | $(2,827)$ |  | $(2,989)$ |  | $(3,168)$ |
| Related deferred tax liabilities |  | 1,435 |  | 1,588 |  | 1,435 |  | 1,471 |  | 1,513 |  | 1,545 |  | 1,588 |
| Tangible assets |  | 2,213,904 |  | 2,123,990 |  | 2,213,904 |  | 2,184,421 |  | 2,176,643 |  | 2,116,514 |  | 2,123,990 |

[^25]
[^0]:    ${ }^{(1)}$ 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 41-42.)

[^1]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^2]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^3]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^4]:    ${ }^{(1)}$ Regulatory capital ratios reflect the transition provisions of Basel 3.
    
    
     exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
    
    
     on pages 41-42.)

[^5]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^6]:    ${ }^{(1)}$ 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.
    ${ }^{(3)}$ 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 September 30, 2017, we did not have regulatory approval of the IMM model. Basel 3 fully phased-in Common equity tier 1 capital ratio would be reduced by approximately 25 bps if IMM is not used.

[^7]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^8]:    Certain prior period amounts have been reclassified to conform to current period presentation

[^9]:    ${ }^{(1)}$ These securities are primarily used to satisfy certain international regulatory liquidity requirements.

[^10]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).
    ${ }^{(2)}$ During the second quarter of 2017 , the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.

[^11]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

[^12]:     Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity

[^13]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^14]:     card business to a third party during the second quarter of 2017
    ${ }^{(2)}$ In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWIM.
    ${ }^{(3)}$ The above loan production amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.
    ${ }^{(4)}$ In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.
    ${ }^{(5)}$ Represents the net change in fair value of the MSR asset due to the recognition of modeled cash flows.
     assumptions.
    ${ }^{(7)}$ Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in Global Markets.
    ${ }^{(8)}$ Amounts for other mortgage banking income are included in this Consumer Banking table to show the components of consolidated mortgage banking income.

[^15]:    ${ }^{(1)}$ Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^16]:    (1) Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^17]:    ${ }^{(1)}$ Investment banking fees represent total investment banking fees for Global Banking inclusive of self-led deals and fees included within Business Lending.
    ${ }^{(2)}$ Advisory includes fees on debt and equity advisory and mergers and acquisitions.
    ${ }^{(3)}$ Investment banking fees represent only the fee component in Global Banking and do not include certain other items shared with the Investment Banking Group under internal revenue sharing agreements.
    ${ }^{(4)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.
    ${ }^{(5)}$ Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

[^18]:    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 30 .
    ${ }^{(2)}$ 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.

[^19]:    ${ }^{(1)}$ During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^20]:    ${ }^{(1)}$ Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of $\$ 35.6$ billion, $\$ 34.6$ billion and $\$ 46.5$ billion at September 30, 2017, June 30, 2017 and September 30, 2016, respectively. Not reflected in utilized and committed exposure is additional noncash derivative collateral held of $\$ 22.3$ billion, $\$ 25.5$ billion and $\$ 25.3$ billion which consists primarily of other marketable securities at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(2)}$ Total utilized and total committed exposure includes loans of $\$ 5.3$ billion, $\$ 6.3$ billion and $\$ 6.3$ billion and issued letters of credit with a notional amount of $\$ 234$ million, $\$ 262$ million and $\$ 279$ million accounted for under the fair value option at September 30, 2017, June 30, 2017 and September 30, 2016, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of $\$ 4.7$ billion, $\$ 4.2$ billion and $\$ 7.4$ billion at September 30, 2017, June 30, 2017 and September 30 , 2016, respectively.
    ${ }^{(3)}$ Includes U.S. small business commercial exposure.
    ${ }^{(4)}$ Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial institutions.
    ${ }^{(5)}$ Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.
    ${ }^{(6)}$ Represents net notional credit protection purchased.

[^21]:    ${ }^{(1)}$ Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally loans insured by the Federal Housing Administration (FHA), that entered foreclosure of $\$ 864$ million, $\$ 1.0$ billion, $\$ 1.1$ billion, $\$ 1.2$ billion and $\$ 1.3$ billion at September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
    ${ }^{(2)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the FHA and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
    ${ }^{(3)}$ Balances do not include purchased credit-impaired loans 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.

[^22]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 36.
    ${ }^{(2)}$ Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.
    ${ }^{(3)}$ Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and, accordingly, are excluded from this table.
    ${ }^{(4)}$ Includes U.S. small business commercial activity. Small business card loans are excluded as they are not classified as nonperforming.
    ${ }^{(5)}$ 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.

[^23]:    
     $0.40,0.41,0.42,0.39$ and 0.40 for the three months ended September 30, 2017, June 30, 2017, March 31, 2017, December 31, 2016 and September 30, 2016, respectively.
    
    
     2017, December 31, 2016 and September 30, 2016, respectively.
     2016 and September 30, 2016, respectively.
     and December 31, 2016. During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party
    ${ }^{(5)}$ Excludes U.S. small business commercial loans.

[^24]:    ${ }^{(1)}$ Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of $\$ 615$ million, $\$ 666$ million and $\$ 1.4$ billion and home equity loans of $\$ 363$ million, $\$ 369$ million and $\$ 340$ million at September 30, 2017, June 30, 2017 and September 30, 2016, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of $\$ 2.8$ billion, $\$ 3.2$ billion and $\$ 2.6$ billion and non-U.S. commercial loans of $\$ 2.5$ billion, $\$ 3.1$ billion and $\$ 3.7$ billion at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(2)}$ Total loans and leases do not include loans accounted for under the fair value option of $\$ 6.3$ billion, $\$ 7.3$ billion and $\$ 8.1$ billion at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(3)}$ During the second quarter of 2017, the Corporation completed the sale of its non-U.S. consumer credit card business to a third party.
    ${ }^{(4)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans of $\$ 422$ million, $\$ 417$ million and $\$ 444$ million at September 30, 2017, June 30, 2017 and September 30,2016 , respectively.
    ${ }^{(5)}$ Includes allowance for loan and lease losses for impaired commercial loans of $\$ 232$ million, $\$ 242$ million and $\$ 258$ million at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(6)}$ Excludes valuation allowance on purchased credit-impaired loans of $\$ 315$ million, $\$ 375$ million and $\$ 453$ million at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(7)}$ Allowance for loan and lease losses includes $\$ 3.9$ billion, $\$ 3.8$ 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 September 30, 2017, June 30, 2017 and September 30, 2016, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 104 percent, 104 percent and 91 percent at September 30, 2017, June 30, 2017 and September 30, 2016, respectively.
    ${ }^{(8)}$ Net charge-offs exclude $\$ 73$ million, $\$ 55$ million and $\$ 83$ million of write-offs in the purchased credit-impaired loan portfolio for the three months ended September 30, 2017, June 30, 2017 and September 30, 2016, respectively.

[^25]:    Certain prior period amounts have been reclassified to conform to current period presentation.

