## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

September 30, 2017

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STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

 CONSOLIDATED FINANCIAL HIGHLIGHTS| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  | \% Change |  |  |  | Year-to-Date |  |  |  | $\begin{array}{r} \text { \% Change } \\ \hline \text { YTD 3Q17 } \\ \text { vs. } \\ \text { YTD 3Q16 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 1Q17 | 2Q17 |  | 3Q17 | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |  |  | 3Q16 |  | 3Q17 |  |
| Revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fee revenue | \$ 1,970 | \$ 2,053 | \$ 2,079 | \$ 2,014 | \$ 2,198 | \$ 2,235 | \$ | 2,242 | 7.8\% |  | 0.3\% |  |  | 6,102 |  | 6,675 | 9.4\% |
| Net interest income | 512 | 521 | 537 | 514 | 510 | 575 |  | 603 | 12.3 |  | 4.9 |  |  | 1,570 |  | 1,688 | 7.5 |
| Gains (losses) from sales of available-for-sale securities, net | 2 | (1) | 6 | 2 | (40) | - |  | 1 | nm |  | - |  |  | 7 |  | (39) | nm |
| Losses from other-than-temporary impairment, net | - | - | (2) | - | - | - |  | - | nm |  | - |  |  | (2) |  | - | nm |
| Total revenue | 2,484 | 2,573 | 2,620 | 2,530 | 2,668 | 2,810 |  | 2,846 | 8.6 |  | 1.3 |  |  | 7,677 |  | 8,324 | 8.4 |
| Provision for loan losses | 4 | 4 | - | 2 | (2) | 3 |  | 3 | nm |  | - |  |  | 8 |  | 4 | (50.0) |
| Total expenses | 2,050 | 1,860 | 1,984 | 2,183 | 2,086 | 2,031 |  | 2,021 | 1.9 |  | (0.5) |  |  | 5,894 |  | 6,138 | 4.1 |
| Income before income tax expense | 430 | 709 | 636 | 345 | 584 | 776 |  | 822 | 29.2 |  | 5.9 |  |  | 1,775 |  | 2,182 | 22.9 |
| Income tax expense (benefit) | 62 | 92 | 72 | (248) | 82 | 156 |  | 137 | 90.3 |  | (12.2) |  |  | 226 |  | 375 | 65.9 |
| Net income (loss) from non-controlling interest | - | 2 | (1) | - | - | - |  | - | nm |  | - |  |  | 1 |  | - | nm |
| Net income | 368 | 619 | 563 | 593 | 502 | 620 |  | 685 | 21.7 |  | 10.5 |  |  | 1,550 |  | 1,807 | 16.6 |
| Net income available to common shareholders | \$ 319 | \$ 585 | \$ 507 | \$ 557 | \$ 446 | \$ 584 | \$ | 629 | 24.1 |  | 7.7 |  |  | 1,411 |  | 1,659 | 17.6 |
| Diluted earnings per common share | \$ . 79 | \$ 1.47 | \$ 1.29 | \$ 1.43 | \$ 1.15 | \$ 1.53 | \$ | 1.66 | 28.7 |  | 8.5 |  | \$ | 3.54 | \$ | 4.35 | 22.9 |
| Average diluted common shares outstanding (in thousands) | 403,615 | 398,847 | 393,212 | 389,046 | 386,417 | 380,915 |  | 378,518 | (3.7) |  | (0.6) |  |  | 398,413 |  | 381,779 | (4.2) |
| Cash dividends declared per common share | \$ . 34 | \$ . 34 | \$ . 38 | \$ . 38 | \$ . 38 | \$ . 38 | \$ | . 42 | 10.5 |  | 10.5 |  | \$ | 1.06 | \$ | 1.18 | 11.3 |
| Closing price per share of common stock (as of quarter end) | 58.52 | 53.92 | 69.63 | 77.72 | 79.61 | 89.73 |  | 95.54 | 37.2 |  | 6.5 |  |  | 69.63 |  | 95.54 | 37.2 |
| Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average common equity | 6.8\% | 12.4\% | 10.6\% | 12.1\% | 9.9\% | 12.6\% |  | 13.0\% | 240 | bps | 40 | bps |  | 9.9\% |  | 11.9\% | 200 bps |
| Return on tangible common equity ${ }^{(1)}$ | 10.6 | 14.8 | 15.8 | 17.7 | 16.0 | 17.3 |  | 18.0 | 220 |  | 70 |  |  | 15.8 |  | 18.0 | 220 |
| Pre-tax operating margin | 17.3 | 27.6 | 24.3 | 13.6 | 21.9 | 27.6 |  | 28.9 | 460 |  | 130 |  |  | 23.1 |  | 26.2 | 310 |
| Common equity tier 1 risk-based capital ${ }^{(2)}$ | 12.3 | 12.0 | 12.3 | 11.7 | 11.2 | 12.0 |  | 12.6 | 30 |  | 60 |  |  | 12.3 |  | 12.6 | 30 |
| Tier 1 risk-based capital ${ }^{(2)}$ | 14.9 | 15.0 | 15.4 | 14.8 | 14.4 | 15.1 |  | 15.7 | 30 |  | 60 |  |  | 15.4 |  | 15.7 | 30 |
| Total risk-based capital ${ }^{(2)}$ | 17.1 | 17.1 | 17.6 | 16.0 | 15.4 | 16.2 |  | 16.8 | (80) |  | 60 |  |  | 17.6 |  | 16.8 | (80) |
| Tier 1 leverage ${ }^{(2)}$ | 6.9 | 7.0 | 6.8 | 6.5 | 6.8 | 7.0 |  | 7.4 | 60 |  | 40 |  |  | 6.8 |  | 7.4 | 60 |
| Tangible common equity ${ }^{(3)}$ | 6.7 | 6.7 | 6.5 | 6.4 | 6.6 | 6.8 |  | 6.9 | 40 |  | 10 |  |  | 6.5 |  | 6.9 | 40 |
| At quarter-end: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under custody and administration (in trillions) ${ }^{(4)}$ | \$ 26.94 | \$ 27.79 | \$ 29.18 | \$ 28.77 | \$ 29.83 | \$ 31.04 | \$ | 32.11 | 10.0\% |  | 3.5\% |  |  | 29.18 |  | 32.11 | 10.0\% |
| Asset under management (in trillions) | 2.30 | 2.30 | 2.45 | 2.47 | 2.56 | 2.61 |  | 2.67 | 9.3 |  | 2.6 |  |  | 2.45 |  | 2.67 | 9.0 |
| Total assets | 243,685 | 255,386 | 256,140 | 242,698 | 236,802 | 238,274 |  | 235,986 | (7.9) |  | (1.0) |  |  | 256,140 |  | 235,986 | (7.9) |
| Investment securities | 102,298 | 103,121 | 99,888 | 97,167 | 94,639 | 95,255 |  | 93,088 | (6.8) |  | (2.3) |  |  | 99,888 |  | 93,088 | (6.8) |
| Deposits | 185,516 | 193,130 | 198,766 | 187,163 | 183,465 | 181,416 |  | 179,263 | (9.8) |  | (1.2) |  |  | 198,766 |  | 179,263 | (9.8) |
| Long-term debt | 10,323 | 11,924 | 11,834 | 11,430 | 11,394 | 11,737 |  | 11,716 | (1.0) |  | (0.2) |  |  | 11,834 |  | 11,716 | (1.0) |
| Total shareholders' equity | 21,496 | 22,073 | 22,150 | 21,219 | 21,294 | 22,068 |  | 22,497 | 1.6 |  | 1.9 |  |  | 22,150 |  | 22,497 | 1.6 |

[^0]STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

 CONSOLIDATED RESULTS OF OPERATIONS| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  | Year-to-Date |  |  |  | $\begin{aligned} & \% \text { Change } \\ & \hline \text { YTD 3Q17 } \\ & \text { v. } \\ & \text { YTD 3Q16 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2 Q17 |  | 3Q17 |  | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 3Q16 } \end{aligned}$ | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ | 3Q16 |  | 3Q17 |  |  |
| Reported Results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fee revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Servicing fees | \$ | 1,242 | \$ | 1,239 | \$ | 1,303 | \$ | 1,289 | \$ | 1,296 | \$ | 1,339 | \$ | 1,351 | 3.7\% | 0.9\% | \$ | 3,784 | \$ | 3,986 | 5.3\% |
| Management fees |  | 270 |  | 293 |  | 368 |  | 361 |  | 382 |  | 397 |  | 419 | 13.9 | 5.5 |  | 931 |  | 1,198 | 28.7 |
| Trading services: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Direct sales and trading |  | 90 |  | 87 |  | 94 |  | 115 |  | 98 |  | 100 |  | 84 | (10.6) | (16.0) |  | 271 |  | 282 | 4.1 |
| Indirect foreign exchange trading ${ }^{(1)}$ |  | 66 |  | 70 |  | 65 |  | 67 |  | 66 |  | 78 |  | 66 | 1.5 | (15.4) |  | 201 |  | 210 | 4.5 |
| Total foreign exchange trading |  | 156 |  | 157 |  | 159 |  | 182 |  | 164 |  | 178 |  | 150 | (5.7) | (15.7) |  | 472 |  | 492 | 4.2 |
| Electronic foreign exchange services |  | 44 |  | 43 |  | 41 |  | 41 |  | 41 |  | 39 |  | 39 | (4.9) | - |  | 128 |  | 119 | (7.0) |
| Other trading, transition management and brokerage |  | 72 |  | 67 |  | 67 |  | 70 |  | 70 |  | 72 |  | 70 | 4.5 | (2.8) |  | 206 |  | 212 | 2.9 |
| Total brokerage and other trading services |  | 116 |  | 110 |  | 108 |  | 111 |  | 111 |  | 111 |  | 109 | 0.9 | (1.8) |  | 334 |  | 331 | (0.9) |
| Total trading services |  | 272 |  | 267 |  | 267 |  | 293 |  | 275 |  | 289 |  | 259 | (3.0) | (10.4) |  | 806 |  | 823 | 2.1 |
| Securities finance |  | 134 |  | 156 |  | 136 |  | 136 |  | 133 |  | 179 |  | 147 | 8.1 | (17.9) |  | 426 |  | 459 | 7.7 |
| Processing fees and other |  | 52 |  | 98 |  | 5 |  | (65) |  | 112 |  | 31 |  | 66 | nm | 112.9 |  | 155 |  | 209 | 34.8 |
| Total fee revenue |  | 1,970 |  | 2,053 |  | 2,079 |  | 2,014 |  | 2,198 |  | 2,235 |  | 2,242 | 7.8 | 0.3 |  | 6,102 |  | 6,675 | 9.4 |
| Net interest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest income |  | 629 |  | 620 |  | 647 |  | 616 |  | 650 |  | 700 |  | 761 | 17.6 | 8.7 |  | 1,896 |  | 2,111 | 11.3 |
| Interest expense |  | 117 |  | 99 |  | 110 |  | 102 |  | 140 |  | 125 |  | 158 | 43.6 | 26.4 |  | 326 |  | 423 | 29.8 |
| Net interest income |  | 512 |  | 521 |  | 537 |  | 514 |  | 510 |  | 575 |  | 603 | 12.3 | 4.9 |  | 1,570 |  | 1,688 | 7.5 |
| Gains (losses) related to investment securities, net: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gains (losses) from sales of available-for-sale securities, net |  | 2 |  | (1) |  | 6 |  | 2 |  | (40) |  | - |  | 1 | nm | - |  | 7 |  | (39) | nm |
| Losses from other-than-temporary impairment, net |  | - |  | - |  | (2) |  | - |  | - |  | - |  | - | nm | - |  | (2) |  | - | nm |
| Gains (losses) related to investment securities, net |  | 2 |  | (1) |  | 4 |  | 2 |  | (40) |  | - |  | 1 | nm | nm |  | 5 |  | (39) | nm |
| Total revenue |  | 2,484 |  | 2,573 |  | 2,620 |  | 2,530 |  | 2,668 |  | 2,810 |  | 2,846 | 8.6 | 1.3 |  | 7,677 |  | 8,324 | 8.4 |
| Provision for loan losses |  | 4 |  | 4 |  | - |  | 2 |  | (2) |  | 3 |  | 3 | nm | - |  | 8 |  | 4 | (50.0) |
| Expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Compensation and employee benefits |  | 1,107 |  | 989 |  | 1,013 |  | 1,244 |  | 1,166 |  | 1,071 |  | 1,090 | 7.6 | 1.8 |  | 3,109 |  | 3,327 | 7.0 |
| Information systems and communications |  | 272 |  | 270 |  | 285 |  | 278 |  | 287 |  | 283 |  | 296 | 3.9 | 4.6 |  | 827 |  | 866 | 4.7 |
| Transaction processing services |  | 200 |  | 201 |  | 200 |  | 199 |  | 197 |  | 207 |  | 215 | 7.5 | 3.9 |  | 601 |  | 619 | 3.0 |
| Occupancy |  | 113 |  | 111 |  | 107 |  | 109 |  | 110 |  | 116 |  | 118 | 10.3 | 1.7 |  | 331 |  | 344 | 3.9 |
| Acquisition and restructuring costs |  | 104 |  | 20 |  | 42 |  | 43 |  | 29 |  | 71 |  | 33 | (21.4) | (53.5) |  | 166 |  | 133 | (19.9) |
| Other |  | 254 |  | 269 |  | 337 |  | 310 |  | 297 |  | 283 |  | 269 | (20.2) | (4.9) |  | 860 |  | 849 | (1.3) |
| Total expenses |  | 2,050 |  | 1,860 |  | 1,984 |  | 2,183 |  | 2,086 |  | 2,031 |  | 2,021 | 1.9 | (0.5) |  | 5,894 |  | 6,138 | 4.1 |
| Income before income tax expense |  | 430 |  | 709 |  | 636 |  | 345 |  | 584 |  | 776 |  | 822 | 29.2 | 5.9 |  | 1,775 |  | 2,182 | 22.9 |
| Income tax expense (benefit) |  | 62 |  | 92 |  | 72 |  | (248) |  | 82 |  | 156 |  | 137 | 90.3 | (12.2) |  | 226 |  | 375 | 65.9 |
| Net income (loss) from non-controlling interest |  | - |  | 2 |  | (1) |  | - |  | - |  | - |  | - | nm | - |  | 1 |  | - | nm |
| Net income | \$ | 368 | \$ | 619 | \$ | 563 | \$ | 593 | \$ | 502 | \$ | 620 | \$ | 685 | 21.7 | 10.5 | \$ | 1,550 | \$ | 1,807 | 16.6 |
| Effective tax rate |  | 14.4\% |  | 12.9\% |  | 11.4\% |  | (72.3)\% |  | 14.0\% |  | 20.1\% |  | 16.7\% |  |  |  | 12.7\% |  | 17.2\% |  |

## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

CONSOLIDATED RESULTS OF OPERATIONS (Continued)

| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |  |  | Year-to-Date |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 |  | 2 Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{gathered} \hline \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 2Q17 } \end{gathered}$ |  | 3Q16 |  | 3Q17 |  |  |
| Adjustments to net income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends on preferred stock | \$ | (49) | \$ | (33) | \$ | (55) | \$ | (36) | \$ | (55) | \$ | (36) | \$ | (55) | -\% |  | 52.8\% |  | \$ | (137) | \$ | (146) | 6.6\% |
| Earnings allocated to participating securities |  | - |  | (1) |  | (1) |  | - |  | (1) |  | - |  | (1) | - |  | nm |  |  | (2) |  | (2) | - |
| Net income available to common shareholders | \$ | 319 | \$ | 585 | \$ | 507 | \$ | 557 | \$ | 446 | \$ | 584 | \$ | 629 | 24.1 |  | 7.7 |  | \$ | 1,411 | \$ | 1,659 | 17.6 |
| Earnings per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | . 80 | \$ | 1.48 | \$ | 1.31 | \$ | 1.45 | \$ | 1.17 | S | 1.56 | \$ | 1.69 | 29.0 |  | 8.3 |  | \$ | 3.58 | \$ | 4.41 | 23.2 |
| Diluted |  | . 79 |  | 1.47 |  | 1.29 |  | 1.43 |  | 1.15 |  | 1.53 |  | 1.66 | 28.7 |  | 8.5 |  |  | 3.54 |  | 4.35 | 22.9 |
| Average common shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 9,421 |  | 94,160 |  | 88,358 |  | 84,115 |  | 81,224 |  | 5,395 |  | 272,765 | (4.0) |  | (0.7) |  |  | 93,959 |  | 6,430 | (4.4) |
| Diluted |  | 3,615 |  | 98,847 |  | 3,212 |  | 39,046 |  | 6,417 |  | 80,915 |  | 8,518 | (3.7) |  | (0.6) |  |  | 98,413 |  | 1,779 | (4.2) |
| Cash dividends declared per common share | \$ | . 34 | \$ | . 34 | \$ | . 38 | \$ | . 38 | \$ | . 38 | \$ | . 38 | \$ | . 42 | 10.5 |  | 10.5 |  | \$ | 1.06 | \$ | 1.18 | 11.3 |
| Closing price per share of common stock (as of quarter end) |  | 58.52 |  | 53.92 |  | 69.63 |  | 77.72 |  | 79.61 |  | 89.73 |  | 95.54 | 37.2 |  | 6.5 |  |  | 69.63 |  | 95.54 | 37.2 |
| Financial ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average common equity |  | 6.8\% |  | 12.4\% |  | 10.6\% |  | 12.1\% |  | 9.9\% |  | 12.6\% |  | 13.0\% | 240 | bps | 40 | bps |  | 9.9\% |  | 11.9\% | 200 bps |
| Return on tangible common equity ${ }^{(2)}$ |  | 10.6 |  | 14.8 |  | 15.8 |  | 17.7 |  | 16.0 |  | 17.3 |  | 18.0 | 220 |  | 70 |  |  | 15.8 |  | 18.0 | 220 |
| Pre-tax operating margin |  | 17.3 |  | 27.6 |  | 24.3 |  | 13.6 |  | 21.9 |  | 27.6 |  | 28.9 | 460 |  | 130 |  |  | 23.1 |  | 26.2 | 310 |
| After-tax margin |  | 12.8 |  | 22.7 |  | 19.4 |  | 22.0 |  | 16.7 |  | 20.8 |  | 22.1 | 270 |  | 130 |  |  | 18.4 |  | 19.9 | 150 |
| Common dividend payout ratio |  | 42.5 |  | 22.7 |  | 28.9 |  | 26.1 |  | 32.1 |  | 24.4 |  | 24.8 | (410) |  | 40 |  |  | 29.4 |  | 26.6 | (280) |

[^1]STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## CONSOLIDATED STATEMENT OF CONDITION

| (Dollars in millions, except per share amounts) | As of Quarter End |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 2Q17 } \end{gathered}$ |
| Assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | \$ | 3,735 | \$ | 4,673 | \$ | 3,490 | \$ | 1,314 | \$ | 2,909 | \$ | 3,156 | \$ | 3,939 | 12.9\% | 24.8\% |
| Interest-bearing deposits with banks |  | 65,032 |  | 75,169 |  | 79,090 |  | 70,935 |  | 66,789 |  | 63,617 |  | 60,956 | (22.9) | (4.2) |
| Securities purchased under resale agreements |  | 3,722 |  | 2,010 |  | 2,442 |  | 1,956 |  | 2,181 |  | 3,172 |  | 3,465 | 41.9 | 9.2 |
| Trading account assets |  | 873 |  | 890 |  | 1,063 |  | 1,024 |  | 945 |  | 896 |  | 1,135 | 6.8 | 26.7 |
| Investment securities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment securities available-for-sale |  | 71,086 |  | 72,735 |  | 71,520 |  | 61,998 |  | 58,810 |  | 59,025 |  | 56,238 | (21.4) | (4.7) |
| Investment securities held-to-maturity ${ }^{(1)}$ |  | 31,212 |  | 30,386 |  | 28,368 |  | 35,169 |  | 35,829 |  | 36,230 |  | 36,850 | 29.9 | 1.7 |
| Total investment securities |  | 102,298 |  | 103,121 |  | 99,888 |  | 97,167 |  | 94,639 |  | 95,255 |  | 93,088 | (6.8) | (2.3) |
| Loans and leases, net ${ }^{(2)}$ |  | 19,140 |  | 19,788 |  | 21,451 |  | 19,704 |  | 22,486 |  | 24,307 |  | 23,581 | 9.9 | (3.0) |
| Premises and equipment, net ${ }^{(3)}$ |  | 1,949 |  | 1,994 |  | 2,042 |  | 2,062 |  | 2,101 |  | 2,137 |  | 2,167 | 6.1 | 1.4 |
| Accrued interest and fees receivable |  | 2,371 |  | 2,399 |  | 2,594 |  | 2,644 |  | 2,690 |  | 2,805 |  | 3,043 | 17.3 | 8.5 |
| Goodwill |  | 5,733 |  | 5,671 |  | 5,911 |  | 5,814 |  | 5,855 |  | 5,945 |  | 5,997 | 1.5 | 0.9 |
| Other intangible assets |  | 1,749 |  | 1,682 |  | 1,849 |  | 1,750 |  | 1,710 |  | 1,693 |  | 1,658 | (10.3) | (2.1) |
| Other assets |  | 37,083 |  | 37,989 |  | 36,320 |  | 38,328 |  | 34,497 |  | 35,291 |  | 36,957 | 1.8 | 4.7 |
| Total assets | \$ | 243,685 | \$ | 255,386 | \$ | 256,140 | \$ | 242,698 | \$ | 236,802 | \$ | 238,274 | \$ | 235,986 | (7.9) | (1.0) |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing | \$ | 54,248 | \$ | 57,268 | \$ | 60,545 | \$ | 59,397 | \$ | 56,786 | \$ | 50,957 | \$ | 49,850 | (17.7) | (2.2) |
| Interest-bearing -- U.S. |  | 31,159 |  | 33,060 |  | 33,767 |  | 30,911 |  | 26,746 |  | 24,438 |  | 33,742 | (0.1) | 38.1 |
| Interest-bearing -- Non-U.S. |  | 100,109 |  | 102,802 |  | 104,454 |  | 96,855 |  | 99,933 |  | 106,021 |  | 95,671 | (8.4) | (9.8) |
| Total deposits |  | 185,516 |  | 193,130 |  | 198,766 |  | 187,163 |  | 183,465 |  | 181,416 |  | 179,263 | (9.8) | (1.2) |
| Securities sold under repurchase agreements |  | 4,224 |  | 4,350 |  | 4,364 |  | 4,400 |  | 4,003 |  | 3,856 |  | 3,867 | (11.4) | 0.3 |
| Other short-term borrowings |  | 1,706 |  | 1,712 |  | 1,413 |  | 1,585 |  | 1,177 |  | 1,465 |  | 1,253 | (11.3) | (14.5) |
| Accrued expenses and other liabilities |  | 20,388 |  | 22,166 |  | 17,582 |  | 16,901 |  | 15,469 |  | 17,732 |  | 17,390 | (1.1) | (1.9) |
| Long-term debt |  | 10,323 |  | 11,924 |  | 11,834 |  | 11,430 |  | 11,394 |  | 11,737 |  | 11,716 | (1.0) | (0.2) |
| Total liabilities |  | 222,157 |  | 233,282 |  | 233,959 |  | 221,479 |  | 215,508 |  | 216,206 |  | 213,489 | (8.7) | (1.3) |
| Shareholders' equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock, no par, 3,500,000 shares authorized: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Series C, 5,000 shares issued and outstanding |  | 491 |  | 491 |  | 491 |  | 491 |  | 491 |  | 491 |  | 491 | - | - |
| Series D, 7,500 shares issued and outstanding |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 | - | - |
| Series E, 7,500 shares issued and outstanding |  | 728 |  | 728 |  | 728 |  | 728 |  | 728 |  | 728 |  | 728 | - | - |
| Series F, 7,500 shares issued and outstanding |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 |  | 742 | - | - |
| Series G, 5,000 shares issued and outstanding |  | - |  | 493 |  | 493 |  | 493 |  | 493 |  | 493 |  | 493 | - | - |
| Common stock, \$1 par, 750,000,000 shares authorized ${ }^{(4)}$ |  | 504 |  | 504 |  | 504 |  | 504 |  | 504 |  | 504 |  | 504 | - | - |
| Surplus |  | 9,739 |  | 9,767 |  | 9,778 |  | 9,782 |  | 9,796 |  | 9,803 |  | 9,803 | 0.3 | - |
| Retained earnings |  | 16,233 |  | 16,686 |  | 17,047 |  | 17,459 |  | 17,762 |  | 18,202 |  | 18,675 | 9.6 | 2.6 |
| Accumulated other comprehensive income (loss) |  | (964) |  | (997) |  | (993) |  | $(2,040)$ |  | $(1,805)$ |  | $(1,270)$ |  | (984) | (0.9) | (22.5) |
| Treasury stock, at cost ${ }^{(5)}$ |  | $(6,719)$ |  | $(7,083)$ |  | $(7,382)$ |  | $(7,682)$ |  | $(8,159)$ |  | $(8,367)$ |  | $(8,697)$ | 17.8 | 3.9 |
| Total shareholders' equity |  | 21,496 |  | 22,073 |  | 22,150 |  | 21,219 |  | 21,294 |  | 22,068 |  | 22,497 | 1.6 | 1.9 |
| Non-controlling interest-equity |  | 32 |  | 31 |  | 31 |  | - |  | - |  | - |  | - | (100.0) | - |
| Total equity |  | 21,528 |  | 22,104 |  | 22,181 |  | 21,219 |  | 21,294 |  | 22,068 |  | 22,497 | 1.4 | 1.9 |
| Total liabilities and equity | \$ | 243,685 | \$ | 255,386 | \$ | 256,140 | \$ | 242,698 | \$ | 236,802 | \$ | 238,274 | \$ | 235,986 | (7.9) | (1.0) |
| ${ }^{\mathrm{nm}}$ Not meaningful |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  |  |
| ${ }^{(1)}$ Fair value of investment securities held-to-maturity | \$ | 31,555 | \$ | 30,895 | \$ | 28,780 | \$ | 34,994 | \$ | 35,694 | \$ | 36,169 | \$ | 36,836 |  |  |
| ${ }^{(2)}$ Allowance for loan losses |  | 47 |  | 51 |  | 51 |  | 53 |  | 51 |  | 54 |  | 58 |  |  |
| ${ }^{(3)}$ Accumulated depreciation for premises and equipment |  | 4,929 |  | 3,164 |  | 3,271 |  | 3,333 |  | 3,463 |  | 3,611 |  | 3,750 |  |  |
| ${ }^{(4)}$ Common stock shares issued |  | 503,879,642 |  | 503,879,642 |  | 503,879,642 |  | 503,879,642 |  | 503,879,642 |  | 503,879,642 |  | 503,879,642 |  |  |
| ${ }^{(5)}$ Treasury stock shares |  | 108,316,401 |  | 114,229,535 |  | 118,309,341 |  | 121,940,502 |  | 127,520,264 |  | 129,773,003 |  | 133,038,955 |  |  |

STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## AVERAGE AND PERIOD-END BALANCE SHEET TRENDS



# STATE STREET CORPORATION 

EARNINGS RELEASE ADDENDUM

## ASSETS UNDER CUSTODY AND ADMINISTRATION

|  | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in billions) | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{gathered} \hline \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ | $\begin{aligned} & \hline \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |
| Assets Under Custody and Administration |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| By Product Classification: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mutual funds | \$ | 6,728 | \$ | 6,734 | \$ | 6,906 | \$ | 6,841 |  | 7,033 | \$ | 7,123 | \$ | 7,394 | 7.1\% | 3.8\% |
| Collective funds, including ETFs |  | 7,000 |  | 7,234 |  | 7,541 |  | 7,501 |  | 8,024 |  | 8,560 |  | 9,190 | 21.9 | 7.4 |
| Pension products |  | 5,197 |  | 5,496 |  | 5,671 |  | 5,584 |  | 5,775 |  | 5,937 |  | 6,571 | 15.9 | 10.7 |
| Insurance and other products |  | 8,018 |  | 8,322 |  | 9,060 |  | 8,845 |  | 9,001 |  | 9,417 |  | 8,955 | (1.2) | (4.9) |
| Total Assets Under Custody and Administration | \$ | 26,943 | \$ | 27,786 | \$ | 29,178 | \$ | 28,771 |  | 29,833 | \$ | 31,037 | \$ | 32,110 | 10.0 | 3.5 |
| By Financial Instrument ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equities | \$ | 14,718 | \$ | 15,347 | \$ | 16,400 | \$ | 16,189 |  | 17,041 | \$ | 17,859 | \$ | 18,423 | 12.3 | 3.2 |
| Fixed-income |  | 8,914 |  | 9,143 |  | 9,500 |  | 9,231 |  | 9,300 |  | 9,560 |  | 9,883 | 4.0 | 3.4 |
| Short-term and other investments |  | 3,311 |  | 3,296 |  | 3,278 |  | 3,351 |  | 3,492 |  | 3,618 |  | 3,804 | 16.0 | 5.1 |
| Total Assets Under Custody and Administration | \$ | 26,943 | \$ | 27,786 | \$ | 29,178 | \$ | 28,771 |  | 29,833 | \$ | 31,037 | \$ | 32,110 | 10.0 | 3.5 |
| By Geographic Location ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 20,505 | \$ | 21,072 | \$ | 21,561 | \$ | 21,544 |  | 22,361 | \$ | 23,020 | \$ | 23,675 | 9.8 | 2.8 |
| Europe/Middle East/Africa |  | 5,159 |  | 5,356 |  | 6,107 |  | 5,734 |  | 5,979 |  | 6,464 |  | 6,806 | 11.4 | 5.3 |
| Asia/Pacific |  | 1,279 |  | 1,358 |  | 1,510 |  | 1,493 |  | 1,493 |  | 1,553 |  | 1,629 | 7.9 | 4.9 |
| Total Assets Under Custody and Administration | \$ | 26,943 | \$ | 27,786 | \$ | 29,178 | \$ | 28,771 | \$ | 29,833 | \$ | 31,037 | \$ | 32,110 | 10.0 | 3.5 |
| Assets Under Custody ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| By Product Classification: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mutual funds | \$ | 6,363 | \$ | 6,361 | \$ | 6,461 | \$ | 6,395 |  | 6,499 | \$ | 6,577 | \$ | 6,818 | 5.5 | 3.7 |
| Collective funds, including ETFs |  | 5,589 |  | 5,788 |  | 6,080 |  | 6,100 |  | 6,601 |  | 7,107 |  | 7,638 | 25.6 | 7.5 |
| Pension products |  | 4,673 |  | 4,947 |  | 5,107 |  | 5,039 |  | 5,212 |  | 5,399 |  | 5,480 | 7.3 | 1.5 |
| Insurance and other products |  | 4,163 |  | 4,258 |  | 4,262 |  | 4,191 |  | 4,193 |  | 4,279 |  | 4,304 | 1.0 | 0.6 |
| Total Assets Under Custody | \$ | 20,788 | \$ | 21,354 | \$ | 21,910 | \$ | 21,725 |  | 22,505 | \$ | 23,362 | \$ | 24,240 | 10.6 | 3.8 |
| By Geographic Location ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 16,420 | \$ | 16,756 | \$ | 17,074 | \$ | 17,083 | \$ | 17,747 | \$ | 18,223 | \$ | 18,691 | 9.5 | 2.6 |
| Europe/Middle East/Africa |  | 3,422 |  | 3,584 |  | 3,698 |  | 3,508 |  | 3,635 |  | 3,969 |  | 4,323 | 16.9 | 8.9 |
| Asia/Pacific |  | 946 |  | 1,014 |  | 1,138 |  | 1,134 |  | 1,123 |  | 1,170 |  | 1,226 | 7.7 | 4.8 |
| Total Assets Under Custody | \$ | 20,788 | \$ | 21,354 | \$ | 21,910 | \$ | 21,725 | \$ | 22,505 | \$ | 23,362 | \$ | 24,240 | 10.6 | 3.8 |

[^2]
# STATE STREET CORPORATION EARNINGS RELEASE ADDENDUM <br> ASSETS UNDER MANAGEMENT 

| (Dollars in billions) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \end{aligned}$ | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |
| Assets Under Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| By Asset Class and Investment Approach: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active | \$ | 32 | \$ | 32 | \$ | 70 | \$ | 73 | \$ | 77 | \$ | 82 | \$ | 95 | 35.7 \% | 15.9\% |
| Passive |  | 1,295 |  | 1,275 |  | 1,340 |  | 1,401 |  | 1,482 |  | 1,512 |  | 1,545 | 15.3 | 2.2 |
| Total Equity |  | 1,327 |  | 1,307 |  | 1,410 |  | 1,474 |  | 1,559 |  | 1,594 |  | 1,640 | 16.3 | 2.9 |
| Fixed-Income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active |  | 17 |  | 17 |  | 73 |  | 70 |  | 69 |  | 71 |  | 73 | - | 2.8 |
| Passive |  | 310 |  | 318 |  | 318 |  | 308 |  | 312 |  | 327 |  | 325 | 2.2 | (0.6) |
| Total Fixed-Income |  | 327 |  | 335 |  | 391 |  | 378 |  | 381 |  | 398 |  | 398 | 1.8 | - |
| Cash ${ }^{(1)}$ |  | 381 |  | 380 |  | 351 |  | 333 |  | 335 |  | 334 |  | 347 | (1.1) | 3.9 |
| Multi-Asset-Class Solutions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active |  | 17 |  | 17 |  | 19 |  | 19 |  | 19 |  | 18 |  | 18 | (5.3) | - |
| Passive |  | 92 |  | 100 |  | 106 |  | 107 |  | 113 |  | 113 |  | 117 | 10.4 | 3.5 |
| Total Multi-Asset-Class Solutions |  | 109 |  | 117 |  | 125 |  | 126 |  | 132 |  | 131 |  | 135 | 8.0 | 3.1 |
| Alternative Investments ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active |  | 18 |  | 18 |  | 29 |  | 28 |  | 26 |  | 27 |  | 24 | (17.2) | (11.1) |
| Passive |  | 134 |  | 144 |  | 140 |  | 129 |  | 128 |  | 122 |  | 129 | (7.9) | 5.7 |
| Total Alternative Investments |  | 152 |  | 162 |  | 169 |  | 157 |  | 154 |  | 149 |  | 153 | (9.5) | 2.7 |
| Total Assets Under Management | \$ | 2,296 | \$ | 2,301 | \$ | 2,446 | \$ | 2,468 | \$ | 2,561 | \$ | 2,606 | \$ | 2,673 | 9.3 | 2.6 |
| By Geographic Location ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | \$ | 1,491 | \$ | 1,501 | \$ | 1,641 | \$ | 1,691 | \$ | 1,772 | \$ | 1,802 | \$ | 1,845 | 12.4 | 2.4 |
| Europe/Middle East/Africa |  | 496 |  | 492 |  | 495 |  | 482 |  | 486 |  | 496 |  | 510 | 3.0 | 2.8 |
| Asia/Pacific |  | 309 |  | 308 |  | 310 |  | 295 |  | 303 |  | 308 |  | 318 | 2.6 | 3.2 |
| Total Assets Under Management | \$ | 2,296 | \$ | 2,301 | \$ | 2,446 | \$ | 2,468 | \$ | 2,561 | \$ | 2,606 | \$ | 2,673 | 9.3 | 2.6 |

[^3]
## Exchange-Traded Funds ${ }^{(1)}$

By Asset Class:

| Alternative investments | \$ | 45 | \$ | 54 | \$ | 54 | \$ | 42 | \$ | 46 | \$ | 46 | \$ | 48 | (11.1)\% | 4.3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash |  | 3 |  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |  | 2 | - | - |
| Equity |  | 349 |  | 348 |  | 370 |  | 426 |  | 457 |  | 460 |  | 478 | 29.2 | 3.9 |
| Fixed-income |  | 46 |  | 48 |  | 52 |  | 51 |  | 53 |  | 58 |  | 61 | 17.3 | 5.2 |
| Total Exchange-Traded Funds | \$ | 443 | \$ | 452 | \$ | 478 | \$ | 521 | \$ | 558 | \$ | 566 | \$ | 589 | 23.2 | 4.1 |

[^4]
## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## INVESTMENT PORTFOLIO HOLDINGS BY ASSET CLASS

September 30, 2017
Ratings

| (Dollars in billions, or where otherwise noted) |  | $\begin{aligned} & \text { UST/ } \\ & \text { AGY } \end{aligned}$ |  | AAA |  | AA |  | A |  | BB |  | BB |  | NR | Book Value ${ }^{(1)}$ |  | Book Value (\% Total) | Net Unrealized <br> After-tax MTM Gain/(Loss) (In millions) ${ }^{(2)}$ |  | Fixed Rate/ Floating Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Government \& agency securities |  | 71\% |  | 15\% |  | 9\% |  | 4\% |  | 1\% |  | -\% |  | -\% | \$ | 25.2 | 27.2\% | \$ | 18 | 98\% / 2\% |
| Asset-backed securities |  | - |  | 68 |  | 21 |  | 2 |  | 6 |  | 3 |  | - |  | 22.7 | 24.5 |  | 72 | 4\% / 96\% |
| Student loans |  | - |  | 33 |  | 43 |  | 3 |  | 15 |  | 6 |  | - |  | 7.9 | 34.8 |  | 15 |  |
| Credit cards |  | - |  | 100 |  | - |  | - |  | - |  | - |  | - |  | 3.1 | 13.7 |  | (9) |  |
| Auto \& equipment |  | - |  | 82 |  | 12 |  | 6 |  | - |  | - |  | - |  | 2.0 | 8.8 |  | 2 |  |
| Non-U.S. residential mortgage backed securities |  | - |  | 84 |  | 11 |  | 3 |  | 1 |  | 1 |  | - |  | 8.0 | 35.2 |  | 58 |  |
| Collateralized loan obligation |  | - |  | 100 |  | - |  | - |  | - |  | - |  | - |  | 1.3 | 5.7 |  | 5 |  |
| Other |  | - |  | 29 |  | 71 |  | - |  | - |  | - |  | - |  | 0.4 | 1.8 |  | 1 |  |
| Mortgage-backed securities |  | 96 |  | 3 |  | - |  | - |  | - |  | 1 |  | - |  | 22.0 | 23.7 |  | (100) | 93\% / 7\% |
| Agency MBS |  | 100 |  | - |  | - |  | - |  | - |  | - |  | - |  | 21.1 | 95.9 |  | (118) |  |
| Non-Agency MBS |  | - |  | 71 |  | - |  | 1 |  | 5 |  | 21 |  | 2 |  | 0.9 | 4.1 |  | 18 |  |
| CMBS |  | 56 |  | 44 |  | - |  | - |  | - |  | - |  | - |  | 4.2 | 4.5 |  | (9) | 61\% / 39\% |
| Corporate bonds |  | - |  | - |  | 15 |  | 52 |  | 33 |  | - |  | - |  | 4.4 | 4.7 |  | 10 | 93\% / 7\% |
| Covered bonds |  | - |  | 100 |  | - |  | - |  | - |  | - |  | - |  | 3.6 | 3.9 |  | 14 | 15\% / 85\% |
| Municipal bonds |  | - |  | 32 |  | 63 |  | 4 |  | - |  | - |  | 1 |  | 7.8 | 8.4 |  | 156 | 100\% / 0\% |
| Clipper tax-exempt bonds/other |  | - |  | 45 |  | 38 |  | 15 |  | 1 |  | - |  | 1 |  | 2.9 | 3.1 |  | 24 | 23\% / 77\% |
| Total Portfolio |  | 45\% |  | 31\% |  | 15\% |  | 5\% |  | 3\% |  | 1\% |  | -\% | \$ | 92.8 | 100.0\% | \$ | 185 | 67\% / 33\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book Value | \$ | 41.5 | \$ | 29.2 | \$ | 13.6 | \$ | 4.6 | \$ | 3.0 | \$ | 0.8 | \$ | 0.1 | \$ | 92.8 |  |  |  |  |

[^5]STATE STREET CORPORATION
EARNINGS RELEASE ADDENDUM
INVESTMENT PORTFOLIO NON-U.S. INVESTMENTS

| September 30, 2017 <br> (In billions) | Book Value |  | Average Rating | Book Value |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gov't/Agency ${ }^{(1)}$ | $\begin{gathered} \text { ABS } \\ \text { FRMBS } \end{gathered}$ |  | $\begin{gathered} \text { ABS } \\ \text { All Other } \end{gathered}$ |  | Corporate Bonds |  | Covered Bonds |  | Other |  |
| United Kingdom | \$ | 5.8 |  | AAA | \$ | - | \$ | 3.4 | \$ | 1.5 | \$ | 0.3 | \$ | 0.6 | \$ | - |
| Australia |  | 4.7 | AAA |  | 0.7 |  | 2.2 |  | 0.3 |  | 0.2 |  | 0.6 |  | 0.7 |
| Canada |  | 3.7 | AAA |  | 2.6 |  | - |  | - |  | 0.1 |  | 1.0 |  | - |
| Netherlands |  | 1.7 | AAA |  | - |  | 1.3 |  | - |  | 0.3 |  | 0.1 |  | - |
| France |  | 1.7 | AA |  | 0.8 |  | 0.1 |  | 0.2 |  | 0.3 |  | 0.3 |  | - |
| Italy |  | 1.1 | AA |  | 0.2 |  | 0.6 |  | 0.3 |  | - |  | - |  | - |
| Japan |  | 1.0 | A |  | 1.0 |  | - |  | - |  | - |  | - |  | - |
| Belgium |  | 0.8 | AA |  | 0.5 |  | 0.1 |  | - |  | - |  | 0.2 |  | - |
| Germany |  | 0.6 | AAA |  | 0.1 |  | - |  | 0.5 |  | - |  | - |  | - |
| Hong Kong |  | 0.6 | AA |  | 0.6 |  | - |  | - |  | - |  | - |  | - |
| Spain |  | 0.6 | AA |  | - |  | 0.3 |  | 0.3 |  | - |  | - |  | - |
| Sweden |  | 0.5 | AA |  | - |  | - |  | - |  | 0.2 |  | 0.3 |  | - |
| Norway |  | 0.4 | AAA |  | - |  | - |  | - |  | - |  | 0.4 |  | - |
| Singapore |  | 0.4 | AAA |  | 0.4 |  | - |  | - |  | - |  | - |  | - |
| Other |  | 0.6 | AA |  | 0.2 |  | 0.1 |  | 0.1 |  | 0.1 |  | 0.1 |  | - |
| Total Non-U.S. Investments ${ }^{(2)}$ | \$ | 24.2 |  | \$ | 7.1 | \$ | 8.1 | \$ | 3.2 | \$ | 1.5 | \$ | 3.6 | \$ | 0.7 |
| U.S. Investments |  | 68.6 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Portfolio | \$ | 92.8 |  |  |  |  |  |  |  |  |  |  |  |  |  |

${ }^{(1)}$ Sovereign debt is reflected in the government agency column.
${ }^{(2)}$ Country of collateral used except for corporates where country of issuer is used.

## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## RECONCILIATIONS OF OPERATING-BASIS (NON-GAAP) FINANCIAL INFORMATION

In addition to presenting State Street's financial results in conformity with U.S. generally accepted accounting principles, or GAAP, management also presents results on a nonGAAP, or "operating" basis, as it believes that this presentation supports additional meaningful analysis and comparisons of trends with respect to State Street's business operations from period to period, as well as information (such as capital ratios calculated under regulatory standards scheduled to be effective in the future or other standards) that management also uses in evaluating State Street's business and activities.

Our operating-basis financial results adjust our GAAP-basis financial results to both: (1) exclude the impact of revenue and expenses outside of State Street's normal course of business, such as restructuring charges; and (2) present revenue from non-taxable sources, such as interest income from tax-exempt investment securities and processing fees and other revenue associated with tax-advantaged adjustments, on a fully taxable-equivalent basis. Management believes that operating-basis financial information facilitates an investor's further understanding and analysis of State Street's financial performance and trends, including providing additional insight into our underlying margin and profitability, in addition to financial information prepared and reported in conformity with GAAP. The tax-equivalent adjustments allow for more meaningful comparisons of yields and margins on assets and the evaluation of investment opportunities with different tax profiles.

Beginning with the first quarter of 2017, we are simplifying our operating-basis presentation of our financial results and will no longer exclude, as part of the non-ordinary course adjustment, the effects of gains/losses on sales of businesses or the discount accretion associated with former conduit securities. In the first and third quarters of 2017, operatingbasis results included a pre-tax gain of approximately $\$ 30$ million on the sale of our transfer agency joint venture interests and a pre-tax gain of approximately $\$ 26$ million on the sale of an alternative trading system, respectively. In the first, second and third quarters of 2017, operating-basis results included $\$ 5$ million, $\$ 6$ million and $\$ 4$ million, respectively, of discount accretion. These changes resulted in total increases in operating-basis revenue of $\$ 35$ million, $\$ 6$ million and $\$ 30$ million in the first, second and third quarters of 2017 , respectively, relative to our historical operating-basis presentation. Note that in the second quarter of 2016 , operating-basis results excluded a pre-tax gain of approximately $\$ 53$ million on the sale of the WM/Reuters business. We believe that these changes to our operating-basis presentation simplify the overall presentation of our financial results, making them easier to understand, while, overall, continuing to facilitate a useful and helpful additional understanding of our financial results.

We also believe that the use of other non-GAAP financial measures in the calculation of identified capital ratios is useful to understanding State Street's capital position and is of interest to investors. Additionally, management may present revenue and expense measures on a constant currency (non-GAAP) basis to identify the significance of changes in foreign currency exchange rates (which often are variable) in period-to-period comparisons. This presentation represents the effects of applying prior period weighted average foreign currency exchange rates to current period results.

We provide forward-looking financial estimates and expectations on an operating basis (non-GAAP) because information needed to provide corresponding GAAP-basis information is primarily dependent on future events or conditions that may be uncertain and are difficult to predict or estimate. Management is therefore, in general, unable to provide a reconciliation of our operating-basis forward-looking financial estimates and expectations to a GAAP-basis presentation.

Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in conformity with GAAP.

## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

RECONCILIATIONS OF OPERATING-BASIS (NON-GAAP) FINANCIAL INFORMATION (Continued)

| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |  |  |  | Year-t | Da |  | $\begin{gathered} \text { \% Change } \\ \hline \text { YTD 3Q17 } \\ \text { v. } \\ \text { YTD 3Q16 } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |  |  | 3Q16 |  | QQ17 |  |
| Total Revenue ${ }^{(1)(2)(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue, GAAP-basis | \$ | 2,484 | \$ | 2,573 | \$ | 2,620 | \$ | 2,530 | \$ | 2,668 | \$ | 2,810 | \$ | 2,846 | 8.6\% |  | 1.3 \% |  | \$ | 7,677 | \$ | 8,324 | 8.4\% |
| Adjustment to processing fees and other revenue (see below) |  | 63 |  | 34 |  | 134 |  | 186 |  | 70 |  | 89 |  | 79 |  |  |  |  |  | 231 |  | 238 |  |
| Adjustment to net interest income (see below) |  | 27 |  | 25 |  | - |  | 33 |  | 43 |  | 42 |  | 42 |  |  |  |  |  | 52 |  | 127 |  |
| Adjustment to servicing and management fee revenue (see below) |  | - |  | 43 |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | 43 |  | - |  |
| Total revenue, operating-basis | \$ | 2,574 | \$ | 2,675 | \$ | 2,754 | \$ | 2,749 | \$ | 2,781 | \$ | 2,941 | \$ | 2,967 | 7.7 |  | 0.9 |  | \$ | 8,003 | \$ | 8,689 | 8.6 |
| Fee Revenue ${ }^{(1)(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total fee revenue, GAAP-basis | \$ | 1,970 | \$ | 2,053 | \$ | 2,079 | \$ | 2,014 | \$ | 2,198 | \$ | 2,235 | \$ | 2,242 | 7.8 |  | 0.3 |  | \$ | 6,102 | \$ | 6,675 | 9.4 |
| Tax-equivalent adjustment associated with taxadvantaged investments |  | 63 |  | 87 |  | 134 |  | 186 |  | 70 |  | 89 |  | 79 |  |  |  |  |  | 284 |  | 238 |  |
| Gain on sale of WM/Reuters Business |  | - |  | (53) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (53) |  | - |  |
| Expense billing matter, net |  | - |  | 43 |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | 43 |  | - |  |
| Total fee revenue, operating-basis | \$ | 2,033 | \$ | 2,130 | \$ | 2,213 | \$ | 2,200 | \$ | 2,268 | \$ | 2,324 | \$ | 2,321 | 4.9 |  | (0.1) |  | \$ | 6,376 | \$ | 6,913 | 8.4 |
| Servicing Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total servicing fees, GAAP-basis | \$ | 1,242 | \$ | 1,239 | \$ | 1,303 | \$ | 1,289 | \$ | 1,296 | \$ | 1,339 | \$ | 1,351 | 3.7 |  | 0.9 |  | \$ | 3,784 | \$ | 3,986 | 5.3 |
| Expense billing matter |  | - |  | 48 |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | 48 |  | - |  |
| Total servicing fees, operating-basis | \$ | 1,242 | \$ | 1,287 | \$ | 1,303 | \$ | 1,289 | \$ | 1,296 | \$ | 1,339 | \$ | 1,351 | 3.7 |  | 0.9 |  | \$ | 3,832 | \$ | 3,986 | 4.0 |
| Management Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total management fees, GAAP-basis | \$ | 270 | \$ | 293 | \$ | 368 | \$ | 361 | \$ | 382 | \$ | 397 | \$ | 419 | 13.9 |  | 5.5 |  | \$ | 931 | \$ | 1,198 | 28.7 |
| Expense billing matter |  | - |  | (5) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (5) |  | - |  |
| Total management fees, operating-basis | \$ | 270 | \$ | 288 | \$ | 368 | \$ | 361 | \$ | 382 | \$ | 397 | \$ | 419 | 13.9 |  | 5.5 |  | \$ | 926 | \$ | 1,198 | 29.4 |
| Processing Fees and Other Revenue ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total processing fees and other revenue, GAAPbasis | \$ | 52 | \$ | 98 | \$ | 5 | \$ | (65) | \$ | 112 | \$ | 31 | \$ | 66 | nm |  | 112.9 |  | \$ | 155 | \$ | 209 | 34.8 |
| Tax-equivalent adjustment associated with taxadvantaged investments |  | 63 |  | 87 |  | 134 |  | 186 |  | 70 |  | 89 |  | 79 |  |  |  |  |  | 284 |  | 238 |  |
| Gain on sale of WM/Reuters Business |  | - |  | (53) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (53) |  | - |  |
| Total processing fees and other revenue, operatingbasis | \$ | 115 | \$ | 132 | \$ | 139 | \$ | 121 | \$ | 182 | \$ | 120 | \$ | 145 | 4.3 |  | 20.8 |  | \$ | 386 | \$ | 447 | 15.8 |
| Net Interest Income \& Net Interest Margin ${ }^{(2)(4)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income, GAAP-basis | \$ | 512 | \$ | 521 | \$ | 537 | \$ | 514 | \$ | 510 | \$ | 575 | \$ | 603 | 12.3\% |  | 4.9 \% |  | \$ | 1,570 | \$ | 1,688 | 7.5\% |
| Tax-equivalent adjustment associated with taxexempt investment securities |  | 42 |  | 40 |  | 42 |  | 43 |  | 43 |  | 42 |  | 42 |  |  |  |  |  | 124 |  | 127 |  |
| Net interest income, fully taxable-equivalent basis | \$ | 554 | \$ | 561 | \$ | 579 | \$ | 557 | \$ | 553 | \$ | 617 | \$ | 645 |  |  |  |  | \$ | 1,694 | \$ | 1,815 |  |
| Average interest earning assets |  | 94,081 |  | 198,243 |  | 202,155 |  | 2,194 |  | 91,840 |  | 95,287 |  | 89,916 |  |  |  |  |  | 8,175 |  | 1,2,340 |  |
| Net interest margin, fully taxable-equivalent basis |  | 1.15\% |  | 1.14\% |  | 1.14\% |  | 1.09 \% |  | 1.17\% |  | 1.27\% |  | 1.35\% | 21 | bps | 8 | bps |  | 1.14\% |  | 1.26\% | 12 bps |
| Net interest income, fully taxable-equivalent basis | \$ | 554 | \$ | 561 | \$ | 579 | \$ | 557 | \$ | 553 | \$ | 617 | \$ | 645 |  |  |  |  |  | 1,694 |  | 1,815 |  |
| Discount accretion associated with former conduit securities |  | (15) |  | (15) |  | (42) |  | (10) |  | - |  | - |  | - |  |  |  |  |  | (72) |  | - |  |
| Net interest income, operating-basis | \$ | 539 | \$ | 546 | \$ | 537 | \$ | 547 | \$ | 553 | \$ | 617 | \$ | 645 | 20.1\% |  | 4.5 \% |  | \$ | 1,622 |  | 1,815 | 11.9\% |
| Average interest earning assets |  | 94,081 |  | 198,243 |  | 202,155 |  | 2,194 |  | 91,840 |  | 95,287 |  | 89,916 |  |  |  |  |  | 98,175 |  | 12,340 |  |
| Net interest margin, operating-basis |  | 1.12\% |  | 1.11\% |  | 1.06\% |  | 1.08 \% |  | 1.17\% |  | 1.27\% |  | 1.35\% | 29 | bps | 8 | bps |  | 1.09\% |  | 1.26\% | 17 bps |
| Effect of discount accretion |  | 0.03\% |  | 0.03\% |  | 0.08\% |  | 0.01 \% |  | -\% |  | -\% |  | -\% |  |  |  |  |  | 0.05\% |  | -\% |  |

## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

RECONCILIATIONS OF OPERATING-BASIS (NON-GAAP) FINANCIAL INFORMATION (Continued)

| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |  |  | Year-to-Date |  |  |  | $\begin{gathered} \% \text { Change } \\ \hline \text { YTD 3Q17 } \\ \text { vs. } \\ \text { YTD 3Q16 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 | $\begin{gathered} \hline \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 2Q17 } \end{gathered}$ |  |  | 3Q16 |  | 3Q17 |  |
| Expenses ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total expenses, GAAP-basis | \$ | 2,050 | \$ | 1,860 | \$ | 1,984 | \$ | 2,183 | \$ | 2,086 | \$ | 2,031 | \$ | 2,021 | 1.9\% |  | (0.5)\% |  | \$ | 5,894 | \$ | 6,138 | 4.1\% |
| Severance costs associated with staffing realignment |  | (3) |  | 3 |  | 9 |  | 2 |  | - |  | - |  | - |  |  |  |  |  | 9 |  | - |  |
| Provisions for legal contingencies |  | - |  | - |  | (42) |  | 1 |  | - |  | - |  | - |  |  |  |  |  | (42) |  | - |  |
| Expense billing matter, net |  | - |  | (15) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (15) |  | - |  |
| Acquisition costs |  | (7) |  | (7) |  | (33) |  | (22) |  | (12) |  | (9) |  | - |  |  |  |  |  | (47) |  | (21) |  |
| Restructuring charges, net |  | (97) |  | (13) |  | (9) |  | (21) |  | (17) |  | (62) |  | (33) |  |  |  |  |  | (119) |  | (112) |  |
| Total expenses, operating-basis | \$ | 1,943 | \$ | 1,828 | \$ | 1,909 | \$ | 2,143 | \$ | 2,057 | \$ | 1,960 | \$ | 1,988 | 4.1 |  | 1.4 |  | \$ | 5,680 | \$ | 6,005 | 5.7 |
| Compensation and Employee Benefits Expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total compensation and employee benefits expenses, GAAP-basis | \$ | 1,107 | \$ | 989 | \$ | 1,013 | \$ | 1,244 | \$ | 1,166 | \$ | 1,071 | \$ | 1,090 | 7.6 |  | 1.8 |  | \$ | 3,109 | \$ | 3,327 | 7.0 |
| Severance costs associated with staffing realignment |  | (3) |  | 3 |  | 9 |  | 2 |  | - |  | - |  | - |  |  |  |  |  | 9 |  | - |  |
| Total compensation and employee benefits expenses, operating-basis | \$ | 1,104 | \$ | 992 | \$ | 1,022 | \$ | 1,246 | \$ | 1,166 | \$ | 1,071 | \$ | 1,090 | 6.7 |  | 1.8 |  | \$ | 3,118 | \$ | 3,327 | 6.7 |
| Other Expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total other expenses, GAAP-basis | \$ | 254 | \$ | 269 | \$ | 337 | \$ | 310 | \$ | 297 | \$ | 283 | \$ | 269 | (20.2) |  | (4.9) |  | \$ | 860 | \$ | 849 | (1.3) |
| Provisions for legal contingencies |  | - |  | - |  | (42) |  | 1 |  | - |  | - |  | - |  |  |  |  |  | (42) |  | - |  |
| Expense billing matter, net |  | - |  | (15) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (15) |  | - |  |
| Total other expenses, operating-basis | \$ | 254 | \$ | 254 | \$ | 295 | \$ | 311 | \$ | 297 | \$ | 283 | \$ | 269 | (8.8) |  | (4.9) |  | \$ | 803 | \$ | 849 | 5.7 |
| Income Before Income Tax Expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense, GAAP-basis | \$ | 430 | \$ | 709 | \$ | 636 | \$ | 345 | \$ | 584 | \$ | 776 | \$ | 822 | 29.2 |  | 5.9 |  | \$ | 1,775 | \$ | 2,182 | 22.9 |
| Net pre-tax effect of non-operating adjustments to revenue and expenses |  | 197 |  | 134 |  | 209 |  | 259 |  | 142 |  | 202 |  | 154 |  |  |  |  |  | 540 |  | 498 |  |
| Income before income tax expense, operating-basis | \$ | 627 | \$ | 843 | \$ | 845 | \$ | 604 | \$ | 726 | \$ | 978 | \$ | 976 | 15.5 |  | (0.2) |  | \$ | 2,315 | \$ | 2,680 | 15.8 |
| Pre-tax operating margin ${ }^{(5)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pre-tax operating margin, GAAP-basis |  | 17.3\% |  | 27.6\% |  | 24.3\% |  | 13.6 \% |  | 21.9\% |  | 27.6\% |  | 28.9\% | 460 | bps | 130 | bps |  | 23.1\% |  | 26.2\% | 310 bps |
| Net effect of non-operating adjustments |  | 7.1 |  | 3.9 |  | 6.4 |  | 8.4 |  | 4.2 |  | 5.7 |  | 4.0 |  |  |  |  |  | 5.8 |  | 4.6 |  |
| Pre-tax operating margin, operating-basis |  | 24.4\% |  | 31.5\% |  | 30.7\% |  | 22.0 \% |  | 26.1\% |  | 33.3\% |  | 32.9\% | 220 | bps | (40) | bps |  | 28.9\% |  | 30.8\% | 190 bps |
| Income Tax Expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense (benefit), GAAP-basis | \$ | 62 | \$ | 92 | \$ | 72 | \$ | (248) | \$ | 82 | \$ | 156 | \$ | 137 | 90.3\% |  | (12.2)\% |  | \$ | 226 | \$ | 375 | 65.9\% |
| Aggregate tax-equivalent adjustments |  | 105 |  | 127 |  | 176 |  | 229 |  | 113 |  | 131 |  | 121 |  |  |  |  |  | 408 |  | 365 |  |
| Net tax effect of non-operating adjustments |  | 15 |  | 10 |  | 8 |  | 10 |  | 7 |  | 20 |  | 14 |  |  |  |  |  | 33 |  | 41 |  |
| Income tax expense (benefit), operating-basis | \$ | 182 | \$ | 229 | \$ | 256 | \$ | (9) | \$ | 202 | \$ | 307 | \$ | 272 | 6.3 |  | (11.4) |  | \$ | 667 | \$ | 781 | 17.1 |
| Effective Tax Rate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense, operating-basis | \$ | 627 | \$ | 843 | \$ | 845 | \$ | 604 | \$ | 726 | \$ | 978 | \$ | 976 | 15.5\% |  | (0.2)\% |  | \$ | 2,315 | \$ | 2,680 | 15.8\% |
| Income tax expense, operating-basis |  | 182 |  | 229 |  | 256 |  | (9) |  | 202 |  | 307 |  | 272 |  |  |  |  |  | 667 |  | 781 |  |
| Effective tax rate, operating-basis |  | 29.1\% |  | 27.0\% |  | 30.3\% |  | (1.5)\% |  | 27.8\% |  | 31.4\% |  | 27.9\% | (240) | bps | (350) | bps |  | 28.8\% |  | 29.1\% | 30 bps |

## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## RECONCILIATIONS OF OPERATING-BASIS (NON-GAAP) FINANCIAL INFORMATION (Continued)

|  | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |  |  | Year-to-Date |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in millions, except per share amounts, or where otherwise noted) | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{gathered} \hline \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{aligned} & \hline \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |  | 3Q16 |  | 3Q17 |  | $\begin{gathered} \hline \text { YTD 3Q17 } \\ \text { vs. } \\ \text { YTD 3Q16 } \\ \hline \end{gathered}$ |  |
| Net Income Available to Common Shareholders: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income available to common shareholders, GAAP-basis | \$ | 319 | \$ | 585 | \$ | 507 | \$ | 557 | \$ | 446 | \$ | 584 | \$ | 629 | 24.1\% |  | 7.7 \% |  | \$ | 1,411 | \$ | 1,659 | 17.6\% |  |
| Net after-tax effect of non-operating adjustments to processing fees and other revenue, net interest income, expenses and income tax expense |  | 77 |  | (3) |  | 25 |  | 20 |  | 22 |  | 51 |  | 19 |  |  |  |  |  | 99 |  | 92 |  |  |
| Net income available to common shareholders, operating-basis | \$ | 396 | \$ | 582 | \$ | 532 | \$ | 577 | \$ | 468 | \$ | 635 | \$ | 648 | 21.8 |  | 2.0 |  | \$ | 1,510 | \$ | 1,751 | 16.0 |  |
| Diluted Earnings per Common Share ${ }^{(1)(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted earnings per common share, GAAP-basis | \$ | . 79 | \$ | 1.47 | \$ | 1.29 | \$ | 1.43 | \$ | 1.15 | \$ | 1.53 | \$ | 1.66 | 28.7 |  | 8.5 |  | \$ | 3.54 | \$ | 4.35 | 22.9 |  |
| Severance costs associated with staffing realignment |  | . 01 |  | (.01) |  | (.01) |  | - |  | - |  | - |  | - |  |  |  |  |  | (.01) |  | - |  |  |
| Provisions for legal contingencies |  | - |  | - |  | . 11 |  | . 02 |  | - |  | - |  | - |  |  |  |  |  | . 11 |  | - |  |  |
| Expense billing matter, net |  | - |  | . 10 |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | . 10 |  | - |  |  |
| Acquisition costs |  | . 01 |  | . 01 |  | . 05 |  | . 03 |  | . 02 |  | . 02 |  | - |  |  |  |  |  | . 07 |  | . 03 |  |  |
| Restructuring charges, net |  | . 15 |  | . 02 |  | . 01 |  | . 02 |  | . 03 |  | . 11 |  | . 06 |  |  |  |  |  | . 18 |  | . 20 |  |  |
| Effect on income tax of non-operating adjustments |  | . 04 |  | (.01) |  | (.03) |  | (.01) |  | . 01 |  | . 01 |  | (.01) |  |  |  |  |  | . 01 |  | . 01 |  |  |
| Discount accretion associated with former conduit securities |  | (.02) |  | (.02) |  | (.07) |  | (.01) |  | - |  | - |  | - |  |  |  |  |  | (.11) |  | - |  |  |
| Gain on sale of WM/Reuters Business |  | - |  | (.10) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (.10) |  | - |  |  |
| Diluted earnings per common share, operating-basis | \$ | . 98 | \$ | 1.46 | \$ | 1.35 | \$ | 1.48 | \$ | 1.21 | \$ | 1.67 | \$ | 1.71 | 26.7 |  | 2.4 |  | \$ | 3.79 | \$ | 4.59 | 21.1 |  |
| Return on Average Common Equity ${ }^{(1)(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average common equity, GAAP-basis |  | 6.8\% |  | 12.4\% |  | 10.6\% |  | 12.1 \% |  | 9.9\% |  | 12.6\% |  | 13.0\% | 240 | bps | 40 | bps |  | 9.9\% |  | 11.9\% | 200 | bps |
| Severance costs associated with staffing realignment |  | - |  | (.1) |  | (.1) |  | - |  | - |  | - |  | - |  |  |  |  |  | - |  | - |  |  |
| Provisions for legal contingencies |  | - |  | - |  | . 9 |  | . 2 |  | - |  | - |  | - |  |  |  |  |  | . 3 |  | - |  |  |
| Expense billing matter, net |  | - |  | . 8 |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | . 3 |  | - |  |  |
| Acquisition costs |  | . 1 |  | . 1 |  | . 3 |  | . 3 |  | . 2 |  | . 1 |  | - |  |  |  |  |  | . 2 |  | . 1 |  |  |
| Restructuring charges, net |  | 1.3 |  | . 2 |  | . 1 |  | . 1 |  | . 2 |  | . 9 |  | . 5 |  |  |  |  |  | . 5 |  | . 5 |  |  |
| Effect on income tax of non-operating adjustments |  | . 4 |  | (.1) |  | (.2) |  | (.1) |  | . 1 |  | . 1 |  | (.1) |  |  |  |  |  | - |  | - |  |  |
| Discount accretion associated with former conduit securities |  | (.2) |  | (.2) |  | (.5) |  | (.1) |  | - |  | - |  | - |  |  |  |  |  | (.3) |  | - |  |  |
| Gain on sale of WM/Reuters Business |  | - |  | (.8) |  | - |  | - |  | - |  | - |  | - |  |  |  |  |  | (0.3) |  | - |  |  |
| Return on average common equity, operating-basis |  | 8.4\% |  | 12.3\% |  | 11.1\% |  | 12.5 \% |  | 10.4\% |  | 13.7\% |  | 13.4\% | 230 | bps | (30) | bps |  | 10.6\% |  | 12.5\% | 190 | bps |
| Fee Operating Leverage, GAAP-Basis: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total fee revenue, GAAP-basis (as reconciled above) | \$ | 1,970 | \$ | 2,053 | \$ | 2,079 | \$ | 2,014 | \$ | 2,198 | \$ | 2,235 | \$ | 2,242 | 7.84\% |  | 0.31 \% |  | \$ | 6,102 | \$ | 6,675 | 9.39\% |  |
| Total expenses, GAAP-basis (as reconciled above) |  | 2,050 |  | 1,860 |  | 1,984 |  | 2,183 |  | 2,086 |  | 2,031 |  | 2,021 | 1.86 |  | (0.49) |  |  | 5,894 |  | 6,138 | 4.14 |  |
| Fee operating leverage, GAAP-basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 598 | bps | 80 | bps |  |  |  |  | 525 | bps |
| Fee Operating Leverage, Operating-Basis ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total fee revenue, operating-basis (as reconciled above) | \$ | 2,033 | \$ | 2,130 | \$ | 2,213 | \$ | 2,200 | \$ | 2,268 | \$ | 2,324 | \$ | 2,321 | 4.88\% |  | (0.13)\% |  | \$ | 6,376 | \$ | 6,913 | 8.42\% |  |
| Total expenses, operating-basis (as reconciled above) |  | 1,943 |  | 1,828 |  | 1,909 |  | 2,143 |  | 2,057 |  | 1,960 |  | 1,988 | 4.14 |  | 1.43 |  |  | 5,680 |  | 6,005 | 5.72 |  |
| Fee operating leverage, operating-basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | bps | (156) | bps |  |  |  |  | 270 | bps |

## STATE STREET CORPORATION

EARNINGS RELEASE ADDENDUM

## RECONCILIATIONS OF OPERATING-BASIS (NON-GAAP) FINANCIAL INFORMATION (Continued)

| (Dollars in millions, except per share amounts, or where otherwise noted) | Quarters |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |  |  |  | Year | -D |  | $\begin{gathered} \text { \% Change } \\ \hline \text { YTD 3Q17 } \\ \text { vs. } \\ \text { YTD 3Q16 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  | $\begin{gathered} \text { 3Q17 } \\ \text { vs. } \\ \text { 3Q16 } \end{gathered}$ |  | $\begin{aligned} & \text { 3Q17 } \\ & \text { vs. } \\ & \text { 2Q17 } \end{aligned}$ |  | 3Q16 |  | 3Q17 |  |  |
| Operating Leverage, GAAP-Basis: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue, GAAP-basis (as reconciled above) | \$ | 2,484 | \$ | 2,573 | \$ | 2,620 | \$ | 2,530 | \$ | 2,668 | \$ | 2,810 | \$ | 2,846 | 8.63\% |  | 1.28 \% |  | \$ | 7,677 | \$ | 8,324 | 8.43\% |
| Total expenses, GAAP-basis (as reconciled above) |  | 2,050 |  | 1,860 |  | 1,984 |  | 2,183 |  | 2,086 |  | 2,031 |  | 2,021 | 1.86 |  | (0.49) |  |  | 5,894 |  | 6,138 | 4.14 |
| Operating leverage, GAAP-basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 677 | bps | 177 | bps |  |  |  |  | 429 bps |
| Operating Leverage, Operating-Basis ${ }^{(1)(2)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue, operating-basis (as reconciled above) | \$ | 2,574 | \$ | 2,675 | \$ | 2,754 | \$ | 2,749 | \$ | 2,781 | \$ | 2,941 | \$ | 2,967 | 7.73\% |  | 0.88 \% |  | \$ | 8,003 | \$ | 8,689 | 8.57\% |
| Total expenses, operating-basis (as reconciled above) |  | 1,943 |  | 1,828 |  | 1,909 |  | 2,143 |  | 2,057 |  | 1,960 |  | 1,988 | 4.14 |  | 1.43 |  |  | 5,680 |  | 6,005 | 5.72 |
| Operating leverage, operating-basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 359 | bps | (55) |  |  |  |  |  | 285 bps |


 historical presentation, operating-basis results excluded a $\$ 53$ million pre-tax gain on the sale of WM/Reuters business, and such results have not been revised.

 $\$ 42$ million and $\$ 10$ million of discount accretion, respectively, and such results have not been revised.

 respectively. The impact of acquired operations on expenses contributed appring
respectively, excluding merger and integration charges and financing costs.
 basis, as a percentage of average total interest-earning assets for the quarters presented.
${ }^{(5)}$ Pre-tax operating margin was calculated by dividing income before income tax expense by total revenue.

# STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM 



[^6]
## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM <br> RECONCILIATION OF CONSTANT CURRENCY FX IMPACTS (Continued)



## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

REGULATORY CAPITAL


 investors.

 1 risk-based capital and total risk-based capital ratios were each calculated in conformity with the advanced approaches and standardized approach provisions of Basel III, as the case may be







 Reconciliation of Tangible Common Equity Ratio within this package.
The following table presents State Street's regulatory capital ratios and underlying components, calculated in conformity with applicable regulatory requirements as described above

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  | Quart |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q16 |  |  |  | 2 Q16 |  |  |  | 3Q16 |  |  |  | 4Q16 |  |  |  | 1Q17 |  |  |  | 2 Q17 |  |  |  | 3Q17 |  |  |  |
|  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | Basel IIIStandardizedApproach $^{(2)}$ |  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | Basel IIIStandardizedApproach |  | Basel IIIAdvancedApproaches $^{(1)}$ |  | Basel IIIStandardizedApproach $^{(2)}$ |  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | Basel IIIStandardizedApproach |  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | Basel IIIStandardizedApproach $^{(2)}$ |  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | Basel IIIIStandardizedApproach(2) |  | Basel IIIAdvancedApproaches ${ }^{(1)}$ |  | $\begin{gathered} \text { Basel III } \\ \text { Standardized } \\ \text { Approach }^{(2)} \end{gathered}$ |  |
| RATIOS: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 12.3\% |  | 12.5\% |  | 12.0\% |  | 12.0\% |  | 12.3\% |  | 12.5\% |  | 11.7\% |  | 11.6\% |  | 11.2\% |  | 11.5\% |  | 12.0\% |  | 11.2\% |  | 12.6\% |  | 11.6\% |
| Tier 1 capital |  | 14.9 |  | 15.1 |  | 15.0 |  | 15.0 |  | 15.4 |  | 15.7 |  | 14.8 |  | 14.7 |  | 14.4 |  | 14.7 |  | 15.1 |  | 14.2 |  | 15.7 |  | 14.5 |
| Total capital |  | 17.1 |  | 17.3 |  | 17.1 |  | 17.1 |  | 17.6 |  | 17.9 |  | 16.0 |  | 16.0 |  | 15.4 |  | 15.9 |  | 16.2 |  | 15.2 |  | 16.8 |  | 15.6 |
| Tier 1 leverage |  | 6.9 |  | 6.9 |  | 7.0 |  | 7.0 |  | 6.8 |  | 6.8 |  | 6.5 |  | 6.5 |  | 6.8 |  | 6.8 |  | 7.0 |  | 7.0 |  | 7.4 |  | 7.4 |
| Supporting Calculations: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 12,404 | \$ | 12,404 | \$ | 12,518 | \$ | 12,518 | \$ | 12,269 | \$ | 12,269 | \$ | 11,624 | \$ | 11,624 | \$ | 11,319 | \$ | 11,319 | \$ | 12,007 | \$ | 12,007 | \$ | 12,439 | \$ | 12,439 |
| Total risk-weighted assets |  | 100,633 |  | 99,617 |  | 104,012 |  | 104,492 |  | 99,736 |  | 98,374 |  | 99,301 |  | 99,876 |  | 100,843 |  | 98,494 |  | 100,265 |  | 107,069 |  | 99,099 |  | 107,370 |
| Common equity tier 1 risk-based capital |  | 12.3\% |  | 12.5\% |  | 12.0\% |  | 12.0\% |  | 12.3\% |  | 12.5\% |  | 11.7\% |  | 11.6\% |  | 11.2\% |  | 11.5\% |  | 12.0\% |  | 11.2\% |  | 12.6\% |  | 11.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tier 1 capital | \$ | 15,032 | \$ | 15,032 | \$ | 15,642 | \$ | 15,642 | \$ | 15,407 | \$ | 15,407 | \$ | 14,717 | \$ | 14,717 | \$ | 14,475 | \$ | 14,475 | \$ | 15,165 | \$ | 15,165 | \$ | 15,606 | \$ | 15,606 |
| Total risk-weighted assets |  | 100,633 |  | 99,617 |  | 104,012 |  | 104,492 |  | 99,736 |  | 98,374 |  | 99,301 |  | 99,876 |  | 100,843 |  | 98,494 |  | 100,265 |  | 107,069 |  | 99,099 |  | 107,370 |
| Tier 1 risk-based capital ratio |  | 14.9\% |  | 15.1\% |  | 15.0\% |  | 15.0\% |  | 15.4\% |  | 15.7\% |  | 14.8\% |  | 14.7\% |  | 14.4\% |  | 14.7\% |  | 15.1\% |  | 14.2\% |  | 15.7\% |  | 14.5\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total capital | \$ | 17,191 | \$ | 17,248 | \$ | 17,794 | \$ | 17,869 | \$ | 17,560 | \$ | 17,632 | \$ | 15,909 | \$ | 15,967 | \$ | 15,542 | \$ | 15,617 | \$ | 16,243 | \$ | 16,314 | \$ | 16,684 | \$ | 16,758 |
| Total risk-weighted assets |  | 100,633 |  | 99,617 |  | 104,012 |  | 104,492 |  | 99,736 |  | 98,374 |  | 99,301 |  | 99,876 |  | 100,843 |  | 98,494 |  | 100,265 |  | 107,069 |  | 99,099 |  | 107,370 |
| Total risk-based capital ratio |  | 17.1\% |  | 17.3\% |  | 17.1\% |  | 17.1\% |  | 17.6\% |  | 17.9\% |  | 16.0\% |  | 16.0\% |  | 15.4\% |  | 15.9\% |  | 16.2\% |  | 15.2\% |  | 16.8\% |  | 15.6\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adjusted quarterly average assets |  | 217,029 |  | 217,029 |  | 222,666 |  | 222,666 |  | 226,093 |  | 226,093 |  | 226,310 |  | 226,310 |  | 212,361 |  | 212,361 |  | 216,940 |  | 216,940 |  | 211,396 |  | 211,396 |
| Tier 1 leverage ratio |  | 6.9\% |  | 6.9\% |  | 7.0\% |  | 7.0\% |  | 6.8\% |  | 6.8\% |  | 6.5\% |  | 6.5\% |  | 6.8\% |  | 6.8\% |  | 7.0\% |  | 7.0\% |  | 7.4\% |  | 7.4\% |

[^7]
## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

## RECONCILIATION OF TANGIBLE COMMON EQUITY RATIO

The following table presents the calculation of State Street's ratios of tangible common equity to total tangible assets

| (Dollars in millions) |  |  |  |  |  |  |  |  | uarters |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q16 |  | 2Q16 |  | 3Q16 |  | 4Q16 |  | 1Q17 |  | 2Q17 |  | 3Q17 |  |
| Consolidated total assets |  | \$ | 243,685 | \$ | 255,386 | \$ | 256,140 | \$ | 242,698 | \$ | 236,802 | \$ | 238,274 | \$ | 235,986 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  |  | 5,733 |  | 5,671 |  | 5,911 |  | 5,814 |  | 5,855 |  | 5,945 |  | 5,997 |
| Other intangible assets |  |  | 1,749 |  | 1,682 |  | 1,849 |  | 1,750 |  | 1,710 |  | 1,693 |  | 1,658 |
| Cash balances held at central banks in excess of required reserves |  |  | 58,639 |  | 67,710 |  | 67,571 |  | 62,037 |  | 59,780 |  | 56,326 |  | 51,965 |
| Adjusted assets |  |  | 177,564 |  | 180,323 |  | 180,809 |  | 173,097 |  | 169,457 |  | 174,310 |  | 176,366 |
| Plus related deferred tax liabilities |  |  | 698 |  | 688 |  | 685 |  | 655 |  | 649 |  | 651 |  | 647 |
| Total tangible assets | A | \$ | 178,262 | \$ | 181,011 | \$ | 181,494 | \$ | 173,752 | \$ | 170,106 | \$ | 174,961 | \$ | 177,013 |
| Consolidated total common shareholders' equity |  | \$ | 18,793 | \$ | 18,877 | \$ | 18,954 | \$ | 18,023 | \$ | 18,098 | \$ | 18,872 | \$ | 19,301 |
| Less: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  |  | 5,733 |  | 5,671 |  | 5,911 |  | 5,814 |  | 5,855 |  | 5,945 |  | 5,997 |
| Other intangible assets |  |  | 1,749 |  | 1,682 |  | 1,849 |  | 1,750 |  | 1,710 |  | 1,693 |  | 1,658 |
| Adjusted equity |  |  | 11,311 |  | 11,524 |  | 11,194 |  | 10,459 |  | 10,533 |  | 11,234 |  | 11,646 |
| Plus related deferred tax liabilities |  |  | 698 |  | 688 |  | 685 |  | 655 |  | 649 |  | 651 |  | 647 |
| Total tangible common equity | B | \$ | 12,009 | \$ | 12,212 | \$ | 11,879 | \$ | 11,114 | \$ | 11,182 | \$ | 11,885 | \$ | 12,293 |
| Tangible common equity ratio | B/A |  | 6.7\% |  | 6.7\% |  | 6.5\% |  | 6.4\% |  | 6.6\% |  | 6.8\% |  | 6.9\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GAAP Basis: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-to-date annualized net income available to common shareholders |  | \$ | 319 | \$ | 585 | \$ | 507 | \$ | 557 | \$ | 446 | \$ | 584 | \$ | 629 |
| Return on tangible common equity |  |  | 10.6\% |  | 14.8\% |  | 15.8\% |  | 17.7\% |  | 16.0\% |  | 17.3\% |  | 18.0\% |
| Operating Basis: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-to-date annualized net income available to common shareholders |  | \$ | 396 | \$ | 582 | \$ | 532 | \$ | 577 | \$ | 468 | \$ | 635 | \$ | 648 |
| Return on tangible common equity ${ }^{(1)}$ |  |  | 13.2\% |  | 16.0\% |  | 16.9\% |  | 18.8\% |  | 16.7\% |  | 18.6\% |  | 19.0\% |

${ }^{(1)}$ This ratio is dividing annualized net income available to common shareholders on an operating basis by the tangible equity calculated on a GAAP basis.

## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

## RECONCILIATION OF FULLY PHASED-IN CAPITAL RATIOS

Fully phased-in pro-forma estimates of common equity tier 1 capital include $100 \%$ of the accumulated other comprehensive income component of common shareholder's equity, including



 the Basel III final rule as of the date each such ratio was first announced publicly and as applied to our businesses and operations as of the date of such ratio.
 final rule, as of the dates indicated, to those same ratios calculated in conformity with the applicable regulatory requirements as of such dates.


| As of June 30, 2017 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | ```Basel III Advanced Approaches Fully Phased-In ProForma Estimate``` |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Basel III Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 12,007 | \$ | (315) | \$ | 11,692 | \$ | 12,007 | \$ | (315) | \$ | 11,692 |
| Tier 1 capital |  | 15,165 |  | (277) |  | 14,888 |  | 15,165 |  | (277) |  | 14,888 |
| Total capital |  | 16,243 |  | (277) |  | 15,966 |  | 16,314 |  | (277) |  | 16,037 |
| Risk weighted assets |  | 100,265 |  | 66 |  | 100,331 |  | 107,069 |  | 62 |  | 107,131 |
| Adjusted quarterly average assets |  | 216,940 |  | (205) |  | 216,735 |  | 216,940 |  | (205) |  | 216,735 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 12.0\% |  |  |  | 11.7\% |  | 11.2\% |  |  |  | 10.9\% |
| Tier 1 capital |  | 15.1 |  |  |  | 14.8 |  | 14.2 |  |  |  | 13.9 |
| Total capital |  | 16.2 |  |  |  | 15.9 |  | 15.2 |  |  |  | 15.0 |
| Tier 1 leverage |  | 7.0 |  |  |  | 6.9 |  | 7.0 |  |  |  | 6.9 |

## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## RECONCILIATION OF FULLY PHASED-IN CAPITAL RATIOS (Continued)

| As of March 31, 2017 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | Basel III Advanced Approaches Fully Phased-In ProForma Estimate |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Basel III Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 11,319 | \$ | (339) | \$ | 10,980 | \$ | 11,319 | \$ | (339) | \$ | 10,980 |
| Tier 1 capital |  | 14,475 |  | (299) |  | 14,176 |  | 14,475 |  | (299) |  | 14,176 |
| Total capital |  | 15,542 |  | (299) |  | 15,243 |  | 15,617 |  | (299) |  | 15,318 |
| Risk weighted assets |  | 100,843 |  | 134 |  | 100,977 |  | 98,494 |  | 127 |  | 98,621 |
| Adjusted quarterly average assets |  | 212,361 |  | (270) |  | 212,091 |  | 212,361 |  | (270) |  | 212,091 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 11.2\% |  |  |  | 10.9\% |  | 11.5\% |  |  |  | 11.1\% |
| Tier 1 capital |  | 14.4 |  |  |  | 14.0 |  | 14.7 |  |  |  | 14.4 |
| Total capital |  | 15.4 |  |  |  | 15.1 |  | 15.9 |  |  |  | 15.5 |
| Tier 1 leverage |  | 6.8 |  |  |  | 6.7 |  | 6.8 |  |  |  | 6.7 |


| As of December 31, 2016 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | Basel III Advanced Approaches Fully Phased-In ProForma Estimate |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Basel III Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 11,624 | \$ | (769) | \$ | 10,855 | \$ | 11,624 | \$ | (769) | \$ | 10,855 |
| Tier 1 capital |  | 14,717 |  | (666) |  | 14,051 |  | 14,717 |  | (666) |  | 14,051 |
| Total capital |  | 15,909 |  | (667) |  | 15,242 |  | 15,967 |  | (667) |  | 15,300 |
| Risk weighted assets |  | 99,301 |  | 33 |  | 99,334 |  | 99,876 |  | 31 |  | 99,907 |
| Adjusted quarterly average assets |  | 226,310 |  | (474) |  | 225,836 |  | 226,310 |  | (474) |  | 225,836 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 11.7\% |  |  |  | 10.9\% |  | 11.6\% |  |  |  | 10.9\% |
| Tier 1 capital |  | 14.8 |  |  |  | 14.1 |  | 14.7 |  |  |  | 14.1 |
| Total capital |  | 16.0 |  |  |  | 15.3 |  | 16.0 |  |  |  | 15.3 |
| Tier 1 leverage |  | 6.5 |  |  |  | 6.2 |  | 6.5 |  |  |  | 6.2 |

## STATE STREET CORPORATION

## EARNINGS RELEASE ADDENDUM

## RECONCILIATION OF FULLY PHASED-IN CAPITAL RATIOS (Continued)

| As of September 30, 2016 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | Basel III Advanced Approaches Fully Phased-In ProForma Estimate |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Basel III Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 12,269 | \$ | (537) | \$ | 11,732 | \$ | 12,269 | \$ | (537) | \$ | 11,732 |
| Tier 1 capital |  | 15,407 |  | (479) |  | 14,928 |  | 15,407 |  | (479) |  | 14,928 |
| Total capital |  | 17,560 |  | (525) |  | 17,035 |  | 17,632 |  | (525) |  | 17,107 |
| Risk weighted assets |  | 99,736 |  | (528) |  | 99,208 |  | 98,374 |  | (497) |  | 97,877 |
| Adjusted quarterly average assets |  | 226,093 |  | (297) |  | 225,796 |  | 226,093 |  | (297) |  | 225,796 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 12.3\% |  |  |  | 11.8\% |  | 12.5\% |  |  |  | 12.0\% |
| Tier 1 capital |  | 15.4 |  |  |  | 15.0 |  | 15.7 |  |  |  | 15.3 |
| Total capital |  | 17.6 |  |  |  | 17.2 |  | 17.9 |  |  |  | 17.5 |
| Tier 1 leverage |  | 6.8 |  |  |  | 6.6 |  | 6.8 |  |  |  | 6.6 |


| As of June 30, 2016 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | Advanced Approaches Fully Phased-In ProForma Estimate |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 12,518 | \$ | (452) | \$ | 12,066 | \$ | 12,518 | \$ | (452) | \$ | 12,066 |
| Tier 1 capital |  | 15,642 |  | (393) |  | 15,249 |  | 15,642 |  | (393) |  | 15,249 |
| Total capital |  | 17,794 |  | (438) |  | 17,356 |  | 17,869 |  | (438) |  | 17,431 |
| Risk weighted assets |  | 104,012 |  | 65 |  | 104,077 |  | 104,492 |  | 62 |  | 104,554 |
| Adjusted quarterly average assets |  | 222,666 |  | (283) |  | 222,383 |  | 222,666 |  | (283) |  | 222,383 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 12.0\% |  |  |  | 11.6\% |  | 12.0\% |  |  |  | 11.5\% |
| Tier 1 capital |  | 15.0 |  |  |  | 14.7 |  | 15.0 |  |  |  | 14.6 |
| Total capital |  | 17.1 |  |  |  | 16.7 |  | 17.1 |  |  |  | 16.7 |
| Tier 1 leverage |  | 7.0 |  |  |  | 6.9 |  | 7.0 |  |  |  | 6.9 |

# STATE STREET CORPORATION 

EARNINGS RELEASE ADDENDUM
RECONCILIATION OF FULLY PHASED-IN CAPITAL RATIOS (Continued)

| As of March 31, 2016 (Dollars in millions) | Basel III Advanced Approaches |  | Phase-In Provisions |  | Basel III Advanced Approaches Fully Phased-In ProForma Estimate |  | Basel III Standardized Approach |  | Phase-In Provisions |  | Basel III Standardized Approach Fully Phased-In ProForma Estimate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Common equity tier 1 capital | \$ | 12,404 | \$ | (547) | \$ | 11,857 | \$ | 12,404 | \$ | (547) | \$ | 11,857 |
| Tier 1 capital |  | 15,032 |  | (486) |  | 14,546 |  | 15,032 |  | (486) |  | 14,546 |
| Total capital |  | 17,191 |  | (532) |  | 16,659 |  | 17,248 |  | (532) |  | 16,716 |
| Risk weighted assets |  | 100,633 |  | 95 |  | 100,728 |  | 99,617 |  | 89 |  | 99,706 |
| Adjusted quarterly average assets |  | 217,029 |  | (357) |  | 216,672 |  | 217,029 |  | (357) |  | 216,672 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Capital ratios: |  |  |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital |  | 12.3\% |  |  |  | 11.8\% |  | 12.5\% |  |  |  | 11.9\% |
| Tier 1 capital |  | 14.9 |  |  |  | 14.4 |  | 15.1 |  |  |  | 14.6 |
| Total capital |  | 17.1 |  |  |  | 16.5 |  | 17.3 |  |  |  | 16.8 |
| Tier 1 leverage |  | 6.9 |  |  |  | 6.7 |  | 6.9 |  |  |  | 6.7 |

## STATE STREET CORPORATION <br> EARNINGS RELEASE ADDENDUM

## RECONCILIATIONS OF SUPPLEMENTARY LEVERAGE RATIOS

In 2014, U.S. banking regulators issued final rules implementing a supplementary leverage ratio, or SLR, for certain bank holding companies, like State Street, and their insured depository institution subsidiaries, like State Street Bank. We refer to these final rules as the SLR final rule. Under the SLR final rule, upon implementation as of January 1,2018 , (i) State Street Bank mus maintain an SLR of at least $6 \%$ to be well capitalized under the U.S. banking regulators' Prompt Corrective Action framework and (ii) if State Street maintains an SLR of at least $5 \%$, it is not subject to limitations on distribution and discretionary bonus payments under the SLR final rule. Beginning with reporting for March 31, 2015, State Street was required to include SLR disclosures with its other Basel disclosures.

Estimated pro forma fully phased-in SLR ratios for the periods below are preliminary estimates by State Street (in each case, fully phased-in as of January 1, 2018, as per the phase-in requirements of the SLR final rule), calculated based on our interpretations of the SLR final rule as of October 23, 2017 and as applied to our businesses and operations for the periods below.

The following tables reconcile our estimated pro forma fully-phased in SLR ratios for the periods below calculated in conformity with the SLR final rule, as described, to our SLR ratios calculated in conformity with applicable regulatory requirements as of the dates indicated.


# STATE STREET CORPORATION 

EARNINGS RELEASE ADDENDUM
RECONCILIATIONS OF SUPPLEMENTARY LEVERAGE RATIOS (Continued)

| $\begin{aligned} & \text { As of September 30, } 2016 \\ & \text { (Dollars in millions) } \\ & \hline \end{aligned}$ | State Street |  |  |  |  | State Street Bank |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Transitional SLR |  | Fully Phased-In SLR |  |  | Transitional SLR |  | Fully Phased-In SLR |  |
| Tier 1 Capital | \$ | 15,407 | 1 | \$ | 14,928 | \$ | 15,817 | \$ | 15,374 |
| On-and off-balance sheet leverage exposure |  | 257,179 |  |  | 257,179 |  | 252,104 |  | 252,104 |
| Less: regulatory deductions |  | $(6,188)$ |  |  | $(6,485)$ |  | $(5,798)$ |  | $(6,072)$ |
| Total assets for SLR |  | 250,991 | $J$ |  | 250,694 |  | 246,306 |  | 246,032 |
| Supplementary Leverage Ratio |  | 6.1\% | I/J |  | 6.0\% |  | 6.4\% |  | 6.2\% |
| As of June 30, 2016 (Dollars in millions) | State Street |  |  |  |  | State Street Bank |  |  |  |
|  | Transitional SLR |  | Fully Phased-In SLR |  |  | Transitional SLR |  | Fully Phased-In SLR |  |
| Tier 1 Capital | \$ | 15,642 | K | \$ | 15,249 | \$ | 15,742 | \$ | 15,385 |
| On-and off-balance sheet leverage exposure |  | 254,999 |  |  | 254,999 |  | 250,061 |  | 250,061 |
| Less: regulatory deductions |  | $(5,949)$ |  |  | $(6,232)$ |  | $(5,578)$ |  | $(5,835)$ |
| Total assets for SLR |  | 249,050 | L |  | 248,767 |  | 244,483 |  | 244,226 |
| Supplementary Leverage Ratio |  | 6.3\% | K/L |  | 6.1\% |  | 6.4\% |  | 6.3\% |
| As of March 31, 2016 (Dollars in millions) | State Street |  |  |  |  | State Street Bank |  |  |  |
|  | Transitional SLR |  | M | Fully Phased-In SLR |  | Transitional SLR |  | Fully Phased-In SLR |  |
| Tier 1 Capital | \$ | 15,032 |  | \$ | 14,546 | \$ | 15,071 | \$ | 14,628 |
| On-and off-balance sheet leverage exposure |  | 247,923 |  |  | 247,923 |  | 243,043 |  | 243,043 |
| Less: regulatory deductions |  | $(6,130)$ |  |  | $(6,487)$ |  | $(5,751)$ |  | $(6,073)$ |
| Total assets for SLR |  | 241,793 | N |  | 241,436 |  | 237,292 |  | 236,970 |
| Supplementary Leverage Ratio |  | 6.2\% | M/N |  | 6.0\% |  | 6.4\% |  | 6.2\% |


[^0]:    ${ }^{\text {(2) }}$ Return on tangible common equity is calculated by dividing year-to-date annualized net income available to common shareholders (GAAP-basis) by tangible common equity.
     rule. Refer to Regulatory Capital within this package for additional information about our regulatory capital ratios for each period.
    
    (4) Included assets under custody of $\$ 2$
    September 30, 2017, respectively.
    ${ }^{n m}$ Not meaningful

[^1]:     revenue excluding the revenue attributed to indirect foreign exchange.
    ${ }^{(2)}$ Return on tangible common equity is calculated by dividing year-to-date annualized net income available to common shareholders (GAAP-basis) by tangible common equity.
    ${ }^{n m}$ Not meaningful

[^2]:    ${ }^{(1)}$ Certainly previously reported amounts have been reclassified to conform to current period presentation
    ${ }^{(2)}$ Geographic mix is based on the location at which the assets are serviced.
    ${ }^{(3)}$ Assets under custody are a component of assets under custody and administration presented above

[^3]:    ${ }^{(1)}$ Includes both floating- and constant-net-asset-value portfolios held in commingled structures or separate accounts
    ${ }^{(2)}$ Includes real estate investment trusts, currency and commodities, including SPDR ${ }^{\circledR}$ Gold Fund and SPDR ${ }^{\circledR}$ Long Dollar Gold Trust Fund. State Street is not the investment manager for SPDR ${ }^{\circledR}$ Gold Fund and SPDR ${ }^{\circledR}$ Long Dollar Gold Trust Fund, but acts as marketing agent.
    ${ }^{(3)}$ Geographic mix is based on client location or fund management location.

[^4]:    ${ }^{(1)}$ Exchange-traded funds are a component of assets under management presented above

[^5]:    ${ }^{(1)}$ Portfolio amounts are expressed at book value; book value includes the amortized cost of transferred securities at the time they were transferred.
     after-tax unrealized loss primarily related to securities previously transferred from available-for-sale to held to maturity of $\$(20)$ million.

[^6]:    ${ }^{n m}$ Not meaningful

[^7]:    ${ }^{(2)}$ CET1, tier 1 capital, total capital, and tier 1 leverage ratios for each period above were calculated in conformity with the standardized approach provisions of the Basel III final rule.

