## Bank of America



## Supplemental Information First Quarter 2018

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Effective January 1, 2018, the Corporation adopted new accounting standards, among which are:

- Tax effects in accumulated other comprehensive income (OCI), which addresses certain tax effects in accumulated OCI related to the Tax Cuts and Jobs Act. In connection with the adoption, the Corporation reclassified $\$ 1.3$ billion from accumulated OCI to retained earnings;
- Hedge accounting, which simplifies and expands the ability to apply hedge accounting to certain risk management activities. This standard does not have a material impact on the Corporation's Consolidated Financial Statements;
- Presentation of pension costs, which requires separate presentation of the service cost component of pension expense from all other components of net pension benefit/cost. This standard requires restatement of all prior periods in the Consolidated Statement of Income and is not material to any period presented; and
- Revenue from contracts with customers, which addresses the recognition of revenue for certain contracts with customers. This standard does not have a material impact on the Corporation's Consolidated Financial Statements.
The Corporation also reclassified prior periods in the Consolidated Statement of Income to include mortgage banking income and gains on sales of debt securities in other income, and in the Consolidated Balance Sheet to include mortgage servicing rights in other assets.


## Bank of America Corporation and Subsidiaries

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

|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \\ & 2017 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income statement |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 11,608 | \$ | 1,462 | \$ | 11,161 | \$ | 10,986 | \$ | 11,058 |
| Noninterest income |  | 11,517 |  | 8,974 |  | 10,678 |  | 11,843 |  | 11,190 |
| Total revenue, net of interest expense |  | 23,125 |  | 20,436 |  | 21,839 |  | 22,829 |  | 22,248 |
| Provision for credit losses |  | 834 |  | 1,001 |  | 834 |  | 726 |  | 835 |
| Noninterest expense |  | 13,897 |  | 13,274 |  | 13,394 |  | 13,982 |  | 14,093 |
| Income tax expense |  | 1,476 |  | 3,796 |  | 2,187 |  | 3,015 |  | 1,983 |
| Net income |  | 6,918 |  | 2,365 |  | 5,424 |  | 5,106 |  | 5,337 |
| Preferred stock dividends |  | 428 |  | 286 |  | 465 |  | 361 |  | 502 |
| Net income applicable to common shareholders |  | 6,490 |  | 2,079 |  | 4,959 |  | 4,745 |  | 4,835 |
| Diluted earnings per common share |  | 0.62 |  | 0.20 |  | 0.46 |  | 0.44 |  | 0.45 |
| Average diluted common shares issued and outstanding |  | 472,706 |  | 21,809 |  | 46,666 |  | ,34,807 |  | 919,668 |
| Dividends paid per common share | \$ | 0.12 | \$ | 0.12 | \$ | 0.12 | \$ | 0.075 | \$ | 0.075 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 1.21\% |  | 0.41\% |  | 0.95\% |  | 0.90\% |  | 0.97\% |
| Return on average common shareholders' equity |  | 10.85 |  | 3.29 |  | 7.89 |  | 7.75 |  | 8.09 |
| Return on average shareholders' equity |  | 10.57 |  | 3.43 |  | 7.88 |  | 7.56 |  | 8.09 |
| Return on average tangible common shareholders' equity ${ }^{(1)}$ |  | 15.26 |  | 4.56 |  | 10.98 |  | 10.87 |  | 11.44 |
| Return on average tangible shareholders' equity ${ }^{(1)}$ |  | 14.37 |  | 4.62 |  | 10.59 |  | 10.23 |  | 11.01 |


| At period end |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book value per share of common stock | \$ | 23.74 | \$ | 23.80 | \$ | 23.87 | \$ | 24.85 | \$ | 24.34 |
| Tangible book value per share of common stock ${ }^{(1)}$ |  | 16.84 |  | 16.96 |  | 17.18 |  | 17.75 |  | 17.22 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 29.99 | \$ | 29.52 | \$ | 25.34 | \$ | 24.26 | \$ | 23.59 |
| High closing price for the period |  | 32.84 |  | 29.88 |  | 25.45 |  | 24.32 |  | 25.50 |
| Low closing price for the period |  | 29.17 |  | 25.45 |  | 22.89 |  | 22.23 |  | 22.05 |
| Market capitalization |  | 305,176 |  | 303,681 |  | 264,992 |  | 239,643 |  | 235,291 |
|  |  |  |  |  |  |  |  |  |  |  |
| Number of financial centers - U.S. |  | 4,435 |  | 4,470 |  | 4,511 |  | 4,542 |  | 4,559 |
| Number of branded ATMs - U.S. |  | 16,011 |  | 16,039 |  | 15,973 |  | 15,972 |  | 15,939 |
| Headcount |  | 207,953 |  | 209,376 |  | 209,839 |  | 210,904 |  | 210,533 |

[^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)

|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2017 \end{aligned}$ |  | Second <br> Quarter <br> 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income |  |  |  |  |  |  |  |  |  |  |
| Loans and leases | \$ | 9,623 | \$ | 9,344 | \$ | 9,203 | \$ | 8,920 | \$ | 8,754 |
| Debt securities |  | 2,804 |  | 2,707 |  | 2,629 |  | 2,594 |  | 2,541 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 622 |  | 732 |  | 659 |  | 560 |  | 439 |
| Trading account assets |  | 1,136 |  | 1,144 |  | 1,091 |  | 1,163 |  | 1,076 |
| Other interest income |  | 1,414 |  | 1,139 |  | 1,075 |  | 909 |  | 900 |
| Total interest income |  | 15,599 |  | 15,066 |  | 14,657 |  | 14,146 |  | 13,710 |
| Interest expense |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 760 |  | 679 |  | 624 |  | 346 |  | 282 |
| Short-term borrowings |  | 1,135 |  | 1,030 |  | 944 |  | 917 |  | 647 |
| Trading account liabilities |  | 357 |  | 314 |  | 319 |  | 307 |  | 264 |
| Long-term debt |  | 1,739 |  | 1,581 |  | 1,609 |  | 1,590 |  | 1,459 |
| Total interest expense |  | 3,991 |  | 3,604 |  | 3,496 |  | 3,160 |  | 2,652 |
| Net interest income |  | 11,608 |  | 11,462 |  | 11,161 |  | 10,986 |  | 11,058 |
| Noninterest income |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 1,457 |  | 1,555 |  | 1,429 |  | 1,469 |  | 1,449 |
| Service charges |  | 1,921 |  | 1,955 |  | 1,968 |  | 1,977 |  | 1,918 |
| Investment and brokerage services |  | 3,664 |  | 3,522 |  | 3,437 |  | 3,460 |  | 3,417 |
| Investment banking income |  | 1,353 |  | 1,418 |  | 1,477 |  | 1,532 |  | 1,584 |
| Trading account profits |  | 2,699 |  | 1,153 |  | 1,837 |  | 1,956 |  | 2,331 |
| Other income (loss) |  | 423 |  | (629) |  | 530 |  | 1,449 |  | 491 |
| Total noninterest income |  | 11,517 |  | 8,974 |  | 10,678 |  | 11,843 |  | 11,190 |
| Total revenue, net of interest expense |  | 23,125 |  | 20,436 |  | 21,839 |  | 22,829 |  | 22,248 |
| Provision for credit losses |  | 834 |  | 1,001 |  | 834 |  | 726 |  | 835 |
| Noninterest expense |  |  |  |  |  |  |  |  |  |  |
| Personnel |  | 8,480 |  | 7,605 |  | 7,811 |  | 8,040 |  | 8,475 |
| Occupancy |  | 1,014 |  | 1,009 |  | 999 |  | 1,001 |  | 1,000 |
| Equipment |  | 442 |  | 411 |  | 416 |  | 427 |  | 438 |
| Marketing |  | 345 |  | 511 |  | 461 |  | 442 |  | 332 |
| Professional fees |  | 381 |  | 471 |  | 476 |  | 485 |  | 456 |
| Data processing |  | 810 |  | 795 |  | 777 |  | 773 |  | 794 |
| Telecommunications |  | 183 |  | 161 |  | 170 |  | 177 |  | 191 |
| Other general operating |  | 2,242 |  | 2,311 |  | 2,284 |  | 2,637 |  | 2,407 |
| Total noninterest expense |  | 13,897 |  | 13,274 |  | 13,394 |  | 13,982 |  | 14,093 |
| Income before income taxes |  | 8,394 |  | 6,161 |  | 7,611 |  | 8,121 |  | 7,320 |
| Income tax expense |  | 1,476 |  | 3,796 |  | 2,187 |  | 3,015 |  | 1,983 |
| Net income | \$ | 6,918 | \$ | 2,365 | \$ | 5,424 | \$ | 5,106 | \$ | 5,337 |
| Preferred stock dividends |  | 428 |  | 286 |  | 465 |  | 361 |  | 502 |
| Net income applicable to common shareholders | \$ | 6,490 | \$ | 2,079 | \$ | 4,959 | \$ | 4,745 | \$ | 4,835 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |
| Earnings | \$ | 0.63 | \$ | 0.20 | \$ | 0.49 | \$ | 0.47 | \$ | 0.48 |
| Diluted earnings |  | 0.62 |  | 0.20 |  | 0.46 |  | 0.44 |  | 0.45 |
| Dividends paid |  | 0.12 |  | 0.12 |  | 0.12 |  | 0.075 |  | 0.075 |
| Average common shares issued and outstanding |  | 22,394 |  | ,70,672 |  | 97,891 |  | , 13,503 |  | ,99,557 |
| Average diluted common shares issued and outstanding |  | 72,706 |  | 21,809 |  | 46,666 |  | , 34,807 |  | 19,668 |

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

## Bank of America Corporation and Subsidiaries

## Consolidated Statement of Comprehensive Income

|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 6,918 | \$ | 2,365 | \$ | 5,424 | \$ | 5,106 | \$ | 5,337 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |
| Net change in debt and equity securities |  | $(3,963)$ |  | (870) |  | 462 |  | 568 |  | (99) |
| Net change in debit valuation adjustments |  | 273 |  | (144) |  | (80) |  | (78) |  | 9 |
| Net change in derivatives |  | (275) |  | (92) |  | 24 |  | 94 |  | 38 |
| Employee benefit plan adjustments |  | 30 |  | 208 |  | 26 |  | 27 |  | 27 |
| Net change in foreign currency translation adjustments |  | (48) |  | (16) |  | 5 |  | 100 |  | (3) |
| Other comprehensive income (loss) |  | $(3,983)$ |  | (914) |  | 437 |  | 711 |  | (28) |
| Comprehensive income | \$ | 2,935 | \$ | 1,451 | \$ | 5,861 | \$ | 5,817 | \$ | 5,309 |

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

Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ | 26,247 | \$ | 29,480 | \$ | 28,955 |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks |  | 177,994 |  | 127,954 |  | 139,070 |
| Cash and cash equivalents |  | 204,241 |  | 157,434 |  | 168,025 |
| Time deposits placed and other short-term investments |  | 8,069 |  | 11,153 |  | 11,967 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 244,630 |  | 212,747 |  | 210,733 |
| Trading account assets |  | 198,477 |  | 209,358 |  | 209,044 |
| Derivative assets |  | 47,869 |  | 37,762 |  | 40,078 |
| Debt securities: |  |  |  |  |  |  |
| Carried at fair value |  | 303,298 |  | 315,117 |  | 312,012 |
| Held-to-maturity, at cost |  | 123,539 |  | 125,013 |  | 116,033 |
| Total debt securities |  | 426,837 |  | 440,130 |  | 428,045 |
| Loans and leases |  | 934,078 |  | 936,749 |  | 906,242 |
| Allowance for loan and lease losses |  | $(10,260)$ |  | $(10,393)$ |  | $(11,112)$ |
| Loans and leases, net of allowance |  | 923,818 |  | 926,356 |  | 895,130 |
| Premises and equipment, net |  | 9,399 |  | 9,247 |  | 9,319 |
| Goodwill |  | 68,951 |  | 68,951 |  | 68,969 |
| Loans held-for-sale |  | 9,227 |  | 11,430 |  | 14,751 |
| Customer and other receivables |  | 58,127 |  | 61,623 |  | 59,534 |
| Assets of business held for sale |  | - |  | - |  | 11,025 |
| Other assets |  | 128,833 |  | 135,043 |  | 121,174 |
| Total assets | \$ | 2,328,478 | \$ | 2,281,234 | \$ | 2,247,794 |

Assets of consolidated variable interest entities included in total assets above (isolated to settle the liabilities of the variable interest entities)

| Trading account assets | \$ | 6,065 | \$ | 6,521 | \$ | 5,180 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases |  | 46,590 |  | 48,929 |  | 53,187 |
| Allowance for loan and lease losses |  | (984) |  | $(1,016)$ |  | $(1,004)$ |
| Loans and leases, net of allowance |  | 45,606 |  | 47,913 |  | 52,183 |
| Loans held-for-sale |  | 13 |  | 27 |  | 128 |
| All other assets |  | 399 |  | 1,694 |  | 2,161 |
| Total assets of consolidated variable interest entities | \$ | 52,083 | \$ | 56,155 | \$ | 59,652 |

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

Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 434,709 | \$ | 430,650 | \$ | 436,972 |
| Interest-bearing |  | 811,212 |  | 796,576 |  | 762,161 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 13,768 |  | 14,024 |  | 13,223 |
| Interest-bearing |  | 68,975 |  | 68,295 |  | 59,785 |
| Total deposits |  | 1,328,664 |  | 1,309,545 |  | 1,272,141 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 178,528 |  | 176,865 |  | 186,098 |
| Trading account liabilities |  | 100,218 |  | 81,187 |  | 77,283 |
| Derivative liabilities |  | 33,900 |  | 34,300 |  | 36,428 |
| Short-term borrowings |  | 38,073 |  | 32,666 |  | 44,162 |
| Accrued expenses and other liabilities (includes \$782, \$777 and \$757 of reserve for unfunded lending commitments) |  | 150,615 |  | 152,123 |  | 142,307 |
| Long-term debt |  | 232,256 |  | 227,402 |  | 221,385 |
| Total liabilities |  | 2,062,254 |  | 2,014,088 |  | 1,979,804 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $-\mathbf{1 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 9 3 1 , 6 8 3}, 3,837,683$ and 3,887,329 shares |  | 24,672 |  | 22,323 |  | 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 $\mathbf{- 1 0 , 1 7 5 , 9 1 0 , 8 5 1}, 10,287,302,431$ and $9,974,189,863$ shares |  | 133,532 |  | 138,089 |  | 144,782 |
| Retained earnings |  | 120,298 |  | 113,816 |  | 105,304 |
| Accumulated other comprehensive income (loss) |  | $(12,278)$ |  | $(7,082)$ |  | $(7,316)$ |
| Total shareholders' equity |  | 266,224 |  | 267,146 |  | 267,990 |
| Total liabilities and shareholders' equity | \$ | 2,328,478 | \$ | 2,281,234 | \$ | 2,247,794 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | \$ | 286 | \$ | 312 | \$ | 185 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt |  | 10,051 |  | 9,873 |  | 11,944 |
| All other liabilities |  | 38 |  | 37 |  | 37 |
| Total liabilities of consolidated variable interest entities | \$ | 10,375 | \$ | 10,222 | \$ | 12,166 |

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

Capital Management

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

[^4]Certain prior period amounts have been reclassified to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2018 |  |  |  |  | Fourth Quarter 2017 |  |  |  |  | First Quarter 2017 |  |  |  |  |
|  |  | Average <br> Balance | Interest Income/ Expense |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 140,247 | \$ | 422 | 1.22\% | \$ | 128,708 | \$ | 336 | 1.04\% | \$ | 123,921 | \$ | 202 | 0.66\% |
| Time deposits placed and other short-term investments |  | 10,786 |  | 61 | 2.31 |  | 12,979 |  | 68 | 2.06 |  | 11,497 |  | 47 | 1.65 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 248,320 |  | 622 | 1.02 |  | 224,490 |  | 528 | 0.93 |  | 216,402 |  | 356 | 0.67 |
| Trading account assets |  | 131,123 |  | 1,147 | 3.54 |  | 130,370 |  | 1,183 | 3.61 |  | 125,661 |  | 1,111 | 3.58 |
| Debt securities |  | 433,096 |  | 2,830 | 2.58 |  | 441,624 |  | 2,751 | 2.48 |  | 430,234 |  | 2,573 | 2.38 |
| Loans and leases ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 204,830 |  | 1,782 | 3.48 |  | 202,155 |  | 1,749 | 3.46 |  | 193,627 |  | 1,661 | 3.44 |
| Home equity |  | 56,952 |  | 643 | 4.56 |  | 59,059 |  | 641 | 4.32 |  | 65,508 |  | 639 | 3.94 |
| U.S. credit card |  | 94,423 |  | 2,313 | 9.93 |  | 93,531 |  | 2,299 | 9.75 |  | 89,628 |  | 2,111 | 9.55 |
| Non-U.S. credit card ${ }^{(2)}$ |  | - |  | - | - |  | - |  | - | - |  | 9,367 |  | 211 | 9.15 |
| Direct/Indirect consumer |  | 92,478 |  | 701 | 3.07 |  | 93,547 |  | 693 | 2.94 |  | 93,291 |  | 608 | 2.65 |
| Other consumer |  | 2,814 |  | 27 | 4.00 |  | 2,566 |  | 31 | 4.71 |  | 2,547 |  | 27 | 4.07 |
| Total consumer |  | 451,497 |  | 5,466 | 4.89 |  | 450,858 |  | 5,413 | 4.78 |  | 453,968 |  | 5,257 | 4.68 |
| U.S. commercial |  | 299,850 |  | 2,717 | 3.68 |  | 297,851 |  | 2,598 | 3.46 |  | 287,468 |  | 2,222 | 3.14 |
| Non-U.S. commercial |  | 99,504 |  | 738 | 3.01 |  | 98,692 |  | 680 | 2.73 |  | 92,821 |  | 595 | 2.60 |
| Commercial real estate |  | 59,231 |  | 587 | 4.02 |  | 58,983 |  | 571 | 3.84 |  | 57,764 |  | 479 | 3.36 |
| Commercial lease financing |  | 21,833 |  | 175 | 3.20 |  | 21,406 |  | 159 | 2.98 |  | 22,123 |  | 231 | 4.17 |
| Total commercial |  | 480,418 |  | 4,217 | 3.56 |  | 476,932 |  | 4,008 | 3.34 |  | 460,176 |  | 3,527 | 3.11 |
| Total loans and leases ${ }^{(2)}$ |  | 931,915 |  | 9,683 | 4.20 |  | 927,790 |  | 9,421 | 4.04 |  | 914,144 |  | 8,784 | 3.88 |
| Other earning assets |  | 84,345 |  | 984 | 4.72 |  | 84,087 |  | 901 | 4.25 |  | 73,514 |  | 760 | 4.19 |
| Total earning assets ${ }^{(3)}$ |  | 1,979,832 |  | 15,749 | 3.21 |  | 1,950,048 |  | 15,188 | 3.09 |  | 1,895,373 |  | 13,833 | 2.96 |
| Cash and due from banks |  | 26,275 |  |  |  |  | 28,114 |  |  |  |  | 27,196 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 319,771 |  |  |  |  | 323,525 |  |  |  |  | 309,080 |  |  |  |
| Total assets |  | 2,325,878 |  |  |  |  | 2,301,687 |  |  |  | \$ | 2,231,649 |  |  |  |
| ${ }^{(1)}$ 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 are recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan. <br> ${ }^{(2)}$ The first quarter of 2017 includes assets of the Corporation's non-U.S. consumer credit card business, which was sold during the second quarter of 2017. <br> ${ }^{(3)}$ 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: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | First Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 5 | \$ | 16 | \$ | 15 |
| Debt securities |  | (3) |  | (2) |  | (22) |
| U.S. commercial loans and leases |  | (9) |  | (10) |  | (10) |
| Net hedge expense on assets | \$ | (7) | \$ | 4 | \$ | $\stackrel{(17)}{ }$ |

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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2018 |  |  |  |  | Fourth Quarter 2017 |  |  |  |  | First Quarter 2017 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |  | Average <br> Balance | Interest Income/ Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 54,747 | \$ | 1 | 0.01\% | \$ | 54,090 | \$ | 1 | 0.01\% | \$ | 52,193 | \$ | 1 | 0.01\% |
| NOW and money market deposit accounts |  | 659,033 |  | 406 | 0.25 |  | 645,639 |  | 361 | 0.22 |  | 617,749 |  | 74 | 0.05 |
| Consumer CDs and IRAs |  | 41,313 |  | 33 | 0.33 |  | 42,595 |  | 29 | 0.28 |  | 46,711 |  | 31 | 0.27 |
| Negotiable CDs, public funds and other deposits |  | 40,639 |  | 157 | 1.56 |  | 39,200 |  | 133 | 1.35 |  | 33,695 |  | 52 | 0.63 |
| Total U.S. interest-bearing deposits |  | 795,732 |  | 597 | 0.30 |  | 781,524 |  | 524 | 0.27 |  | 750,348 |  | 158 | 0.09 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 2,243 |  | 9 | 1.67 |  | 1,844 |  | 5 | 0.96 |  | 2,616 |  | 5 | 0.76 |
| Governments and official institutions |  | 1,154 |  | - | 0.02 |  | 1,016 |  | 3 | 1.06 |  | 1,013 |  | 2 | 0.81 |
| Time, savings and other |  | 67,334 |  | 154 | 0.92 |  | 67,252 |  | 147 | 0.87 |  | 58,418 |  | 117 | 0.81 |
| Total non-U.S. interest-bearing deposits |  | 70,731 |  | 163 | 0.93 |  | 70,112 |  | 155 | 0.88 |  | 62,047 |  | 124 | 0.81 |
| Total interest-bearing deposits |  | 866,463 |  | 760 | 0.36 |  | 851,636 |  | 679 | 0.32 |  | 812,395 |  | 282 | 0.14 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 278,931 |  | 1,135 | 1.65 |  | 270,403 |  | 901 | 1.32 |  | 266,837 |  | 573 | 0.87 |
| Trading account liabilities |  | 55,362 |  | 357 | 2.62 |  | 49,643 |  | 314 | 2.51 |  | 38,731 |  | 264 | 2.76 |
| Long-term debt |  | 229,603 |  | 1,739 | 3.06 |  | 227,644 |  | 1,581 | 2.77 |  | 221,468 |  | 1,459 | 2.65 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,430,359 |  | 3,991 | 1.13 |  | 1,399,326 |  | 3,475 | 0.99 |  | 1,339,431 |  | 2,578 | 0.78 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 430,805 |  |  |  |  | 441,936 |  |  |  |  | 444,237 |  |  |  |
| Other liabilities |  | 199,234 |  |  |  |  | 187,263 |  |  |  |  | 180,281 |  |  |  |
| Shareholders' equity |  | 265,480 |  |  |  |  | 273,162 |  |  |  |  | 267,700 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,325,878 |  |  |  |  | 2,301,687 |  |  |  |  | 2,231,649 |  |  |  |
| Net interest spread |  |  |  |  | 2.08\% |  |  |  |  | 2.10\% |  |  |  |  | 2.18\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.31 |  |  |  |  | 0.29 |  |  |  |  | 0.21 |
| Net interest income/yield on earning assets |  |  | \$ | 11,758 | 2.39\% |  |  | \$ | 11,713 | 2.39\% |  |  | \$ | 11,255 | 2.39\% |

${ }^{11}$ The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased (decreased) interest expense on:

|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | First Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer CDs and IRAs | \$ | 5 | \$ | 5 | \$ | 6 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 3 |  | 3 |
| Banks located in non-U.S. countries |  | 5 |  | 5 |  | 5 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 29 |  | 30 |  | 92 |
| Long-term debt |  | (246) |  | (379) |  | (530) |
| Net hedge income on liabilities | \$ | (204) | \$ | (336) | \$ | $\stackrel{(424)}{ }$ |

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

## Bank of America Corporation and Subsidiaries

## Debt Securities

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

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

| (Dollars in millions) | $\begin{gathered} \hline \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Mortgage-backed securities: |  |  |  |  |
| Agency-collateralized mortgage obligations | \$ | - | \$ | 5 |
| Non-agency residential |  | 2,736 |  | 2,764 |
| Total mortgage-backed securities |  | 2,736 |  | 2,769 |
| Non-U.S. securities ${ }^{(1)}$ |  | 9,976 |  | 9,488 |
| Other taxable securities, substantially all asset-backed securities |  | 226 |  | 229 |
| Total | \$ | 12,938 | \$ | 12,486 |

[^5]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 ${ }^{(1)}$ | First Quarter <br> 2018 |  | Fourth Quarter 2017 |  | Third <br> Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | \$ | 11,758 | \$ | 11,713 | \$ | 11,401 | \$ | 11,223 | \$ | 11,255 |
| Total revenue, net of interest expense |  | 23,275 |  | 20,687 |  | 22,079 |  | 23,066 |  | 22,445 |
| Net interest yield |  | 2.39\% |  | 2.39\% |  | 2.36\% |  | 2.34\% |  | 2.39\% |
| Efficiency ratio |  | 59.71 |  | 64.16 |  | 60.67 |  | 60.62 |  | 62.79 |


 and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 34-35.)

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 11,758 | \$ | 6,510 | \$ | 1,594 | \$ | 2,640 | \$ | 870 | \$ | 144 |
| Card income |  | 1,457 |  | 1,279 |  | 21 |  | 135 |  | 22 |  | - |
| Service charges |  | 1,921 |  | 1,044 |  | 19 |  | 763 |  | 90 |  | 5 |
| Investment and brokerage services |  | 3,664 |  | 82 |  | 3,040 |  | 25 |  | 488 |  | 29 |
| Investment banking income (loss) |  | 1,353 |  | - |  | 84 |  | 744 |  | 609 |  | (84) |
| Trading account profits (loss) |  | 2,699 |  | 2 |  | 29 |  | 61 |  | 2,703 |  | (96) |
| Other income (loss) |  | 423 |  | 115 |  | 69 |  | 566 |  | 4 |  | (331) |
| Total noninterest income |  | 11,517 |  | 2,522 |  | 3,262 |  | 2,294 |  | 3,916 |  | (477) |
| Total revenue, net of interest expense (FTE basis) |  | 23,275 |  | 9,032 |  | 4,856 |  | 4,934 |  | 4,786 |  | (333) |
| Provision for credit losses |  | 834 |  | 935 |  | 38 |  | 16 |  | (3) |  | (152) |
| Noninterest expense |  | 13,897 |  | 4,480 |  | 3,428 |  | 2,195 |  | 2,818 |  | 976 |
| Income (loss) before income taxes (FTE basis) |  | 8,544 |  | 3,617 |  | 1,390 |  | 2,723 |  | 1,971 |  | $(1,157)$ |
| Income tax expense (benefit) (FTE basis) |  | 1,626 |  | 922 |  | 355 |  | 707 |  | 513 |  | (871) |
| Net income (loss) | \$ | 6,918 | \$ | 2,695 | \$ | 1,035 | \$ | 2,016 | \$ | 1,458 | \$ | (286) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 931,915 | \$ | 279,557 | \$ | 159,095 | \$ | 351,689 | \$ | 73,763 | \$ | 67,811 |
| Total assets ${ }^{(1)}$ |  | 2,325,878 |  | 746,647 |  | 279,716 |  | 420,594 |  | 678,368 |  | 200,553 |
| Total deposits |  | 1,297,268 |  | 674,351 |  | 243,077 |  | 324,405 |  | 32,320 |  | 23,115 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 934,078 | \$ | 279,055 | \$ | 159,636 | \$ | 355,165 | \$ | 75,638 | \$ | 64,584 |
| Total assets ${ }^{(1)}$ |  | 2,328,478 |  | 774,256 |  | 279,331 |  | 424,134 |  | 648,605 |  | 202,152 |
| Total deposits |  | 1,328,664 |  | 701,488 |  | 241,531 |  | 331,238 |  | 32,301 |  | 22,106 |
|  | Fourth Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 11,713 | \$ | 6,354 | \$ | 1,520 | \$ | 2,719 | \$ | 932 | \$ | 188 |
| Card income |  | 1,555 |  | 1,354 |  | 43 |  | 134 |  | 24 |  | - |
| Service charges |  | 1,955 |  | 1,071 |  | 19 |  | 774 |  | 84 |  | 7 |
| Investment and brokerage services |  | 3,522 |  | 84 |  | 2,920 |  | 24 |  | 501 |  | (7) |
| Investment banking income (loss) |  | 1,418 |  | - |  | 71 |  | 811 |  | 597 |  | (61) |
| Trading account profits |  | 1,153 |  | 1 |  | 25 |  | 51 |  | 1,075 |  | 1 |
| Other income (loss) |  | (629) |  | 91 |  | 85 |  | 506 |  | 183 |  | $(1,494)$ |
| Total noninterest income |  | 8,974 |  | 2,601 |  | 3,163 |  | 2,300 |  | 2,464 |  | $(1,554)$ |
| Total revenue, net of interest expense (FTE basis) |  | 20,687 |  | 8,955 |  | 4,683 |  | 5,019 |  | 3,396 |  | $(1,366)$ |
| Provision for credit losses |  | 1,001 |  | 886 |  | 6 |  | 132 |  | 162 |  | (185) |
| Noninterest expense |  | 13,274 |  | 4,507 |  | 3,473 |  | 2,161 |  | 2,614 |  | 519 |
| Income (loss) before income taxes (FTE basis) |  | 6,412 |  | 3,562 |  | 1,204 |  | 2,726 |  | 620 |  | $(1,700)$ |
| Income tax expense (FTE basis) |  | 4,047 |  | 1,365 |  | 462 |  | 1,046 |  | 210 |  | 964 |
| Net income (loss) | \$ | 2,365 | \$ | 2,197 | \$ | 742 | \$ | 1,680 | \$ | 410 | \$ | $\underline{(2,664)}$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 927,790 | \$ | 275,716 | \$ | 157,063 | \$ | 350,262 | \$ | 73,552 | \$ | 71,197 |
| Total assets ${ }^{(1)}$ |  | 2,301,687 |  | 737,755 |  | 276,153 |  | 419,513 |  | 659,411 |  | 208,855 |
| Total deposits |  | 1,293,572 |  | 665,536 |  | 240,126 |  | 329,761 |  | 34,250 |  | 23,899 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 936,749 | \$ | 280,473 | \$ | 159,378 | \$ | 350,668 | \$ | 76,778 | \$ | 69,452 |
| Total assets ${ }^{(1)}$ |  | 2,281,234 |  | 749,325 |  | 284,321 |  | 424,533 |  | 629,007 |  | 194,048 |
| Total deposits |  | 1,309,545 |  | 676,530 |  | 246,994 |  | 329,273 |  | 34,029 |  | 22,719 |

[^6]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) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total <br> Corporation |  | Consumer Banking |  | GWIM |  | Global Banking |  | Global Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 11,255 | \$ | 5,781 | \$ | 1,560 | \$ | 2,602 | \$ | 1,049 | \$ | 263 |
| Card income |  | 1,449 |  | 1,224 |  | 36 |  | 125 |  | 22 |  | 42 |
| Service charges |  | 1,918 |  | 1,050 |  | 20 |  | 765 |  | 77 |  | 6 |
| Investment and brokerage services |  | 3,417 |  | 82 |  | 2,791 |  | 17 |  | 531 |  | (4) |
| Investment banking income (loss) |  | 1,584 |  | - |  | 51 |  | 925 |  | 666 |  | (58) |
| Trading account profits |  | 2,331 |  | - |  | 59 |  | 32 |  | 2,177 |  | 63 |
| Other income (loss) |  | 491 |  | 147 |  | 75 |  | 489 |  | 186 |  | (406) |
| Total noninterest income |  | 11,190 |  | 2,503 |  | 3,032 |  | 2,353 |  | 3,659 |  | (357) |
| Total revenue, net of interest expense (FTE basis) |  | 22,445 |  | 8,284 |  | 4,592 |  | 4,955 |  | 4,708 |  | (94) |
| Provision for credit losses |  | 835 |  | 838 |  | 23 |  | 17 |  | (17) |  | (26) |
| Noninterest expense |  | 14,093 |  | 4,410 |  | 3,329 |  | 2,163 |  | 2,757 |  | 1,434 |
| Income (loss) before income taxes (FTE basis) |  | 7,517 |  | 3,036 |  | 1,240 |  | 2,775 |  | 1,968 |  | $(1,502)$ |
| Income tax expense (benefit) (FTE basis) |  | 2,180 |  | 1,144 |  | 467 |  | 1,046 |  | 671 |  | $(1,148)$ |
| Net income (loss) | \$ | 5,337 | \$ | 1,892 | \$ | 773 | \$ | 1,729 | \$ | 1,297 | \$ | (354) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 914,144 | \$ | 257,945 | \$ | 148,405 | \$ | 342,857 | \$ | 70,064 | \$ | 94,873 |
| Total assets ${ }^{(1)}$ |  | 2,231,649 |  | 707,647 |  | 293,432 |  | 415,908 |  | 607,010 |  | 207,652 |
| Total deposits |  | 1,256,632 |  | 635,594 |  | 257,386 |  | 305,197 |  | 33,158 |  | 25,297 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases ${ }^{(2)}$ | \$ | 915,747 | \$ | 258,421 | \$ | 149,110 | \$ | 344,452 | \$ | 71,053 | \$ | 92,711 |
| Total assets ${ }^{(1)}$ |  | 2,247,794 |  | 734,087 |  | 291,177 |  | 416,763 |  | 604,014 |  | 201,753 |
| Total deposits |  | 1,272,141 |  | 661,607 |  | 254,595 |  | 297,163 |  | 33,629 |  | 25,147 |

[^7]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)

|  | FirstQuarter2018 |  | Fourth Quarter 2017 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  | Second Quarter 2017 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (FTE basis) | \$ | 6,510 | \$ | 6,354 | \$ | 6,212 | \$ | 5,961 | \$ | 5,781 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 1,279 |  | 1,354 |  | 1,243 |  | 1,248 |  | 1,224 |
| Service charges |  | 1,044 |  | 1,071 |  | 1,082 |  | 1,061 |  | 1,050 |
| All other income |  | 199 |  | 176 |  | 237 |  | 239 |  | 229 |
| Total noninterest income |  | 2,522 |  | 2,601 |  | 2,562 |  | 2,548 |  | 2,503 |
| Total revenue, net of interest expense (FTE basis) |  | 9,032 |  | 8,955 |  | 8,774 |  | 8,509 |  | 8,284 |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 935 |  | 886 |  | 967 |  | 834 |  | 838 |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 4,480 |  | 4,507 |  | 4,460 |  | 4,411 |  | 4,410 |
| Income before income taxes (FTE basis) |  | 3,617 |  | 3,562 |  | 3,347 |  | 3,264 |  | 3,036 |
| Income tax expense (FTE basis) |  | 922 |  | 1,365 |  | 1,260 |  | 1,233 |  | 1,144 |
| Net income | \$ | 2,695 | \$ | 2,197 | \$ | 2,087 | \$ | 2,031 | \$ | 1,892 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.73\% |  | 3.61\% |  | 3.56\% |  | 3.48\% |  | 3.50\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 30 |  | 24 |  | 22 |  | 22 |  | 21 |
| Efficiency ratio (FTE basis) |  | 49.60 |  | 50.33 |  | 50.83 |  | 51.84 |  | 53.24 |

## Balance Sheet

| Average |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 279,557 | \$ | 275,716 | \$ | 268,810 | \$ | 261,537 | \$ | 257,945 |
| Total earning assets ${ }^{(2)}$ |  | 707,754 |  | 699,004 |  | 692,122 |  | 686,064 |  | 668,865 |
| Total assets ${ }^{(2)}$ |  | 746,647 |  | 737,755 |  | 731,077 |  | 724,753 |  | 707,647 |
| Total deposits |  | 674,351 |  | 665,536 |  | 658,974 |  | 652,787 |  | 635,594 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 279,055 | \$ | 280,473 | \$ | 272,360 | \$ | 265,938 | \$ | 258,421 |
| Total earning assets ${ }^{(2)}$ |  | 735,247 |  | 709,832 |  | 703,277 |  | 696,350 |  | 694,883 |
| Total assets ${ }^{(2)}$ |  | 774,256 |  | 749,325 |  | 742,513 |  | 735,176 |  | 734,087 |
| Total deposits |  | 701,488 |  | 676,530 |  | 669,647 |  | 662,678 |  | 661,607 |

[^8]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)

|  | First Quarter 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer <br> Lending |  |
| Net interest income (FTE basis) | \$ | 6,510 | \$ | 3,741 | \$ | 2,769 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,279 |  | 2 |  | 1,277 |
| Service charges |  | 1,044 |  | 1,044 |  | - |
| All other income |  | 199 |  | 108 |  | 91 |
| Total noninterest income |  | 2,522 |  | 1,154 |  | 1,368 |
| Total revenue, net of interest expense (FTE basis) |  | 9,032 |  | 4,895 |  | 4,137 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 935 |  | 41 |  | 894 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,480 |  | 2,651 |  | 1,829 |
| Income before income taxes (FTE basis) |  | 3,617 |  | 2,203 |  | 1,414 |
| Income tax expense (FTE basis) |  | 922 |  | 561 |  | 361 |
| Net income | \$ | 2,695 | \$ | 1,642 | \$ | 1,053 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.73\% |  | 2.25\% |  | 4.09\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 30 |  | 55 |  | 17 |
| Efficiency ratio (FTE basis) |  | 49.60 |  | 54.15 |  | 44.21 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 279,557 | \$ | 5,170 | \$ | 274,387 |
| Total earning assets ${ }^{(2)}$ |  | 707,754 |  | 673,641 |  | 274,748 |
| Total assets ${ }^{(2)}$ |  | 746,647 |  | 701,418 |  | 285,864 |
| Total deposits |  | 674,351 |  | 668,983 |  | 5,368 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 279,055 | \$ | 5,111 | \$ | 273,944 |
| Total earning assets ${ }^{(2)}$ |  | 735,247 |  | 700,420 |  | 274,977 |
| Total assets ${ }^{(2)}$ |  | 774,256 |  | 728,063 |  | 286,343 |
| Total deposits |  | 701,488 |  | 695,514 |  | 5,974 |
|  | Fourth Quarter 2017 |  |  |  |  |  |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 6,354 | \$ | 3,549 | \$ | 2,805 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,354 |  | 2 |  | 1,352 |
| Service charges |  | 1,071 |  | 1,071 |  | - |
| All other income |  | 176 |  | 99 |  | 77 |
| Total noninterest income |  | 2,601 |  | 1,172 |  | 1,429 |
| Total revenue, net of interest expense (FTE basis) |  | 8,955 |  | 4,721 |  | 4,234 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 886 |  | 53 |  | 833 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,507 |  | 2,678 |  | 1,829 |
| Income before income taxes (FTE basis) |  | 3,562 |  | 1,990 |  | 1,572 |
| Income tax expense (FTE basis) |  | 1,365 |  | 763 |  | 602 |
| Net income | \$ | 2,197 | S | 1,227 | \$ | 970 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.61 \% |  | 2.12\% |  | 4.10\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 24 |  | 41 |  | 15 |
| Efficiency ratio (FTE basis) |  | 50.33 |  | 56.73 |  | 43.20 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 275,716 | \$ | 5,261 | \$ | 270,455 |
| Total earning assets ${ }^{(2)}$ |  | 699,004 |  | 664,054 |  | 271,129 |
| Total assets ${ }^{(2)}$ |  | 737,755 |  | 691,610 |  | 282,324 |
| Total deposits |  | 665,536 |  | 659,238 |  | 6,298 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 280,473 | \$ | 5,143 | \$ | 275,330 |
| Total earning assets ${ }^{(2)}$ |  | 709,832 |  | 675,485 |  | 275,742 |
| Total assets ${ }^{(2)}$ |  | 749,325 |  | 703,330 |  | 287,390 |
| Total deposits |  | 676,530 |  | 670,802 |  | 5,728 |

For footnotes see page 16.

[^9]
## Bank of America Corporation and Subsidiaries

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

|  | First Quarter 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,781 | \$ | 3,063 | \$ | 2,718 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,224 |  | 2 |  | 1,222 |
| Service charges |  | 1,050 |  | 1,050 |  | - |
| All other income |  | 229 |  | 102 |  | 127 |
| Total noninterest income |  | 2,503 |  | 1,154 |  | 1,349 |
| Total revenue, net of interest expense (FTE basis) |  | 8,284 |  | 4,217 |  | 4,067 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 838 |  | 55 |  | 783 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,410 |  | 2,527 |  | 1,883 |
| Income before income taxes (FTE basis) |  | 3,036 |  | 1,635 |  | 1,401 |
| Income tax expense (FTE basis) |  | 1,144 |  | 616 |  | 528 |
| Net income | \$ | 1,892 | \$ | 1,019 | \$ | 873 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.50\% |  | 1.96\% |  | 4.34\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 21 |  | 34 |  | 14 |
| Efficiency ratio (FTE basis) |  | 53.24 |  | 59.94 |  | 46.29 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 257,945 | \$ | 4,979 | \$ | 252,966 |
| Total earning assets ${ }^{(2)}$ |  | 668,865 |  | 634,704 |  | 254,066 |
| Total assets ${ }^{(2)}$ |  | 707,647 |  | 661,769 |  | 265,783 |
| Total deposits |  | 635,594 |  | 629,337 |  | 6,257 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 12,000 |  | 25,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 258,421 | \$ | 4,938 | \$ | 253,483 |
| Total earning assets ${ }^{(2)}$ |  | 694,883 |  | 660,888 |  | 254,291 |
| Total assets ${ }^{(2)}$ |  | 734,087 |  | 688,277 |  | 266,106 |
| Total deposits |  | 661,607 |  | 655,714 |  | 5,893 |

[^10]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



## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Segment Results
(Dollars in millions)

|  | First Quarter 2018 <br> 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (FTE basis) | \$ | 1,594 | \$ | 1,520 | \$ | 1,496 | \$ | 1,597 | \$ | 1,560 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 3,040 |  | 2,920 |  | 2,854 |  | 2,829 |  | 2,791 |
| All other income |  | 222 |  | 243 |  | 270 |  | 269 |  | 241 |
| Total noninterest income |  | 3,262 |  | 3,163 |  | 3,124 |  | 3,098 |  | 3,032 |
| Total revenue, net of interest expense (FTE basis) |  | 4,856 |  | 4,683 |  | 4,620 |  | 4,695 |  | 4,592 |
| Provision for credit losses |  | 38 |  | 6 |  | 16 |  | 11 |  | 23 |
| Noninterest expense |  | 3,428 |  | 3,473 |  | 3,371 |  | 3,392 |  | 3,329 |
| Income before income taxes (FTE basis) |  | 1,390 |  | 1,204 |  | 1,233 |  | 1,292 |  | 1,240 |
| Income tax expense (FTE basis) |  | 355 |  | 462 |  | 464 |  | 488 |  | 467 |
| Net income | \$ | 1,035 | \$ | 742 | \$ | 769 | \$ | 804 | \$ | 773 |
| Net interest yield (FTE basis) |  | 2.46\% |  | 2.32\% |  | 2.29\% |  | 2.41\% |  | 2.28\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 29 |  | 21 |  | 22 |  | 23 |  | 22 |
| Efficiency ratio (FTE basis) |  | 70.60 |  | 74.14 |  | 72.95 |  | 72.24 |  | 72.51 |

## Balance Sheet

| Average |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 159,095 | \$ | 157,063 | \$ | 154,333 | \$ | 150,812 | \$ | 148,405 |
| Total earning assets ${ }^{(2)}$ |  | 262,775 |  | 259,550 |  | 259,564 |  | 265,845 |  | 277,989 |
| Total assets ${ }^{(2)}$ |  | 279,716 |  | 276,153 |  | 275,570 |  | 281,167 |  | 293,432 |
| Total deposits |  | 243,077 |  | 240,126 |  | 239,647 |  | 245,329 |  | 257,386 |
| Allocated capital ${ }^{(1)}$ |  | 14,500 |  | 14,000 |  | 14,000 |  | 14,000 |  | 14,000 |

Period end

| Total loans and leases | $\mathbf{\$ ~ 1 5 9 , 6 3 6}$ | $\$$ | 159,378 | $\$ 155,871$ | $\$ 153,468$ | $\$ 149,110$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total earning assets ${ }^{(2)}$ | $\mathbf{2 6 2 , 4 3 0}$ | 267,026 | 259,548 | 258,744 | 275,214 |  |
| Total assets ${ }^{(2)}$ | $\mathbf{2 7 9 , 3 3 1}$ | 284,321 | 276,187 | 274,746 | 291,177 |  |
| Total deposits | $\mathbf{2 4 1 , 5 3 1}$ | 246,994 | 237,771 | 237,131 | 254,595 |  |

[^11]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)


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

## Bank of America Corporation and Subsidiaries

## Global Banking Segment Results

(Dollars in millions)

|  | FirstQuarter2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (FTE basis) | \$ | 2,640 | \$ | 2,719 | \$ | 2,642 | \$ | 2,541 | \$ | 2,602 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 763 |  | 774 |  | 776 |  | 809 |  | 765 |
| Investment banking fees |  | 744 |  | 811 |  | 806 |  | 929 |  | 925 |
| All other income |  | 787 |  | 715 |  | 763 |  | 760 |  | 663 |
| Total noninterest income |  | 2,294 |  | 2,300 |  | 2,345 |  | 2,498 |  | 2,353 |
| Total revenue, net of interest expense (FTE basis) |  | 4,934 |  | 5,019 |  | 4,987 |  | 5,039 |  | 4,955 |
|  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 16 |  | 132 |  | 48 |  | 15 |  | 17 |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 2,195 |  | 2,161 |  | 2,119 |  | 2,154 |  | 2,163 |
| Income before income taxes (FTE basis) |  | 2,723 |  | 2,726 |  | 2,820 |  | 2,870 |  | 2,775 |
| Income tax expense (FTE basis) |  | 707 |  | 1,046 |  | 1,062 |  | 1,084 |  | 1,046 |
| Net income | \$ | 2,016 | \$ | 1,680 | \$ | 1,758 | \$ | 1,786 | \$ | 1,729 |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 2.96\% |  | 3.00\% |  | 2.94\% |  | 2.85\% |  | 2.93\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 20 |  | 17 |  | 17 |  | 18 |  | 18 |
| Efficiency ratio (FTE basis) |  | 44.47 |  | 43.02 |  | 42.52 |  | 42.72 |  | 43.66 |

Balance Sheet

| Average |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans and leases | \$ | 351,689 | \$ | 350,262 | \$ | 346,093 | \$ | 345,063 | \$ | 342,857 |
| Total earning assets ${ }^{(2)}$ |  | 361,822 |  | 359,199 |  | 357,014 |  | 357,407 |  | 359,605 |
| Total assets ${ }^{(2)}$ |  | 420,594 |  | 419,513 |  | 414,755 |  | 413,950 |  | 415,908 |
| Total deposits |  | 324,405 |  | 329,761 |  | 315,692 |  | 300,483 |  | 305,197 |
| Allocated capital ${ }^{(1)}$ |  | 41,000 |  | 40,000 |  | 40,000 |  | 40,000 |  | 40,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 355,165 | \$ | 350,668 | \$ | 349,838 | \$ | 344,457 | \$ | 344,452 |
| Total earning assets ${ }^{(2)}$ |  | 365,895 |  | 365,560 |  | 364,591 |  | 353,649 |  | 360,288 |
| Total assets ${ }^{(2)}$ |  | 424,134 |  | 424,533 |  | 423,185 |  | 410,580 |  | 416,763 |
| Total deposits |  | 331,238 |  | 329,273 |  | 319,545 |  | 303,205 |  | 297,163 |

[^12]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) |
| :--- |
|  |

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

Investment Banking Product Rankings

|  | Three Months Ended March 31, 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 4 | 5.7\% | 4 | 7.8\% |
| Announced mergers and acquisitions | 4 | 20.9 | 5 | 20.2 |
| Equity capital markets | 5 | 5.9 | 5 | 8.8 |
| Debt capital markets | 3 | 6.3 | 1 | 11.0 |
| High-yield corporate debt | 4 | 5.6 | 4 | 7.6 |
| Leveraged loans | 1 | 9.9 | 1 | 12.7 |
| Mortgage-backed securities | 3 | 10.3 | 4 | 12.2 |
| Asset-backed securities | 2 | 10.7 | 2 | 12.4 |
| Convertible debt | 3 | 7.5 | 2 | 17.7 |
| Common stock underwriting | 5 | 5.7 | 6 | 6.7 |
| Investment-grade corporate debt | 1 | 6.7 | 1 | 13.4 |
| Syndicated loans | 2 | 9.8 | 2 | 13.3 |

Source: Dealogic data as of April 2, 2018. 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 net 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 |
| Convertible debt |  |
| U.S. top 3 rankings in: |  |
| Leveraged loans | Investment-grade corporate debt |
| Asset-backed securities | Syndicated loans |
| Convertible debt | Debt capital markets |

## Top 3 rankings excluding self-led deals:

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

|  | FirstQuarter2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income (FTE basis) | \$ | 870 | \$ | 932 | \$ | 899 | \$ | 864 | \$ | 1,049 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 488 |  | 501 |  | 496 |  | 521 |  | 531 |
| Investment banking fees |  | 609 |  | 597 |  | 624 |  | 590 |  | 666 |
| Trading account profits |  | 2,703 |  | 1,075 |  | 1,714 |  | 1,743 |  | 2,177 |
| All other income |  | 116 |  | 291 |  | 168 |  | 229 |  | 285 |
| Total noninterest income |  | 3,916 |  | 2,464 |  | 3,002 |  | 3,083 |  | 3,659 |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ |  | 4,786 |  | 3,396 |  | 3,901 |  | 3,947 |  | 4,708 |
| Provision for credit losses |  | (3) |  | 162 |  | (6) |  | 25 |  | (17) |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 2,818 |  | 2,614 |  | 2,711 |  | 2,650 |  | 2,757 |
| Income before income taxes (FTE basis) |  | 1,971 |  | 620 |  | 1,196 |  | 1,272 |  | 1,968 |
| Income tax expense (FTE basis) |  | 513 |  | 210 |  | 440 |  | 442 |  | 671 |
| Net income | \$ | 1,458 | \$ | 410 | \$ | 756 | \$ | 830 | \$ | 1,297 |
|  |  |  |  |  |  |  |  |  |  |  |
| Return on average allocated capital ${ }^{(2)}$ |  | 17\% |  | 5\% |  | 9\% |  | 10\% |  | 15\% |
| Efficiency ratio (FTE basis) |  | 58.87 |  | 77.01 |  | 69.48 |  | 67.12 |  | 58.56 |

## Balance Sheet

| Average |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total trading-related assets ${ }^{(3)}$ | \$ 463,169 | \$ 449,737 | \$ 442,283 | \$ 452,563 | \$ 422,359 |
| Total loans and leases | 73,763 | 73,552 | 72,347 | 69,638 | 70,064 |
| Total earning assets ${ }^{(3)}$ | 486,107 | 464,171 | 446,754 | 456,588 | 429,906 |
| Total assets | 678,368 | 659,411 | 642,430 | 645,227 | 607,010 |
| Total deposits | 32,320 | 34,250 | 32,125 | 31,919 | 33,158 |
| Allocated capital ${ }^{(2)}$ | 35,000 | 35,000 | 35,000 | 35,000 | 35,000 |


| Period end |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total trading-related assets ${ }^{(3)}$ | \$ | 450,512 | \$ | 419,375 | \$ | 426,371 | \$ | 436,193 | \$ | 418,259 |
| Total loans and leases |  | 75,638 |  | 76,778 |  | 76,225 |  | 73,973 |  | 71,053 |
| Total earning assets ${ }^{(3)}$ |  | 478,857 |  | 449,314 |  | 441,656 |  | 448,613 |  | 425,582 |
| Total assets |  | 648,605 |  | 629,007 |  | 629,270 |  | 633,193 |  | 604,014 |
| Total deposits |  | 32,301 |  | 34,029 |  | 33,382 |  | 33,363 |  | 33,629 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 210,278 | \$ | 225,330 | \$ | 216,988 | \$ | 221,569 | \$ | 203,866 |
| Reverse repurchases |  | 123,948 |  | 107,125 |  | 101,556 |  | 101,551 |  | 96,835 |
| Securities borrowed |  | 82,376 |  | 77,580 |  | 81,950 |  | 88,041 |  | 81,312 |
| Derivative assets |  | 46,567 |  | 39,702 |  | 41,789 |  | 41,402 |  | 40,346 |
| Total trading-related assets ${ }^{(3)}$ | \$ | 463,169 | \$ | 449,737 | \$ | 442,283 | \$ | 452,563 | \$ | 422,359 |

[^14]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)

|  |  |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 2,614 | \$ | 1,597 | \$ | 2,152 | \$ | 2,106 | \$ | 2,810 |
| Equities |  | 1,503 |  | 942 |  | 977 |  | 1,104 |  | 1,089 |
| Total sales and trading revenue | \$ | 4,117 | \$ | 2,539 | \$ | 3,129 | \$ | 3,210 | \$ | 3,899 |

Sales and trading revenue, excluding debit valuation adjustment ${ }^{(2)}$

| Fixed income, currency and commodities | \$ | 2,536 | \$ | 1,709 | \$ | 2,166 | \$ | 2,254 | \$ | 2,930 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equities |  | 1,517 |  | 948 |  | 984 |  | 1,115 |  | 1,099 |
| Total sales and trading revenue, excluding debit valuation adjustment | \$ | 4,053 | \$ | 2,657 | \$ | 3,150 | \$ | 3,369 | \$ | 4,029 |

## Sales and trading revenue breakdown

| Net interest income | \$ | 743 | \$ | 805 | \$ | 777 | \$ | 749 | \$ | 929 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commissions |  | 476 |  | 492 |  | 487 |  | 514 |  | 524 |
| Trading |  | 2,702 |  | 1,075 |  | 1,712 |  | 1,743 |  | 2,176 |
| Other |  | 196 |  | 167 |  | 153 |  | 204 |  | 270 |
| Total sales and trading revenue | \$ | 4,117 | \$ | 2,539 | \$ | 3,129 | \$ | 3,210 | \$ | 3,899 |

${ }^{(1)}$ Includes Global Banking sales and trading revenue of $\$ 166$ million for the first quarter of 2018, and $\$ 61$ million, $\$ 61$ million, $\$ 56$ million and $\$ 58$ million for the fourth, third, second and first quarters of 2017, respectively.
${ }^{(2)}$ For this presentation, sales and trading revenue excludes net debit valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FirstQuarter 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter 2017 |  |
| Net interest income (FTE basis) | \$ | 144 | \$ | 188 | \$ | 152 | \$ | 260 | \$ | 263 |
| Noninterest income (loss) |  | (477) |  | $(1,554)$ |  | (355) |  | 616 |  | (357) |
| Total revenue, net of interest expense (FTE basis) |  | (333) |  | $(1,366)$ |  | (203) |  | 876 |  | (94) |
| Provision for credit losses |  | (152) |  | (185) |  | (191) |  | (159) |  | (26) |
| Noninterest expense |  | 976 |  | 519 |  | 733 |  | 1,375 |  | 1,434 |
| Loss before income taxes (FTE basis) |  | $(1,157)$ |  | $(1,700)$ |  | (745) |  | (340) |  | $(1,502)$ |
| Income tax expense (benefit) (FTE basis) |  | (871) |  | 964 |  | (799) |  | 5 |  | $(1,148)$ |
| Net income (loss) | \$ | (286) | \$ | $(2,664)$ | \$ | 54 | \$ | (345) | \$ | (354) |

## Balance Sheet

Average

| Total loans and leases | $\mathbf{\$ 7 , 8 1 1}$ | $\$$ | 71,197 | $\$$ | 76,546 | $\$$ | 87,667 | $\$$ | 94,873 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total assets ${ }^{(2)}$ | $\mathbf{2 0 0 , 5 5 3}$ | 208,855 | 207,272 | 204,196 | 207,652 |  |  |  |  |
| Total deposits | $\mathbf{2 3 , 1 1 5}$ | 23,899 | 25,273 | 26,320 | 25,297 |  |  |  |  |

Period end

| Total loans and leases ${ }^{(3)}$ | \$ | 64,584 | \$ | 69,452 | \$ | 72,823 | \$ | 78,830 | \$ | 92,711 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets ${ }^{(4)}$ |  | 202,152 |  | 194,048 |  | 213,019 |  | 201,019 |  | 201,753 |
| Total deposits |  | 22,106 |  | 22,719 |  | 24,072 |  | 26,603 |  | 25,147 |

[^15]
## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| Consumer |  |  |  |  |  |  |
| Residential mortgage ${ }^{(1)}$ | \$ | 204,112 | \$ | 203,811 | \$ | 193,843 |
| Home equity |  | 55,308 |  | 57,744 |  | 63,915 |
| U.S. credit card |  | 93,014 |  | 96,285 |  | 88,552 |
| Non-U.S. credit card ${ }^{(2)}$ |  | - |  | - |  | 9,505 |
| Direct/Indirect consumer ${ }^{(3)}$ |  | 91,213 |  | 93,830 |  | 92,794 |
| Other consumer ${ }^{(4)}$ |  | 2,860 |  | 2,678 |  | 2,539 |
| Total consumer loans excluding loans accounted for under the fair value option |  | 446,507 |  | 454,348 |  | 451,148 |
| Consumer loans accounted for under the fair value option ${ }^{(5)}$ |  | 894 |  | 928 |  | 1,032 |
| Total consumer |  | 447,401 |  | 455,276 |  | 452,180 |
| Commercial |  |  |  |  |  |  |
| U.S. commercial ${ }^{(6)}$ |  | 302,368 |  | 298,485 |  | 288,170 |
| Non-U.S. commercial |  | 97,365 |  | 97,792 |  | 89,179 |
| Commercial real estate ${ }^{(7)}$ |  | 60,085 |  | 58,298 |  | 57,849 |
| Commercial lease financing |  | 21,764 |  | 22,116 |  | 21,873 |
| Total commercial loans excluding loans accounted for under the fair value option |  | 481,582 |  | 476,691 |  | 457,071 |
| Commercial loans accounted for under the fair value option ${ }^{(5)}$ |  | 5,095 |  | 4,782 |  | 6,496 |
| Total commercial |  | 486,677 |  | 481,473 |  | 463,567 |
| Less: Loans of business held for sale ${ }^{(8)}$ |  | - |  | - |  | $(9,505)$ |
| Total loans and leases | \$ | 934,078 | \$ | 936,749 | \$ | 906,242 |

[^16]Bank of America Corporation and Subsidiaries
Quarterly Average Loans and Leases by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | $\begin{aligned} & \text { All } \\ & \text { Other } \end{aligned}$ |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 204,830 | \$ | 77,265 | \$ | 72,587 | \$ | - | \$ | - | \$ | 54,978 |
| Home equity |  | 56,952 |  | 39,407 |  | 3,997 |  | - |  | 362 |  | 13,186 |
| U.S. credit card |  | 94,423 |  | 91,372 |  | 3,051 |  | - |  | - |  | - |
| Direct/Indirect consumer |  | 92,478 |  | 50,063 |  | 42,413 |  | - |  | - |  | 2 |
| Other consumer |  | 2,814 |  | 2,804 |  | 6 |  | 1 |  | - |  | 3 |
| Total consumer |  | 451,497 |  | 260,911 |  | 122,054 |  | 1 |  | 362 |  | 68,169 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 299,850 |  | 18,626 |  | 33,333 |  | 200,726 |  | 46,933 |  | 232 |
| Non-U.S. commercial |  | 99,504 |  | - |  | 27 |  | 78,716 |  | 20,737 |  | 24 |
| Commercial real estate |  | 59,231 |  | 20 |  | 3,678 |  | 49,777 |  | 5,731 |  | 25 |
| Commercial lease financing |  | 21,833 |  | - |  | 3 |  | 22,469 |  | - |  | (639) |
| Total commercial |  | 480,418 |  | 18,646 |  | 37,041 |  | 351,688 |  | 73,401 |  | (358) |
| Total loans and leases | \$ | $\underline{\mathbf{9 3 1 , 9 1 5}}$ | \$ | 279,557 | \$ | 159,095 | \$ | 351,689 | \$ | 73,763 | \$ | 67,811 |


|  |  | Total poration |  | sumer <br> nking |  | WIM |  | obal <br> king |  | lobal rkets |  | $\begin{aligned} & \text { all } \\ & \text { her } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 202,155 | \$ | 73,137 | \$ | 71,222 | \$ | - | \$ | - | \$ | 57,796 |
| Home equity |  | 59,059 |  | 40,537 |  | 4,201 |  | - |  | 360 |  | 13,961 |
| U.S. credit card |  | 93,531 |  | 90,479 |  | 3,052 |  | - |  | - |  | - |
| Direct/Indirect consumer |  | 93,547 |  | 50,535 |  | 43,009 |  | - |  | - |  | 3 |
| Other consumer |  | 2,566 |  | 2,562 |  | 3 |  | - |  | - |  | 1 |
| Total consumer |  | 450,858 |  | 257,250 |  | 121,487 |  | - |  | 360 |  | 71,761 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 297,851 |  | 18,448 |  | 32,035 |  | 201,432 |  | 45,719 |  | 217 |
| Non-U.S. commercial |  | 98,692 |  | - |  | 25 |  | 77,339 |  | 21,226 |  | 102 |
| Commercial real estate |  | 58,983 |  | 18 |  | 3,513 |  | 49,194 |  | 6,228 |  | 30 |
| Commercial lease financing |  | 21,406 |  | - |  | 3 |  | 22,297 |  | 19 |  | (913) |
| Total commercial |  | 476,932 |  | 18,466 |  | 35,576 |  | 350,262 |  | 73,192 |  | (564) |
| Total loans and leases | \$ | 927,790 | \$ | 275,716 | \$ | 157,063 | \$ | 350,262 | \$ | 73,552 | \$ | 71,197 |
|  | First Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | sumer <br> nking |  | WIM |  |  |  | obal <br> rkets |  |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 193,627 | \$ | 58,521 | \$ | 66,151 | \$ | 5 | \$ | - | \$ | 68,950 |
| Home equity |  | 65,508 |  | 43,785 |  | 4,754 |  | 1 |  | 343 |  | 16,625 |
| U.S. credit card |  | 89,628 |  | 86,677 |  | 2,951 |  | - |  | - |  | - |
| Non-U.S. credit card ${ }^{(1)}$ |  | 9,367 |  | - |  | - |  | - |  | - |  | 9,367 |
| Direct/Indirect consumer |  | 93,291 |  | 49,448 |  | 43,351 |  | - |  | - |  | 492 |
| Other consumer |  | 2,547 |  | 2,086 |  | 4 |  | - |  | - |  | 457 |
| Total consumer |  | 453,968 |  | 240,517 |  | 117,211 |  | 6 |  | 343 |  | 95,891 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 287,468 |  | 17,409 |  | 28,192 |  | 198,620 |  | 43,119 |  | 128 |
| Non-U.S. commercial |  | 92,821 |  | - |  | 21 |  | 72,261 |  | 20,526 |  | 13 |
| Commercial real estate |  | 57,764 |  | 19 |  | 2,978 |  | 48,818 |  | 5,887 |  | 62 |
| Commercial lease financing |  | 22,123 |  | - |  | 3 |  | 23,152 |  | 189 |  | $(1,221)$ |
| Total commercial |  | 460,176 |  | 17,428 |  | 31,194 |  | 342,851 |  | 69,721 |  | $(1,018)$ |
| Total loans and leases ${ }^{(1)}$ | \$ | 914,144 | \$ | $\underline{\text { 257,945 }}$ | \$ | 148,405 | \$ | 342,857 | \$ | 70,064 | \$ | 94,873 |

[^17]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| Asset managers and funds | \$ | 70,819 | \$ | 59,190 | \$ | 56,009 | \$ | 103,466 | \$ | 91,092 | \$ | 83,888 |
| Real estate ${ }^{(5)}$ |  | 64,507 |  | 61,940 |  | 63,384 |  | 88,750 |  | 83,773 |  | 85,286 |
| Capital goods |  | 39,560 |  | 36,705 |  | 34,234 |  | 73,650 |  | 70,417 |  | 64,304 |
| Healthcare equipment and services |  | 37,456 |  | 37,780 |  | 38,737 |  | 58,960 |  | 57,256 |  | 62,117 |
| Government and public education |  | 47,499 |  | 48,684 |  | 45,843 |  | 57,269 |  | 58,067 |  | 54,354 |
| Finance companies |  | 31,984 |  | 34,050 |  | 32,051 |  | 52,392 |  | 53,107 |  | 49,053 |
| Materials |  | 26,213 |  | 24,001 |  | 23,645 |  | 50,569 |  | 47,386 |  | 46,485 |
| Retailing |  | 25,679 |  | 26,117 |  | 25,273 |  | 45,241 |  | 48,796 |  | 47,315 |
| Food, beverage and tobacco |  | 22,351 |  | 23,252 |  | 21,205 |  | 44,620 |  | 42,815 |  | 41,273 |
| Consumer services |  | 27,160 |  | 27,191 |  | 28,994 |  | 43,005 |  | 43,605 |  | 44,141 |
| Media |  | 13,089 |  | 19,155 |  | 13,156 |  | 36,778 |  | 33,955 |  | 25,492 |
| Commercial services and supplies |  | 22,686 |  | 22,100 |  | 21,372 |  | 36,387 |  | 35,496 |  | 34,164 |
| Energy |  | 15,888 |  | 16,345 |  | 18,002 |  | 35,564 |  | 36,765 |  | 37,920 |
| Global commercial banks |  | 28,142 |  | 29,491 |  | 27,413 |  | 30,218 |  | 31,764 |  | 30,831 |
| Transportation |  | 21,652 |  | 21,704 |  | 19,645 |  | 30,121 |  | 29,946 |  | 27,609 |
| Utilities |  | 11,515 |  | 11,342 |  | 12,805 |  | 28,639 |  | 27,935 |  | 27,925 |
| Individuals and trusts |  | 19,276 |  | 18,549 |  | 16,404 |  | 25,161 |  | 25,097 |  | 22,854 |
| Technology hardware and equipment |  | 10,116 |  | 10,728 |  | 10,863 |  | 21,691 |  | 22,071 |  | 25,278 |
| Software and services |  | 7,971 |  | 8,562 |  | 9,540 |  | 20,757 |  | 18,202 |  | 19,084 |
| Vehicle dealers |  | 16,621 |  | 16,896 |  | 16,275 |  | 20,409 |  | 20,361 |  | 19,688 |
| Pharmaceuticals and biotechnology |  | 4,785 |  | 5,653 |  | 5,943 |  | 20,116 |  | 18,623 |  | 18,858 |
| Consumer durables and apparel |  | 9,286 |  | 8,859 |  | 8,225 |  | 18,535 |  | 17,296 |  | 17,315 |
| Automobiles and components |  | 7,097 |  | 5,988 |  | 5,744 |  | 13,993 |  | 13,318 |  | 13,111 |
| Insurance |  | 6,230 |  | 6,411 |  | 6,724 |  | 12,853 |  | 12,990 |  | 13,779 |
| Telecommunication services |  | 6,234 |  | 6,389 |  | 7,020 |  | 12,823 |  | 13,108 |  | 17,593 |
| Food and staples retailing |  | 5,298 |  | 4,955 |  | 5,724 |  | 11,452 |  | 15,589 |  | 9,565 |
| Religious and social organizations |  | 3,823 |  | 4,454 |  | 4,732 |  | 5,697 |  | 6,318 |  | 6,419 |
| Financial markets infrastructure (clearinghouses) |  | 1,499 |  | 688 |  | 922 |  | 3,261 |  | 2,403 |  | 2,917 |
| Other |  | 5,252 |  | 3,621 |  | 4,338 |  | 5,247 |  | 3,616 |  | 4,341 |
| Total commercial credit exposure by industry | \$ | 609,688 | \$ | 600,800 | \$ | 584,222 | \$ | 1,007,624 | \$ | 981,167 | \$ | 952,959 |

[^18]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 ${ }^{(1)}$ |  | $\begin{gathered} \text { Unfunded } \\ \text { Loan } \\ \text { Commitments } \end{gathered}$ |  | Net Counterparty Exposure |  | Securities/ Other Investments ${ }^{(2)}$ |  | Country <br> Exposure at <br> March 31 2018 |  | Hedges and Credit Default Protection ${ }^{(3)}$ |  | Net Country Exposure at March 31 $2018{ }^{(4)}$ |  | Increase <br> (Decrease) from <br> December 31 2017 |  |
| United Kingdom | \$ | 26,362 | \$ | 18,105 | \$ | 6,710 | \$ | 1,478 | \$ | 52,655 | \$ | $(5,714)$ | \$ | 46,941 | \$ | 9,346 |
| Germany |  | 18,749 |  | 8,751 |  | 1,590 |  | 1,766 |  | 30,856 |  | $(3,250)$ |  | 27,606 |  | 6,103 |
| Canada |  | 7,262 |  | 7,373 |  | 1,838 |  | 2,020 |  | 18,493 |  | (844) |  | 17,649 |  | $(1,074)$ |
| China |  | 13,118 |  | 940 |  | 1,293 |  | 1,255 |  | 16,606 |  | (282) |  | 16,324 |  | 399 |
| Japan |  | 12,992 |  | 639 |  | 1,318 |  | 473 |  | 15,422 |  | $(1,472)$ |  | 13,950 |  | 4,860 |
| France |  | 5,539 |  | 5,818 |  | 2,436 |  | 3,070 |  | 16,863 |  | $(5,098)$ |  | 11,765 |  | 1,222 |
| India |  | 7,332 |  | 357 |  | 344 |  | 3,366 |  | 11,399 |  | (78) |  | 11,321 |  | 824 |
| Brazil |  | 7,309 |  | 1,078 |  | 606 |  | 2,796 |  | 11,789 |  | (532) |  | 11,257 |  | 541 |
| Australia |  | 5,422 |  | 2,879 |  | 566 |  | 1,618 |  | 10,485 |  | (431) |  | 10,054 |  | (535) |
| Netherlands |  | 6,897 |  | 2,332 |  | 769 |  | 1,287 |  | 11,285 |  | $(1,785)$ |  | 9,500 |  | 1,033 |
| Hong Kong |  | 7,388 |  | 188 |  | 559 |  | 1,051 |  | 9,186 |  | (79) |  | 9,107 |  | 429 |
| South Korea |  | 5,054 |  | 609 |  | 632 |  | 2,736 |  | 9,031 |  | (357) |  | 8,674 |  | 773 |
| Switzerland |  | 4,951 |  | 2,966 |  | 215 |  | 229 |  | 8,361 |  | $(1,122)$ |  | 7,239 |  | 1,442 |
| Singapore |  | 3,488 |  | 153 |  | 591 |  | 2,316 |  | 6,548 |  | (76) |  | 6,472 |  | 209 |
| Mexico |  | 3,088 |  | 1,954 |  | 112 |  | 248 |  | 5,402 |  | (485) |  | 4,917 |  | (570) |
| Spain |  | 2,618 |  | 1,062 |  | 193 |  | 1,440 |  | 5,313 |  | (730) |  | 4,583 |  | 1,475 |
| Belgium |  | 2,741 |  | 968 |  | 112 |  | 1,077 |  | 4,898 |  | (411) |  | 4,487 |  | 522 |
| Italy |  | 2,947 |  | 1,491 |  | 520 |  | 825 |  | 5,783 |  | $(1,350)$ |  | 4,433 |  | 187 |
| United Arab Emirates |  | 2,824 |  | 349 |  | 273 |  | 60 |  | 3,506 |  | (42) |  | 3,464 |  | 77 |
| Turkey |  | 2,707 |  | 83 |  | 49 |  | 321 |  | 3,160 |  | (12) |  | 3,148 |  | 159 |
| Total top 20 non-U.S. countries exposure | \$ | 148,788 | \$ | 58,095 | \$ | 20,726 | \$ | 29,432 | \$ | 257,041 | \$ | $(24,150)$ | \$ | 232,891 | \$ | 27,422 |

 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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| Residential mortgage | \$ | 2,262 | \$ | 2,476 | \$ | 2,518 | \$ | 2,579 | \$ | 2,729 |
| Home equity |  | 2,598 |  | 2,644 |  | 2,691 |  | 2,681 |  | 2,796 |
| Direct/Indirect consumer |  | 46 |  | 46 |  | 43 |  | 19 |  | 19 |
| Other consumer |  | - |  | - |  | - |  | 3 |  | 2 |
| Total consumer |  | 4,906 |  | 5,166 |  | 5,252 |  | 5,282 |  | 5,546 |
| U.S. commercial |  | 1,059 |  | 814 |  | 863 |  | 1,039 |  | 1,246 |
| Non-U.S. commercial |  | 255 |  | 299 |  | 244 |  | 269 |  | 311 |
| Commercial real estate |  | 73 |  | 112 |  | 130 |  | 123 |  | 74 |
| Commercial lease financing |  | 27 |  | 24 |  | 26 |  | 28 |  | 37 |
|  |  | 1,414 |  | 1,249 |  | 1,263 |  | 1,459 |  | 1,668 |
| U.S. small business commercial |  | 58 |  | 55 |  | 55 |  | 61 |  | 60 |
| Total commercial |  | 1,472 |  | 1,304 |  | 1,318 |  | 1,520 |  | 1,728 |
| Total nonperforming loans and leases |  | 6,378 |  | 6,470 |  | 6,570 |  | 6,802 |  | 7,274 |
| Foreclosed properties ${ }^{(1)}$ |  | 316 |  | 288 |  | 299 |  | 325 |  | 363 |
| Total nonperforming loans, leases and foreclosed properties ${ }^{(2,3,4)}$ | \$ | 6,694 | \$ | 6,758 | \$ | 6,869 | \$ | 7,127 | \$ | 7,637 |
|  |  |  |  |  |  |  |  |  |  |  |
| Fully-insured home loans past due 30 days or more and still accruing | \$ | 3,915 | \$ | 4,466 | \$ | 4,721 | \$ | 4,970 | \$ | 5,531 |
| Consumer credit card past due 30 days or more and still accruing ${ }^{(5)}$ |  | 1,795 |  | 1,847 |  | 1,657 |  | 1,550 |  | 1,717 |
| Other loans past due 30 days or more and still accruing |  | 3,684 |  | 3,845 |  | 3,885 |  | 3,428 |  | 4,170 |
| Total loans past due 30 days or more and still accruing ${ }^{(3,6,7)}$ | \$ | 9,394 | \$ | 10,158 | \$ | 10,263 | \$ | 9,948 | \$ | 11,418 |
|  |  |  |  |  |  |  |  |  |  |  |
| Fully-insured home loans past due 90 days or more and still accruing | \$ | 2,885 | \$ | 3,230 | \$ | 3,372 | \$ | 3,699 | \$ | 4,226 |
| Consumer credit card past due 90 days or more and still accruing ${ }^{(8)}$ |  | 925 |  | 900 |  | 810 |  | 772 |  | 872 |
| Other loans past due 90 days or more and still accruing |  | 234 |  | 285 |  | 220 |  | 199 |  | 270 |
| Total loans past due 90 days or more and still accruing ${ }^{(3,6,7)}$ | \$ | 4,044 | \$ | 4,415 | \$ | 4,402 | \$ | 4,670 | \$ | 5,368 |
|  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans, leases and foreclosed properties/Total assets ${ }^{(9)}$ |  | 0.29\% |  | 0.30\% |  | 0.30\% |  | 0.32\% |  | 0.34\% |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties ${ }^{(9)}$ |  | 0.72 |  | 0.73 |  | 0.75 |  | 0.78 |  | 0.84 |
| Nonperforming loans and leases/Total loans and leases ${ }^{(9)}$ |  | 0.69 |  | 0.69 |  | 0.71 |  | 0.75 |  | 0.80 |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial utilized reservable criticized exposure ${ }^{(10)}$ | \$ | 13,366 | \$ | 13,563 | \$ | 14,824 | \$ | 15,640 | \$ | 16,068 |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure ${ }^{(10)}$ |  | 2.58\% |  | 2.65\% |  | 2.91\% |  | 3.13\% |  | 3.27\% |
| Total commercial utilized criticized exposure/Commercial utilized exposure ${ }^{(10)}$ |  | 2.45 |  | 2.60 |  | 2.93 |  | 3.14 |  | 3.19 |

[^19]| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 233 | \$ | 341 | \$ | 325 | \$ | 267 | \$ | 426 |
| Nonperforming loans accounted for under the fair value option |  | 37 |  | 69 |  | 62 |  | 79 |  | 95 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 24 |  | 26 |  | 24 |  | 22 |  | 28 |

${ }^{(5)}$ Includes $\$ 137$ million of non-U.S. credit card loans at March 31, 2017, which were included in assets of business held for sale on the Consolidated Balance Sheet. During the second quarter of 2017, the Corporation sold its non-U.S. consumer credit card business.
${ }^{(6)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 83$ million, $\$ 8$ million, $\$ 42$ million, $\$ 25$ million and $\$ 137$ million at March 31 , 2018, December 31 , 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively, and loans held-for-sale past due 90 days or more and still accruing of $\$ 8$ million, $\$ 0$, $\$ 6$ million, $\$ 0$ and $\$ 82$ million at March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively. At March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, there were $\$ 27$ million, $\$ 32$ million, $\$ 40$ million, $\$ 37$ million and $\$ 31$ 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 of non-U.S. credit card loans at March 31, 2017, 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 $\$ 6.0$ billion, $\$ 5.7$ billion, $\$ 6.3$ billion, $\$ 7.3$ billion and $\$ 7.5$ billion at March 31,2018 , December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, 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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FirstQuarter 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | FirstQuarter 2017 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 5,166 | \$ | 5,252 | \$ | 5,282 | \$ | 5,546 | \$ | 6,004 |
| Additions |  | 812 |  | 755 |  | 999 |  | 682 |  | 818 |
| Reductions: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (245) |  | (241) |  | (253) |  | (262) |  | (296) |
| Sales |  | (269) |  | (88) |  | (162) |  | (119) |  | (142) |
| Returns to performing status ${ }^{(2)}$ |  | (364) |  | (337) |  | (347) |  | (368) |  | (386) |
| Charge-offs ${ }^{(3)}$ |  | (147) |  | (125) |  | (210) |  | (167) |  | (174) |
| Transfers to foreclosed properties |  | (45) |  | (50) |  | (57) |  | (53) |  | (57) |
| Transfers (to) from loans held-for-sale |  | (2) |  | - |  | - |  | 23 |  | (221) |
| Total net reductions to nonperforming loans and leases |  | (260) |  | (86) |  | (30) |  | (264) |  | (458) |
| Total nonperforming consumer loans and leases, end of period |  | 4,906 |  | 5,166 |  | 5,252 |  | 5,282 |  | 5,546 |
| Foreclosed properties |  | 264 |  | 236 |  | 259 |  | 285 |  | 328 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 5,170 | \$ | 5,402 | \$ | 5,511 | \$ | 5,567 | \$ | 5,874 |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,304 | \$ | 1,318 | \$ | 1,520 | \$ | 1,728 | \$ | 1,703 |
| Additions |  | 436 |  | 444 |  | 412 |  | 288 |  | 472 |
| Reductions: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (169) |  | (127) |  | (270) |  | (266) |  | (267) |
| Sales |  | (24) |  | (20) |  | (61) |  | (33) |  | (22) |
| Return to performing status ${ }^{(5)}$ |  | (27) |  | (40) |  | (100) |  | (86) |  | (54) |
| Charge-offs |  | (48) |  | (143) |  | (145) |  | (85) |  | (82) |
| Transfers to foreclosed properties |  | - |  | (13) |  | - |  | (5) |  | (22) |
| Transfers to loans held-for-sale |  | - |  | (115) |  | (38) |  | (21) |  | - |
| Total net additions (reductions) to nonperforming loans and leases |  | 168 |  | (14) |  | (202) |  | (208) |  | 25 |
| Total nonperforming commercial loans and leases, end of period |  | 1,472 |  | 1,304 |  | 1,318 |  | 1,520 |  | 1,728 |
| Foreclosed properties |  | 52 |  | 52 |  | 40 |  | 40 |  | 35 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,524 | \$ | 1,356 | \$ | 1,358 | \$ | 1,560 | \$ | 1,763 |

[^20][^21]
## Bank of America Corporation and Subsidiaries

Quarterly Net Charge-offs and Net Charge-off Ratios ${ }^{(1,2)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First Quarter <br> 2018 |  |  | Fourth Quarter 2017 |  |  | Third Quarter 2017 |  |  | Second Quarter 2017 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2017 \end{gathered}$ |  |  |
|  |  | unt | Percent |  | ount | Percent |  |  | Percent |  |  | Percent |  |  | Percent |
| Net Charge-offs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage ${ }^{(3)}$ | \$ | (6) | (0.01)\% | \$ | (16) | (0.03)\% | \$ | (82) | (0.16)\% | \$ | (19) | (0.04)\% | \$ | 17 | 0.04\% |
| Home equity |  | 33 | 0.23 |  | 16 | 0.11 |  | 83 | 0.54 |  | 50 | 0.32 |  | 64 | 0.40 |
| U.S. credit card |  | 701 | 3.01 |  | 655 | 2.78 |  | 612 | 2.65 |  | 640 | 2.87 |  | 606 | 2.74 |
| Non-U.S. credit card ${ }^{(4)}$ |  | - | - |  | - | - |  | - | - |  | 31 | 1.89 |  | 44 | 1.91 |
| Direct/Indirect consumer |  | 58 | 0.26 |  | 64 | 0.27 |  | 67 | 0.28 |  | 32 | 0.14 |  | 48 | 0.21 |
| Other consumer |  | 44 | 6.34 |  | 50 | 7.91 |  | 51 | 7.23 |  | 17 | 2.64 |  | 48 | 7.61 |
| Total consumer |  | 830 | 0.75 |  | 769 | 0.68 |  | 731 | 0.65 |  | 751 | 0.67 |  | 827 | 0.74 |
| U.S. commercial ${ }^{(5)}$ |  | 24 | 0.03 |  | 56 | 0.08 |  | 80 | 0.11 |  | 52 | 0.08 |  | 44 | 0.06 |
| Non-U.S. commercial |  | 4 | 0.02 |  | 346 | 1.43 |  | 33 | 0.14 |  | 46 | 0.21 |  | 15 | 0.07 |
| Commercial real estate |  | (3) | (0.02) |  | 6 | 0.04 |  | 2 | 0.02 |  | 5 | 0.03 |  | (4) | (0.03) |
| Commercial lease financing |  | (1) | (0.01) |  | 5 | 0.09 |  | (1) | (0.02) |  | 1 | 0.01 |  | - | - |
|  |  | 24 | 0.02 |  | 413 | 0.36 |  | 114 | 0.10 |  | 104 | 0.09 |  | 55 | 0.05 |
| U.S. small business commercial |  | 57 | 1.67 |  | 55 | 1.58 |  | 55 | 1.61 |  | 53 | 1.60 |  | 52 | 1.61 |
| Total commercial |  | 81 | 0.07 |  | 468 | 0.39 |  | 169 | 0.14 |  | 157 | 0.14 |  | 107 | 0.10 |
| Total net charge-offs | \$ | 911 | 0.40 | \$ | 1,237 | 0.53 | \$ | 900 | 0.39 | \$ | 908 | 0.40 | \$ | 934 | 0.42 |
| By Business Segment and All Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Banking | \$ | 877 | 1.27 \% | \$ | 839 | 1.21 \% | \$ | 800 | 1.18 \% | \$ | 791 | 1.21 \% | \$ | 772 | 1.21\% |
| Global Wealth \& Investment Management |  | 25 | 0.06 |  | 4 | 0.01 |  | 11 | 0.03 |  | 8 | 0.02 |  | 21 | 0.06 |
| Global Banking |  | 19 | 0.02 |  | 264 | 0.30 |  | 106 | 0.12 |  | 98 | 0.11 |  | 51 | 0.06 |
| Global Markets |  | 6 | 0.03 |  | 146 | 0.83 |  | 23 | 0.13 |  | 1 | 0.01 |  | - | - |
| All Other ${ }^{(4)}$ |  | (16) | (0.10) |  | (16) | (0.09) |  | (40) | (0.21) |  | 10 | 0.05 |  | 90 | 0.39 |
| Total net charge-offs | \$ | 911 | 0.40 | \$ | 1,237 | 0.53 | \$ | 900 | 0.39 | \$ | 908 | 0.40 | \$ | 934 | 0.42 |

${ }^{(1)}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 35$ million for the first quarter of 2018, and $\$ 46$ million, $\$ 73$ million, $\$ 55$ million and $\$ 33$ million for the fourth, third, second and first quarters of 2017, respectively.
${ }^{(3)}$ Includes loan sales recoveries of $\$ 18$ million for the first quarter of 2018, and $\$ 3$ million, $\$ 88$ million, $\$ 3$ million and $\$ 11$ million for the fourth, third, second and first quarters of 2017 , respectively.
${ }^{(4)}$ 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 sold its non-U.S. consumer credit card business.
${ }^{(5)}$ Excludes U.S. small business commercial loans.

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2018 |  |  |  | December 31, 2017 |  |  |  | March 31, 2017 |  |  |  |
|  | Amount |  | Percent of Total | Percent of Loans and Leases Outstanding ${ }^{(1,2)}$ | Amount |  | Percent of Total | 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 ${ }^{(1,2)}$ |
| Allowance for loan and lease losses |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 611 | 5.96\% | 0.30\% | \$ | 701 | 6.74\% | 0.34\% | \$ | 1,018 | 8.97\% | 0.53\% |
| Home equity |  | 919 | 8.96 | 1.66 |  | 1,019 | 9.80 | 1.76 |  | 1,547 | 13.62 | 2.42 |
| U.S. credit card |  | 3,425 | 33.38 | 3.68 |  | 3,368 | 32.41 | 3.50 |  | 3,003 | 26.45 | 3.39 |
| Non-U.S.credit card ${ }^{(3)}$ |  | - | - | - |  | - | - | - |  | 242 | 2.13 | 2.54 |
| Direct/Indirect consumer |  | 262 | 2.55 | 0.29 |  | 262 | 2.52 | 0.28 |  | 276 | 2.43 | 0.30 |
| Other consumer |  | 33 | 0.32 | 1.17 |  | 33 | 0.32 | 1.22 |  | 50 | 0.44 | 2.00 |
| Total consumer |  | 5,250 | 51.17 | 1.18 |  | 5,383 | 51.79 | 1.18 |  | 6,136 | 54.04 | 1.36 |
| U.S. commercial ${ }^{(4)}$ |  | 3,091 | 30.12 | 1.02 |  | 3,113 | 29.95 | 1.04 |  | 3,306 | 29.12 | 1.15 |
| Non-U.S.commercial |  | 801 | 7.81 | 0.82 |  | 803 | 7.73 | 0.82 |  | 850 | 7.49 | 0.95 |
| Commercial real estate |  | 953 | 9.29 | 1.59 |  | 935 | 9.00 | 1.60 |  | 927 | 8.16 | 1.60 |
| Commercial lease financing |  | 165 | 1.61 | 0.76 |  | 159 | 1.53 | 0.72 |  | 135 | 1.19 | 0.62 |
| Total commercial |  | 5,010 | 48.83 | 1.04 |  | 5,010 | 48.21 | 1.05 |  | 5,218 | 45.96 | 1.14 |
| Total allowance for loan and lease losses |  | 10,260 | 100.00\% | 1.11 |  | 10,393 | 100.00\% | 1.12 |  | 11,354 | 100.00\% | 1.25 |
| Less: Allowance included in assets of business held for sale ${ }^{(5)}$ |  | - |  |  |  | - |  |  |  | (242) |  |  |
| Allowance for loan and lease losses |  | 10,260 |  |  |  | 10,393 |  |  |  | 11,112 |  |  |
| Reserve for unfunded lending commitments |  | 782 |  |  |  | 777 |  |  |  | 757 |  |  |
| Allowance for credit losses |  | 11,042 |  |  |  | 11,170 |  |  | \$ | 11,869 |  |  |


| Asset Quality Indicators $^{(\mathbf{5})}$ |  |  |  |
| :--- | :--- | :--- | :--- |
| Allowance for loan and lease losses/Total loans <br> and leases ${ }^{(2)}$ | $\mathbf{1 . 1 1 \%}$ | $1.12 \%$ |  |
| Allowance for loan and lease losses/Total <br> nonperforming loans and leases ${ }^{(6)}$ | $\mathbf{1 6 1}$ | 161 |  |
| Ratio of the allowance for loan and lease losses/ <br> Annualized net charge-offs | $\mathbf{2 . 7 8}$ | 2.12 | $1.25 \%$ |

[^22]Certain prior period amounts have been reclassified to conform to current period presentation.

## Exhibit A: Non-GAAP Reconciliations

## Bank of America Corporation and Subsidiaries <br> 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 21 percent for the first quarter of 2018 and 35 percent for all prior periods. 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 35 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the three months ended March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017. 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.

|  | First Quarter 2018 |  | Fourth Quarter 2017 |  | Third Quarter 2017 |  | Second Quarter 2017 |  | First Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 11,608 | \$ | 11,462 | \$ | 11,161 | \$ | 10,986 | \$ | 11,058 |
| Fully taxable-equivalent adjustment |  | 150 |  | 251 |  | 240 |  | 237 |  | 197 |
| Net interest income on a fully taxable-equivalent basis | \$ | 11,758 | \$ | 11,713 | \$ | 11,401 | \$ | 11,223 | \$ | 11,255 |
| 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 | \$ | 23,125 | \$ | 20,436 | \$ | 21,839 | \$ | 22,829 | \$ | 22,248 |
| Fully taxable-equivalent adjustment |  | 150 |  | 251 |  | 240 |  | 237 |  | 197 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 23,275 | \$ | 20,687 | \$ | 22,079 | \$ | 23,066 | \$ | 22,445 |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |
| Income tax expense | \$ | 1,476 | \$ | 3,796 | \$ | 2,187 | \$ | 3,015 | \$ | 1,983 |
| Fully taxable-equivalent adjustment |  | 150 |  | 251 |  | 240 |  | 237 |  | 197 |
| Income tax expense on a fully taxable-equivalent basis | \$ | 1,626 | \$ | 4,047 | \$ | 2,427 | \$ | 3,252 | \$ | 2,180 |
| $\underline{\text { Reconciliation of average common shareholders' equity to average tangible common shareholders' equity }}$ |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 242,713 | \$ | 250,838 | \$ | 249,214 | \$ | 245,756 | \$ | 242,480 |
| Goodwill |  | $(68,951)$ |  | $(68,954)$ |  | $(68,969)$ |  | $(69,489)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,261)$ |  | $(2,399)$ |  | $(2,549)$ |  | $(2,743)$ |  | $(2,923)$ |
| Related deferred tax liabilities |  | 939 |  | 1,344 |  | 1,465 |  | 1,506 |  | 1,539 |
| Tangible common shareholders' equity | \$ | 172,440 | \$ | 180,829 | \$ | 179,161 | \$ | 175,030 | \$ | 171,352 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 265,480 | \$ | 273,162 | \$ | 273,238 | \$ | 270,977 | \$ | 267,700 |
| Goodwill |  | $(68,951)$ |  | $(68,954)$ |  | $(68,969)$ |  | $(69,489)$ |  | $(69,744)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,261)$ |  | $(2,399)$ |  | $(2,549)$ |  | $(2,743)$ |  | $(2,923)$ |
| Related deferred tax liabilities |  | 939 |  | 1,344 |  | 1,465 |  | 1,506 |  | 1,539 |
| Tangible shareholders' equity | \$ | 195,207 | \$ | 203,153 | \$ | 203,185 | \$ | 200,251 | \$ | 196,572 |

[^23]
## Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

Reconciliations to GAAP Financial Measures

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

[^24]
[^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 34-35.)

[^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]:    ${ }^{(1)}$ As an Advanced approaches institution, we are required to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy, which is the Advanced approaches for the periods presented. Transition provisions of Basel 3 are fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in basis.
    ${ }^{(2)}$ The numerator of the supplementary leverage ratio (SLR) and Tier 1 leverage ratio is quarter-end Basel 3 Tier 1 capital. The denominator of supplementary leverage exposure is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions. SLR requirements became effective on January 1, 2018.
    ${ }^{(3)}$ Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 34-35.)

[^5]:    ${ }^{1)}$ These securities are primarily used to satisfy certain international regulatory liquidity requirements.

[^6]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

[^7]:    Total assets include asset allocations to match liabilities (i.e., deposits)
     the second quarter of 2017.

[^8]:    ${ }^{(1)}$ 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.

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

[^10]:     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

[^11]:    ${ }^{(1)}$ 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.

[^12]:    ${ }^{(1)}$ 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.

[^13]:    ${ }^{(1)}$ 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.

[^14]:    ' 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 24.
    ${ }^{(2)}$ 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.

[^15]:    ${ }^{(1)}$ 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, liquidating businesses and residual expense allocations. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and 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 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 $\$ 514.6$ billion for the first quarter of 2018 , and $\$ 508.6$ billion, $\$ 510.1$ billion, $\$ 521.8$ billion and $\$ 522.0$ billion for the fourth, third, second, and first quarters of 2017, respectively.
    ${ }^{(3)}$ Includes $\$ 9.5$ 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. During the second quarter of 2017, the Corporation sold its non-U.S. consumer credit card business.
    ${ }^{(4)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 543.3$ billion, $\$ 520.4$ billion, $\$ 515.0$ billion, $\$ 517.7$ billion and $\$ 543.4$ billion at March 31, 2018, December 31, 2017, September 30, 2017, June 30, 2017 and March 31, 2017, respectively.

[^16]:    ${ }^{(1)}$ Includes pay option loans of $\$ 1.3$ billion, $\$ 1.4$ billion and $\$ 1.8$ billion at March 31, 2018, December 31, 2017 and March 31, 2017, respectively. The Corporation no longer originates pay option loans.
    ${ }^{(2)}$ During the second quarter of 2017, the Corporation sold its non-U.S. consumer credit card business.
    ${ }^{(3)}$ Includes auto and specialty lending loans of $\$ 49.1$ billion, $\$ 49.9$ billion and $\$ 48.7$ billion, unsecured consumer lending loans of $\$ 428$ million, $\$ 469$ million and $\$ 530$ million, U.S. securitiesbased lending loans of $\$ 38.1$ billion, $\$ 39.8$ billion and $\$ 39.5$ billion, non-U.S. consumer loans of $\$ 2.9$ billion, $\$ 3.0$ billion and $\$ 2.9$ billion, student loans of $\$ 0, \$ 0$ and $\$ 479$ million and other consumer loans of $\$ 676$ million, $\$ 684$ million and $\$ 644$ million at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(4)}$ Includes consumer finance loans of $\$ 0, \$ 0$ and $\$ 441$ million, consumer leases of $\$ 2.7$ billion, $\$ 2.5$ billion and $\$ 2.0$ billion and consumer overdrafts of $\$ 129$ million, $\$ 163$ million and $\$ 124$ million at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(5)}$ Consumer loans accounted for under the fair value option were residential mortgage loans of $\$ 523$ million, $\$ 567$ million and $\$ 694$ million and home equity loans of $\$ 371$ million, $\$ 361$ million and $\$ 338$ million at March 31, 2018, December 31, 2017 and March 31, 2017, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of $\$ 3.2$ billion, $\$ 2.6$ billion and $\$ 3.5$ billion and non-U.S. commercial loans of $\$ 1.9$ billion, $\$ 2.2$ billion and $\$ 3.0$ billion at March 31, 2018, December 31, 2017 and March 31,2017 , respectively.
    ${ }^{(6)}$ Includes U.S. small business commercial loans, including card-related products, of $\$ 13.9$ billion, $\$ 13.6$ billion and $\$ 13.3$ billion at March 31, 2018, December 31, 2017 and March 31, 2017 , respectively.
    ${ }^{(7)}$ Includes U.S. commercial real estate loans of $\$ 55.6$ billion, $\$ 54.8$ billion and $\$ 54.7$ billion and non-U.S. commercial real estate loans of $\$ 4.5$ billion, $\$ 3.5$ billion and $\$ 3.1$ billion at March 31 , 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(8)}$ Represents non-U.S. credit card loans, which were included in assets of business held for sale on the Consolidated Balance Sheet. See footnote 2 for more information.

[^17]:     credit card business.

[^18]:    ${ }^{(1)}$ 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 $\$ 36.5$ billion, $\$ 34.6$ billion and $\$ 35.5$ billion at March 31, 2018, December 31, 2017 and March 31, 2017, respectively. Not reflected in utilized and committed exposure is additional noncash derivative collateral held of $\$ 33.7$ billion, $\$ 26.2$ billion and $\$ 24.8$ billion, which consists primarily of other marketable securities, at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(2)}$ Total utilized and total committed exposure includes loans of $\$ 5.1$ billion, $\$ 4.8$ billion and $\$ 6.5$ billion and issued letters of credit with a notional amount of $\$ 193$ million, $\$ 232$ million and $\$ 308$ million accounted for under the fair value option at March 31, 2018, December 31, 2017 and March 31, 2017, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of $\$ 4.2$ billion, $\$ 4.6$ billion and $\$ 5.6$ billion at March 31, 2018, December 31, 2017 and March 31 , 2017 , 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.

[^19]:    
    
     (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
     and accrete interest income over the remaining life of the loan.

[^20]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 30 .
    ${ }^{(2)}$ 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.

[^21]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^22]:    ${ }^{1)}$ 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 include residential mortgage loans of $\$ 523$ million, $\$ 567$ million and $\$ 694$ million and home equity loans of $\$ 371$ million, $\$ 361$ million and $\$ 338$ million at March 31, 2018, December 31, 2017 and March 31, 2017, respectively. Commercial loans accounted for under the fair value option include U.S. commercial loans of $\$ 3.2$ billion, $\$ 2.6$ billion and $\$ 3.5$ billion and non-U.S. commercial loans of $\$ 1.9$ billion, $\$ 2.2$ billion and $\$ 3.0$ billion at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(2)}$ Total loans and leases do not include loans accounted for under the fair value option of $\$ 6.0$ billion, $\$ 5.7$ billion and $\$ 7.5$ billion at March 31, 2018, December 31, 2017 and March 31 , 2017 , respectively
    ${ }^{(3)}$ During the second quarter of 2017, the Corporation sold its non-U.S. consumer credit card business.
    ${ }^{(4)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans of $\$ 446$ million, $\$ 439$ million and $\$ 415$ million at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.
    ${ }^{(5)}$ Indicators at March 31, 2017 include $\$ 242$ million of non-U.S. credit card allowance and $\$ 9.5$ 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. See footnote 3 for more information.
    ${ }^{(6)}$ Allowance for loan and lease losses includes $\$ 4.0$ 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 each of March 31, 2018, December 31, 2017 and March 31, 2017. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 98 percent, 99 percent and 100 percent at March 31, 2018, December 31, 2017 and March 31, 2017, respectively.

[^23]:    Certain prior period amounts have been reclassified to conform to current period presentation.

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

