## Supplemental Information Fourth Quarter 2018

## Bank of America Corporation and Subsidiaries <br> Table of Contents

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## Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

| (In millions, except per share information) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | FirstQuarter2018 |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 47,432 | \$ | 44,667 | \$ | 12,304 | \$ | 11,870 | \$ | 11,650 | \$ | 11,608 | \$ | 11,462 |
| Noninterest income |  | 43,815 |  | 42,685 |  | 10,432 |  | 10,907 |  | 10,959 |  | 11,517 |  | 8,974 |
| Total revenue, net of interest expense |  | 91,247 |  | 87,352 |  | 22,736 |  | 22,777 |  | 22,609 |  | 23,125 |  | 20,436 |
| Provision for credit losses |  | 3,282 |  | 3,396 |  | 905 |  | 716 |  | 827 |  | 834 |  | 1,001 |
| Noninterest expense |  | 53,381 |  | 54,743 |  | 13,133 |  | 13,067 |  | 13,284 |  | 13,897 |  | 13,274 |
| Income tax expense |  | 6,437 |  | 10,981 |  | 1,420 |  | 1,827 |  | 1,714 |  | 1,476 |  | 3,796 |
| Net income |  | 28,147 |  | 18,232 |  | 7,278 |  | 7,167 |  | 6,784 |  | 6,918 |  | 2,365 |
| Preferred stock dividends |  | 1,451 |  | 1,614 |  | 239 |  | 466 |  | 318 |  | 428 |  | 286 |
| Net income applicable to common shareholders |  | 26,696 |  | 16,618 |  | 7,039 |  | 6,701 |  | 6,466 |  | 6,490 |  | 2,079 |
| Diluted earnings per common share |  | 2.61 |  | 1.56 |  | 0.70 |  | 0.66 |  | 0.63 |  | 0.62 |  | 0.20 |
| Average diluted common shares issued and outstanding |  | 10,236.9 |  | 10,778.4 |  | 9,996.0 |  | 10,170.8 |  | 10,309.4 |  | 10,472.7 |  | 10,621.8 |
| Dividends paid per common share | \$ | 0.54 | \$ | 0.39 | \$ | 0.15 | \$ | 0.15 | \$ | 0.12 | \$ | 0.12 | \$ | 0.12 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 1.21\% |  | 0.80\% |  | 1.24\% |  | 1.23\% |  | 1.17\% |  | 1.21\% |  | 0.41\% |
| Return on average common shareholders' equity |  | 11.04 |  | 6.72 |  | 11.57 |  | 10.99 |  | 10.75 |  | 10.85 |  | 3.29 |
| Return on average shareholders' equity |  | 10.63 |  | 6.72 |  | 10.95 |  | 10.74 |  | 10.26 |  | 10.57 |  | 3.43 |
| Return on average tangible common shareholders' equity ${ }^{(1)}$ |  | 15.55 |  | 9.41 |  | 16.29 |  | 15.48 |  | 15.15 |  | 15.26 |  | 4.56 |
| Return on average tangible shareholders' equity ${ }^{(1)}$ |  | 14.46 |  | 9.08 |  | 14.90 |  | 14.61 |  | 13.95 |  | 14.37 |  | 4.62 |
| Efficiency ratio |  | 58.50 |  | 62.67 |  | 57.76 |  | 57.37 |  | 58.76 |  | 60.09 |  | 64.95 |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 25.13 | \$ | 23.80 | \$ | 25.13 | \$ | 24.33 | \$ | 24.07 | \$ | 23.74 | \$ | 23.80 |
| Tangible book value per share of common stock ${ }^{(1)}$ |  | 17.91 |  | 16.96 |  | 17.91 |  | 17.23 |  | 17.07 |  | 16.84 |  | 16.96 |
| Market capitalization |  | 238,251 |  | 303,681 |  | 238,251 |  | 290,424 |  | 282,259 |  | 305,176 |  | 303,681 |
| Number of financial centers - U.S. |  | 4,341 |  | 4,477 |  | 4,341 |  | 4,385 |  | 4,433 |  | 4,452 |  | 4,477 |
| Number of branded ATMs - U.S. |  | 16,255 |  | 16,039 |  | 16,255 |  | 16,089 |  | 16,050 |  | 16,011 |  | 16,039 |
| Headcount |  | 204,489 |  | 209,376 |  | 204,489 |  | 204,681 |  | 207,992 |  | 207,953 |  | 209,376 |

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

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Income

| (In millions, except per share information) |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

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

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Comprehensive Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2018 |  | $\begin{gathered} \text { Third } \\ \text { Quarter } \\ 2018 \end{gathered}$ |  | Second Quarter 2018 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2018 \end{gathered}$ |  | Fourth Quarter 2017 |  |
|  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 28,147 | \$ | 18,232 | \$ | 7,278 | \$ | 7,167 | \$ | 6,784 | \$ | 6,918 | \$ | 2,365 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in debt and equity securities |  | $(3,953)$ |  | 61 |  | 2,213 |  | $(1,172)$ |  | $(1,031)$ |  | $(3,963)$ |  | (870) |
| Net change in debit valuation adjustments |  | 749 |  | (293) |  | 566 |  | (269) |  | 179 |  | 273 |  | (144) |
| Net change in derivatives |  | (53) |  | 64 |  | 293 |  | 21 |  | (92) |  | (275) |  | (92) |
| Employee benefit plan adjustments |  | (405) |  | 288 |  | (496) |  | 31 |  | 30 |  | 30 |  | 208 |
| Net change in foreign currency translation adjustments |  | (254) |  | 86 |  | 49 |  | (114) |  | (141) |  | (48) |  | (16) |
| Other comprehensive income (loss) |  | $(3,916)$ |  | 206 |  | 2,625 |  | $(1,503)$ |  | $(1,055)$ |  | $(3,983)$ |  | (914) |
| Comprehensive income | \$ | 24,231 | \$ | 18,438 | \$ | 9,903 | \$ | 5,664 | \$ | 5,729 | \$ | 2,935 | \$ | 1,451 |

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

Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ | 29,063 | \$ | 27,440 | \$ | 29,480 |
| Interest-bearing deposits with the Federal Reserve, non-U.S. central banks and other banks |  | 148,341 |  | 157,418 |  | 127,954 |
| Cash and cash equivalents |  | 177,404 |  | 184,858 |  | 157,434 |
| Time deposits placed and other short-term investments |  | 7,494 |  | 7,865 |  | 11,153 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 261,131 |  | 248,237 |  | 212,747 |
| Trading account assets |  | 214,348 |  | 219,118 |  | 209,358 |
| Derivative assets |  | 43,725 |  | 45,617 |  | 37,762 |
| Debt securities: |  |  |  |  |  |  |
| Carried at fair value |  | 238,101 |  | 251,635 |  | 315,117 |
| Held-to-maturity, at cost |  | 203,652 |  | 194,472 |  | 125,013 |
| Total debt securities |  | 441,753 |  | 446,107 |  | 440,130 |
| Loans and leases |  | 946,895 |  | 929,801 |  | 936,749 |
| Allowance for loan and lease losses |  | $(9,601)$ |  | $(9,734)$ |  | $(10,393)$ |
| Loans and leases, net of allowance |  | 937,294 |  | 920,067 |  | 926,356 |
| Premises and equipment, net |  | 9,906 |  | 9,680 |  | 9,247 |
| Goodwill |  | 68,951 |  | 68,951 |  | 68,951 |
| Loans held-for-sale |  | 10,367 |  | 5,576 |  | 11,430 |
| Customer and other receivables |  | 65,814 |  | 56,962 |  | 61,623 |
| Other assets |  | 116,320 |  | 125,795 |  | 135,043 |
| Total assets | \$ | 2,354,507 | \$ | 2,338,833 | \$ | 2,281,234 |

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

| Trading account assets | \$ | 5,798 | \$ | 6,145 | \$ | 6,521 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans and leases |  | 43,850 |  | 44,163 |  | 48,929 |
| Allowance for loan and lease losses |  | (912) |  | (920) |  | $(1,016)$ |
| Loans and leases, net of allowance |  | 42,938 |  | 43,243 |  | 47,913 |
| All other assets |  | 337 |  | 357 |  | 1,721 |
| Total assets of consolidated variable interest entities | \$ | 49,073 | \$ | 49,745 | \$ | 56,155 |

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

## Bank of America Corporation and Subsidiaries

Consolidated Balance Sheet (continued)

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31 2018 |  | $\begin{gathered} \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 412,587 | \$ | 414,853 | \$ | 430,650 |
| Interest-bearing |  | 891,636 |  | 844,204 |  | 796,576 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 14,060 |  | 12,896 |  | 14,024 |
| Interest-bearing |  | 63,193 |  | 73,696 |  | 68,295 |
| Total deposits |  | 1,381,476 |  | 1,345,649 |  | 1,309,545 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 186,988 |  | 171,600 |  | 176,865 |
| Trading account liabilities |  | 68,220 |  | 89,964 |  | 81,187 |
| Derivative liabilities |  | 37,891 |  | 36,189 |  | 34,300 |
| Short-term borrowings |  | 20,189 |  | 29,035 |  | 32,666 |
| Accrued expenses and other liabilities |  | 165,078 |  | 170,138 |  | 152,123 |
| Long-term debt |  | 229,340 |  | 234,100 |  | 227,402 |
| Total liabilities |  | 2,089,182 |  | 2,076,675 |  | 2,014,088 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $-\mathbf{1 0 0 , 0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 8 4 3}, \mathbf{1 4 0}, 3,843,140$ and 3,837,683 shares |  | 22,326 |  | 22,326 |  | 22,323 |
| Common stock and additional paid-in capital, $\$ 0.01$ par value; authorized $-\mathbf{1 2 , 8 0 0}, \mathbf{0 0 0}, \mathbf{0 0 0}$ shares; issued and outstanding - 9,669,286,370, 9,858,252,641 and 10,287,302,431shares |  | 118,896 |  | 123,921 |  | 138,089 |
| Retained earnings |  | 136,314 |  | 130,747 |  | 113,816 |
| Accumulated other comprehensive income (loss) |  | $(12,211)$ |  | $(14,836)$ |  | $(7,082)$ |
| Total shareholders' equity |  | 265,325 |  | 262,158 |  | 267,146 |
| Total liabilities and shareholders' equity | \$ | 2,354,507 | \$ | 2,338,833 | \$ | 2,281,234 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | $\mathbf{\$}$ | $\mathbf{7 4 2}$ | $\$$ | 905 |
| :--- | ---: | ---: | ---: | ---: |
| Long-term debt | $\mathbf{1 0 , 9 4 4}$ | 11,024 |  |  |
| All other liabilities | $\mathbf{3 0}$ | $\mathbf{3 0}$ |  |  |
| Total liabilities of consolidated variable interest entities | $\mathbf{\$}$ | $\mathbf{1 1 , 7 1 6}$ | $\$$ | 11,968 |

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

Capital Management

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Basel 3 |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2017 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(1)}$ : |  |  |  |  |  |  |
| Standardized Approach |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 167,272 | \$ | 164,386 | \$ | 168,461 |
| Tier 1 capital |  | 189,038 |  | 186,189 |  | 190,189 |
| Total capital |  | 221,303 |  | 218,159 |  | 224,209 |
| Risk-weighted assets |  | 1,436,905 |  | 1,439,419 |  | 1,442,721 |
| Common equity tier 1 capital ratio |  | 11.6\% |  | 11.4\% |  | 11.7\% |
| Tier 1 capital ratio |  | 13.2 |  | 12.9 |  | 13.2 |
| Total capital ratio |  | 15.4 |  | 15.2 |  | 15.5 |
| Advanced Approaches |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 167,272 | \$ | 164,386 | \$ | 168,461 |
| Tier 1 capital |  | 189,038 |  | 186,189 |  | 190,189 |
| Total capital |  | 212,855 |  | 209,950 |  | 215,311 |
| Risk-weighted assets |  | 1,408,264 |  | 1,424,105 |  | 1,458,979 |
| Common equity tier 1 capital ratio |  | 11.9\% |  | 11.5\% |  | 11.5\% |
| Tier 1 capital ratio |  | 13.4 |  | 13.1 |  | 13.0 |
| Total capital ratio |  | 15.1 |  | 14.7 |  | 14.8 |
| Leverage-based metrics ${ }^{(1)}$ |  |  |  |  |  |  |
| Adjusted average assets | \$ | 2,257,559 | \$ | 2,240,166 | \$ | 2,223,482 |
| Tier 1 leverage ratio |  | 8.4\% |  | 8.3\% |  | 8.6\% |
| Supplementary leverage exposure | \$ | 2,791,853 | \$ | 2,787,880 |  | $\mathrm{n} / \mathrm{a}$ |
| Supplementary leverage ratio |  | 6.8\% |  | 6.7\% |  | $\mathrm{n} / \mathrm{a}$ |
| Tangible equity ratio ${ }^{(2)}$ |  | 8.6 |  | 8.5 |  | 8.9 |
| Tangible common equity ratio ${ }^{(2)}$ |  | 7.6 |  | 7.5 |  | 7.9 |

[^3]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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2018 |  |  |  |  | Third Quarter 2018 |  |  |  |  | Fourth Quarter 2017 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve, nonU.S. central banks and other banks | \$ | 129,814 | \$ | 494 | 1.51\% | \$ | 144,411 | \$ | 523 | 1.44\% | \$ | 128,708 | \$ | 336 | 1.04\% |
| Time deposits placed and other short-term investments |  | 8,691 |  | 59 | 2.72 |  | 8,328 |  | 48 | 2.26 |  | 12,979 |  | 68 | 2.06 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 263,626 |  | 1,046 | 1.57 |  | 241,426 |  | 799 | 1.31 |  | 224,490 |  | 528 | 0.93 |
| Trading account assets |  | 138,046 |  | 1,327 | 3.82 |  | 128,896 |  | 1,195 | 3.68 |  | 130,370 |  | 1,183 | 3.61 |
| Debt securities |  | 440,967 |  | 3,108 | 2.76 |  | 445,813 |  | 3,014 | 2.66 |  | 441,624 |  | 2,751 | 2.48 |
| Loans and leases ${ }^{(1)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 209,646 |  | 1,857 | 3.54 |  | 209,460 |  | 1,857 | 3.54 |  | 202,155 |  | 1,749 | 3.46 |
| Home equity |  | 50,757 |  | 634 | 4.96 |  | 53,050 |  | 656 | 4.91 |  | 59,059 |  | 641 | 4.32 |
| U.S. credit card |  | 95,766 |  | 2,533 | 10.49 |  | 94,710 |  | 2,435 | 10.20 |  | 93,531 |  | 2,299 | 9.75 |
| Direct/Indirect and other consumer |  | 91,458 |  | 823 | 3.57 |  | 91,828 |  | 787 | 3.40 |  | 96,113 |  | 724 | 2.99 |
| Total consumer |  | 447,627 |  | 5,847 | 5.20 |  | 449,048 |  | 5,735 | 5.08 |  | 450,858 |  | 5,413 | 4.78 |
| U.S. commercial |  | 308,557 |  | 3,203 | 4.12 |  | 303,680 |  | 3,034 | 3.97 |  | 297,851 |  | 2,598 | 3.46 |
| Non-U.S. commercial |  | 95,937 |  | 835 | 3.45 |  | 96,019 |  | 831 | 3.43 |  | 98,692 |  | 680 | 2.73 |
| Commercial real estate |  | 60,876 |  | 703 | 4.59 |  | 60,754 |  | 682 | 4.45 |  | 58,983 |  | 571 | 3.84 |
| Commercial lease financing |  | 21,724 |  | 182 | 3.36 |  | 21,235 |  | 173 | 3.25 |  | 21,406 |  | 159 | 2.98 |
| Total commercial |  | 487,094 |  | 4,923 | 4.01 |  | 481,688 |  | 4,720 | 3.89 |  | 476,932 |  | 4,008 | 3.34 |
| Total loans and leases |  | 934,721 |  | 10,770 | 4.58 |  | 930,736 |  | 10,455 | 4.46 |  | 927,790 |  | 9,421 | 4.04 |
| Other earning assets |  | 70,869 |  | 1,187 | 6.65 |  | 72,827 |  | 1,082 | 5.91 |  | 84,087 |  | 901 | 4.25 |
| Total earning assets ${ }^{(2)}$ |  | 1,986,734 |  | 17,991 | 3.60 |  | 1,972,437 |  | 17,116 | 3.45 |  | 1,950,048 |  | 5,188 | 3.09 |
| Cash and due from banks |  | 26,081 |  |  |  |  | 25,639 |  |  |  |  | 28,114 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 321,771 |  |  |  |  | 319,753 |  |  |  |  | 323,525 |  |  |  |
| Total assets |  | 2,334,586 |  |  |  |  | 2,317,829 |  |  |  | \$ | 2,301,687 |  |  |  |

(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.
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:
Federal funds sold and securities borrowed or purchased
under agreements to resell
Debt securities
U.S. commercial loans and leases
Net hedge expense on assets

[^4]Bank of America Corporation and Subsidiaries
Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2018 |  |  |  |  | Third Quarter 2018 |  |  |  |  | Fourth Quarter 2017 |  |  |  |  |
|  |  | Average Balance | Interest Income/ Expense |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |  Interest <br> Average Income $/$ <br> Balance <br> Expense  |  |  |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 52,523 | \$ | 2 | 0.01\% | \$ | 53,929 | \$ | 1 | 0.01\% | \$ | 54,090 | \$ | 1 | 0.01\% |
| NOW and money market deposit accounts |  | 701,697 |  | 957 | 0.54 |  | 680,285 |  | 737 | 0.43 |  | 645,639 |  | 361 | 0.22 |
| Consumer CDs and IRAs |  | 38,899 |  | 48 | 0.49 |  | 39,160 |  | 40 | 0.41 |  | 42,595 |  | 29 | 0.28 |
| Negotiable CDs, public funds and other deposits |  | 62,719 |  | 362 | 2.29 |  | 54,192 |  | 275 | 2.01 |  | 39,200 |  | 133 | 1.35 |
| Total U.S. interest-bearing deposits |  | 855,838 |  | 1,369 | 0.63 |  | 827,566 |  | 1,053 | 0.50 |  | 781,524 |  | 524 | 0.27 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 2,321 |  | 7 | 1.14 |  | 2,353 |  | 12 | 2.06 |  | 1,844 |  | 5 | 0.96 |
| Governments and official institutions |  | 275 |  | - | 0.04 |  | 709 |  | - | 0.01 |  | 1,016 |  | 3 | 1.06 |
| Time, savings and other |  | 64,599 |  | 186 | 1.14 |  | 63,179 |  | 165 | 1.04 |  | 67,252 |  | 147 | 0.87 |
| Total non-U.S. interest-bearing deposits |  | 67,195 |  | 193 | 1.14 |  | 66,241 |  | 177 | 1.07 |  | 70,112 |  | 155 | 0.88 |
| Total interest-bearing deposits |  | 923,033 |  | 1,562 | 0.67 |  | 893,807 |  | 1,230 | 0.55 |  | 851,636 |  | 679 | 0.32 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 262,497 |  | 1,716 | 2.60 |  | 264,168 |  | 1,526 | 2.30 |  | 272,733 |  | 901 | 1.31 |
| Trading account liabilities |  | 45,329 |  | 318 | 2.79 |  | 50,904 |  | 335 | 2.60 |  | 49,643 |  | 314 | 2.51 |
| Long-term debt |  | 230,616 |  | 1,936 | 3.34 |  | 233,475 |  | 2,004 | 3.42 |  | 227,644 |  | 1,581 | 2.77 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,461,475 |  | 5,532 | 1.50 |  | 1,442,354 |  | 5,095 | 1.40 |  | 1,401,656 |  | 3,475 | 0.98 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 421,918 |  |  |  |  | 422,538 |  |  |  |  | 441,936 |  |  |  |
| Other liabilities |  | 187,495 |  |  |  |  | 188,284 |  |  |  |  | 184,933 |  |  |  |
| Shareholders' equity |  | 263,698 |  |  |  |  | 264,653 |  |  |  |  | 273,162 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,334,586 |  |  |  | \$ | 2,317,829 |  |  |  | \$ | 2,301,687 |  |  |  |
| Net interest spread |  |  |  |  | 2.10\% |  |  |  |  | 2.05\% |  |  |  |  | 2.11\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.38 |  |  |  |  | 0.37 |  |  |  |  | 0.28 |
| Net interest income/yield on earning assets ${ }^{(2)}$ |  |  | \$ | 12,459 | 2.48\% |  |  | \$ | 12,021 | 2.42\% |  |  | \$ | 1,713 | 2.39\% |

[^5]|  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Fourth Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW and money market deposit accounts | \$ | - | \$ | 1 | \$ | - |
| Consumer CDs and IRAs |  | 6 |  | 5 |  | 5 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 2 |  | 3 |
| Banks located in non-U.S. countries |  | 4 |  | 6 |  | 5 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 11 |  | 30 |  | 30 |
| Long-term debt |  | (51) |  | 24 |  | (379) |
| Net hedge (income) expense on liabilities | \$ | (27) | \$ | 68 | \$ | $\stackrel{\text { (336) }}{ }$ |

[^6][^7]
## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

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

${ }^{(1)}$ 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.
${ }^{(2)}$ The 2017 amount includes assets of the Corporation's non-U.S. consumer credit card business, which was sold during the second quarter of 2017.
${ }^{(3)}$ 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:

|  | 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | (147) | \$ | 49 |
| Debt securities |  | 13 |  | (54) |
| U.S. commercial loans and leases |  | (37) |  | (39) |
| Net hedge expense on assets | \$ | (171) | \$ | (44) |

[^8]
## Bank of America Corporation and Subsidiaries

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

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

 (decreased) interest expense on:

|  | 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
| NOW and money market deposit accounts | \$ | - | \$ | (1) |
| Consumer CDs and IRAs |  | 22 |  | 22 |
| Negotiable CDs, public funds and other deposits |  | 12 |  | 13 |
| Banks located in non-U.S. countries |  | 19 |  | 19 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase, short-term borrowings and other interest-bearing liabilities |  | 100 |  | 243 |
| Long-term debt |  | (283) |  | $(1,728)$ |
| Net hedge income on liabilities | \$ | (130) | \$ | $\underline{(1,432)}$ |

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

## Bank of America Corporation and Subsidiaries

## Debt Securities

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

${ }^{(1)}$ During 2018, we transferred available-for-sale debt securities with an amortized cost of $\$ 64.5$ billion to held to maturity.

## Other Debt Securities Carried at Fair Value

| (Dollars in millions) | $\begin{gathered} \text { December } 31 \\ 2018 \end{gathered}$ |  | September 30 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Non-agency residential mortgage-backed securities | \$ | 1,606 | \$ | 1,696 |
| U.S. Treasury and agency securities |  | 1,282 |  | - |
| Non-U.S. securities ${ }^{(1)}$ |  | 5,844 |  | 10,888 |
| Other taxable securities, substantially all asset-backed securities |  | 3 |  | 3 |
| Total | \$ | 8,735 | \$ | 12,587 |

[^10]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)



 $\$ 151$ million, $\$ 154$ million, $\$ 150$ million and $\$ 251$ million for the fourth, third, second and first quarters of 2018 and the fourth quarter of 2017 , respectively.

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) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Net interest income | \$ | 12,459 | \$ | 7,131 | \$ | 1,622 | \$ | 2,824 | \$ | 746 | \$ | 136 |
| Card income |  | 1,582 |  | 1,387 |  | 35 |  | 136 |  | 23 |  | 1 |
| Service charges |  | 1,931 |  | 1,086 |  | 18 |  | 743 |  | 79 |  | 5 |
| Investment and brokerage services |  | 3,544 |  | 77 |  | 2,978 |  | 24 |  | 474 |  | (9) |
| Investment banking income (loss) |  | 1,348 |  | (1) |  | 94 |  | 760 |  | 514 |  | (19) |
| Trading account profits |  | 1,633 |  | 2 |  | 31 |  | 75 |  | 1,318 |  | 207 |
| Other income (loss) |  | 394 |  | 195 |  | 212 |  | 488 |  | 59 |  | (560) |
| Total noninterest income (loss) |  | 10,432 |  | 2,746 |  | 3,368 |  | 2,226 |  | 2,467 |  | (375) |
| Total revenue, net of interest expense |  | 22,891 |  | 9,877 |  | 4,990 |  | 5,050 |  | 3,213 |  | (239) |
| Provision for credit losses |  | 905 |  | 915 |  | 23 |  | 85 |  | 6 |  | (124) |
| Noninterest expense |  | 13,133 |  | 4,483 |  | 3,542 |  | 2,119 |  | 2,540 |  | 449 |
| Income (loss) before income taxes |  | 8,853 |  | 4,479 |  | 1,425 |  | 2,846 |  | 667 |  | (564) |
| Income tax expense (benefit) |  | 1,575 |  | 1,141 |  | 363 |  | 740 |  | 174 |  | (843) |
| Net income | \$ | 7,278 | \$ | 3,338 | \$ | 1,062 | \$ | 2,106 | \$ | 493 | \$ | 279 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 934,721 | \$ | 289,862 | \$ | 163,516 | \$ | 357,410 | \$ | 70,609 | \$ | 53,324 |
| Total assets ${ }^{(1)}$ |  | 2,334,586 |  | 759,027 |  | 283,262 |  | 440,522 |  | 655,068 |  | 196,707 |
| Total deposits |  | 1,344,951 |  | 686,826 |  | 247,427 |  | 359,642 |  | 31,077 |  | 19,979 |
| Quarter end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 946,895 | \$ | 294,335 | \$ | 164,854 | \$ | 365,717 | \$ | 73,928 | \$ | 48,061 |
| Total assets ${ }^{(1)}$ |  | 2,354,507 |  | 768,877 |  | 305,906 |  | 441,477 |  | 641,922 |  | 196,325 |
| Total deposits |  | 1,381,476 |  | 696,146 |  | 268,700 |  | 360,248 |  | 37,841 |  | 18,541 |
|  | Third Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income | \$ | 12,021 | \$ | 6,862 | \$ | 1,535 | \$ | 2,706 | \$ | 754 | \$ | 164 |
| Card income |  | 1,470 |  | 1,281 |  | 34 |  | 132 |  | 23 |  | - |
| Service charges |  | 1,961 |  | 1,098 |  | 19 |  | 753 |  | 86 |  | 5 |
| Investment and brokerage services |  | 3,494 |  | 80 |  | 3,004 |  | 27 |  | 388 |  | (5) |
| Investment banking income (loss) |  | 1,204 |  | - |  | 87 |  | 644 |  | 522 |  | (49) |
| Trading account profits |  | 1,893 |  | 2 |  | 24 |  | 60 |  | 1,727 |  | 80 |
| Other income (loss) |  | 885 |  | 80 |  | 80 |  | 416 |  | 343 |  | (34) |
| Total noninterest income (loss) |  | 10,907 |  | 2,541 |  | 3,248 |  | 2,032 |  | 3,089 |  | (3) |
| Total revenue, net of interest expense |  | 22,928 |  | 9,403 |  | 4,783 |  | 4,738 |  | 3,843 |  | 161 |
| Provision for credit losses |  | 716 |  | 870 |  | 13 |  | (70) |  | (2) |  | (95) |
| Noninterest expense |  | 13,067 |  | 4,354 |  | 3,414 |  | 2,121 |  | 2,613 |  | 565 |
| Income (loss) before income taxes |  | 9,145 |  | 4,179 |  | 1,356 |  | 2,687 |  | 1,232 |  | (309) |
| Income tax expense (benefit) |  | 1,978 |  | 1,066 |  | 346 |  | 699 |  | 320 |  | (453) |
| Net income | \$ | 7,167 | \$ | 3,113 | \$ | 1,010 | \$ | 1,988 | \$ | 912 | \$ | 144 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 930,736 | \$ | 284,994 | \$ | 161,869 | \$ | 352,712 | \$ | 71,231 | \$ | 59,930 |
| Total assets ${ }^{(1)}$ |  | 2,317,829 |  | 759,665 |  | 273,581 |  | 422,255 |  | 652,481 |  | 209,847 |
| Total deposits |  | 1,316,345 |  | 687,530 |  | 238,291 |  | 337,685 |  | 30,721 |  | 22,118 |
| Quarter end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 929,801 | \$ | 287,277 | \$ | 162,191 | \$ | 352,332 | \$ | 73,023 | \$ | 54,978 |
| Total assets ${ }^{(1)}$ |  | 2,338,833 |  | 765,497 |  | 276,146 |  | 430,846 |  | 646,359 |  | 219,985 |
| Total deposits |  | 1,345,649 |  | 692,770 |  | 239,654 |  | 350,748 |  | 41,102 |  | 21,375 |

[^11]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)

|  | urth Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income | \$ | 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 (loss) |  | 8,974 |  | 2,601 |  | 3,163 |  | 2,300 |  | 2,464 |  | $(1,554)$ |
| Total revenue, net of interest expense |  | 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 |  | 4,509 |  | 3,470 |  | 2,161 |  | 2,614 |  | 520 |
| Income (loss) before income taxes |  | 6,412 |  | 3,560 |  | 1,207 |  | 2,726 |  | 620 |  | $(1,701)$ |
| Income tax expense |  | 4,047 |  | 1,364 |  | 463 |  | 1,046 |  | 210 |  | 964 |
| Net income (loss) | \$ | 2,365 | \$ | 2,196 | \$ | 744 | \$ | 1,680 | \$ | 410 | \$ | $\underline{(2,665)}$ |
| 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 |  | 659,412 |  | 208,854 |
| Total deposits |  | 1,293,572 |  | 665,536 |  | 240,126 |  | 329,761 |  | 34,250 |  | 23,899 |
| Quarter 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 |  | 629,013 |  | 194,042 |
| Total deposits |  | 1,309,545 |  | 676,530 |  | 246,994 |  | 329,273 |  | 34,029 |  | 22,719 |

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

## Bank of America Corporation and Subsidiaries

Annual Results by Business Segment and All Other

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31, 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Net interest income | \$ | 48,042 | \$ | 27,123 | \$ | 6,294 | \$ | 10,881 | \$ | 3,171 | \$ | 573 |
| Card income |  | 6,051 |  | 5,289 |  | 128 |  | 541 |  | 93 |  | - |
| Service charges |  | 7,767 |  | 4,300 |  | 73 |  | 3,027 |  | 345 |  | 22 |
| Investment and brokerage services |  | 14,160 |  | 319 |  | 11,959 |  | 94 |  | 1,780 |  | 8 |
| Investment banking income (loss) |  | 5,327 |  | (1) |  | 337 |  | 2,891 |  | 2,296 |  | (196) |
| Trading account profits |  | 8,540 |  | 8 |  | 112 |  | 260 |  | 7,932 |  | 228 |
| Other income (loss) |  | 1,970 |  | 485 |  | 435 |  | 1,950 |  | 446 |  | $(1,346)$ |
| Total noninterest income (loss) |  | 43,815 |  | 10,400 |  | 13,044 |  | 8,763 |  | 12,892 |  | $(1,284)$ |
| Total revenue, net of interest expense |  | 91,857 |  | 37,523 |  | 19,338 |  | 19,644 |  | 16,063 |  | (711) |
| Provision for credit losses |  | 3,282 |  | 3,664 |  | 86 |  | 8 |  | - |  | (476) |
| Noninterest expense |  | 53,381 |  | 17,713 |  | 13,777 |  | 8,591 |  | 10,686 |  | 2,614 |
| Income (loss) before income taxes |  | 35,194 |  | 16,146 |  | 5,475 |  | 11,045 |  | 5,377 |  | $(2,849)$ |
| Income tax expense (benefit) |  | 7,047 |  | 4,117 |  | 1,396 |  | 2,872 |  | 1,398 |  | $(2,736)$ |
| Net income (loss) | \$ | $\underline{28,147}$ | $\stackrel{\text { \$ }}{ }$ | $\underline{12,029}$ | \$ | 4,079 | \$ | 8,173 | \$ | 3,979 | $\stackrel{\text { \$ }}{ }$ | (113) |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 933,049 | \$ | 283,807 | \$ | 161,342 | \$ | 354,236 | \$ | 72,651 | \$ | 61,013 |
| Total assets ${ }^{(1)}$ |  | 2,325,246 |  | 756,373 |  | 277,219 |  | 424,353 |  | 666,003 |  | 201,298 |
| Total deposits |  | 1,314,941 |  | 684,173 |  | 241,256 |  | 336,337 |  | 31,209 |  | 21,966 |
| Year end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 946,895 | \$ | 294,335 | \$ | 164,854 | \$ | 365,717 | \$ | 73,928 | \$ | 48,061 |
| Total assets ${ }^{(1)}$ |  | 2,354,507 |  | 768,877 |  | 305,906 |  | 441,477 |  | 641,922 |  | 196,325 |
| Total deposits |  | 1,381,476 |  | 696,146 |  | 268,700 |  | 360,248 |  | 37,841 |  | 18,541 |
|  | Year Ended December 31, 2017 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total rporation |  | nsumer <br> anking |  | WIM |  | lobal <br> nking |  | lobal <br> arkets |  | All <br> ther |
| Net interest income | \$ | 45,592 | \$ | 24,307 | \$ | 6,173 | \$ | 10,504 | \$ | 3,744 | \$ | 864 |
| Card income |  | 5,902 |  | 5,070 |  | 153 |  | 518 |  | 92 |  | 69 |
| Service charges |  | 7,818 |  | 4,266 |  | 76 |  | 3,125 |  | 329 |  | 22 |
| Investment and brokerage services |  | 13,836 |  | 317 |  | 11,394 |  | 97 |  | 2,049 |  | (21) |
| Investment banking income (loss) |  | 6,011 |  | - |  | 318 |  | 3,471 |  | 2,476 |  | (254) |
| Trading account profits |  | 7,277 |  | 3 |  | 144 |  | 134 |  | 6,710 |  | 286 |
| Other income (loss) |  | 1,841 |  | 558 |  | 332 |  | 2,150 |  | 551 |  | $(1,750)$ |
| Total noninterest income (loss) |  | 42,685 |  | 10,214 |  | 12,417 |  | 9,495 |  | 12,207 |  | $(1,648)$ |
| Total revenue, net of interest expense |  | 88,277 |  | 34,521 |  | 18,590 |  | 19,999 |  | 15,951 |  | (784) |
| Provision for credit losses |  | 3,396 |  | 3,525 |  | 56 |  | 212 |  | 164 |  | (561) |
| Noninterest expense |  | 54,743 |  | 17,795 |  | 13,556 |  | 8,596 |  | 10,731 |  | 4,065 |
| Income (loss) before income taxes |  | 30,138 |  | 13,201 |  | 4,978 |  | 11,191 |  | 5,056 |  | $(4,288)$ |
| Income tax expense (benefit) |  | 11,906 |  | 4,999 |  | 1,885 |  | 4,238 |  | 1,763 |  | (979) |
| Net income (loss) | \$ | $\underline{18,232}$ | \$ | 8,202 | \$ | 3,093 | \$ | 6,953 | \$ | 3,293 | \$ | $\underline{(3,309)}$ |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 918,731 | \$ | 266,058 | \$ | 152,682 | \$ | 346,089 | \$ | 71,413 | \$ | 82,489 |
| Total assets ${ }^{(1)}$ |  | 2,268,633 |  | 725,406 |  | 281,517 |  | 416,038 |  | 638,673 |  | 206,999 |
| Total deposits |  | 1,269,796 |  | 653,320 |  | 245,559 |  | 312,859 |  | 32,864 |  | 25,194 |
| Year 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 |  | 629,013 |  | 194,042 |
| Total deposits |  | 1,309,545 |  | 676,530 |  | 246,994 |  | 329,273 |  | 34,029 |  | 22,719 |

[^13]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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | First Quarter 2018 |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 27,123 | \$ | 24,307 | \$ | 7,131 | \$ | 6,862 | \$ | 6,620 | \$ | 6,510 | \$ | 6,354 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 5,289 |  | 5,070 |  | 1,387 |  | 1,281 |  | 1,342 |  | 1,279 |  | 1,354 |
| Service charges |  | 4,300 |  | 4,266 |  | 1,086 |  | 1,098 |  | 1,072 |  | 1,044 |  | 1,071 |
| All other income |  | 811 |  | 878 |  | 273 |  | 162 |  | 177 |  | 199 |  | 176 |
| Total noninterest income |  | 10,400 |  | 10,214 |  | 2,746 |  | 2,541 |  | 2,591 |  | 2,522 |  | 2,601 |
| Total revenue, net of interest expense |  | 37,523 |  | 34,521 |  | 9,877 |  | 9,403 |  | 9,211 |  | 9,032 |  | 8,955 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 3,664 |  | 3,525 |  | 915 |  | 870 |  | 944 |  | 935 |  | 886 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 17,713 |  | 17,795 |  | 4,483 |  | 4,354 |  | 4,395 |  | 4,481 |  | 4,509 |
| Income before income taxes |  | 16,146 |  | 13,201 |  | 4,479 |  | 4,179 |  | 3,872 |  | 3,616 |  | 3,560 |
| Income tax expense |  | 4,117 |  | 4,999 |  | 1,141 |  | 1,066 |  | 988 |  | 922 |  | 1,364 |
| Net income | \$ | 12,029 | \$ | 8,202 | \$ | 3,338 | \$ | 3,113 | \$ | 2,884 | \$ | 2,694 | \$ | 2,196 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield |  | 3.78\% |  | 3.54\% |  | 3.93\% |  | 3.78\% |  | 3.68\% |  | 3.73\% |  | 3.61\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 33 |  | 22 |  | 36 |  | 33 |  | 31 |  | 30 |  | 24 |
| Efficiency ratio |  | 47.20 |  | 51.55 |  | 45.37 |  | 46.30 |  | 47.73 |  | 49.62 |  | 50.35 |
|  | $\underline{\text { Balance Sheet }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 283,807 | \$ | 266,058 | \$ | 289,862 | \$ | 284,994 | \$ | 280,689 | \$ | 279,557 | \$ | 275,716 |
| Total earning assets ${ }^{(2)}$ |  | 717,197 |  | 686,612 |  | 719,338 |  | 720,652 |  | 720,878 |  | 707,754 |  | 699,004 |
| Total assets ${ }^{(2)}$ |  | 756,373 |  | 725,406 |  | 759,027 |  | 759,665 |  | 759,982 |  | 746,647 |  | 737,755 |
| Total deposits |  | 684,173 |  | 653,320 |  | 686,826 |  | 687,530 |  | 687,812 |  | 674,351 |  | 665,536 |
| Allocated capital ${ }^{(1)}$ |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |  | 37,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 294,335 | \$ | 280,473 | \$ | 294,335 | \$ | 287,277 | \$ | 283,565 | \$ | 279,055 | \$ | 280,473 |
| Total earning assets ${ }^{(2)}$ |  | 728,817 |  | 709,832 |  | 728,817 |  | 726,494 |  | 729,036 |  | 735,247 |  | 709,832 |
| Total assets ${ }^{(2)}$ |  | 768,877 |  | 749,325 |  | 768,877 |  | 765,497 |  | 768,187 |  | 774,256 |  | 749,325 |
| Total deposits |  | 696,146 |  | 676,530 |  | 696,146 |  | 692,770 |  | 695,530 |  | 701,488 |  | 676,530 |

[^14]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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | FirstQuarter 2018 |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking | \$ | 350,929 | \$ | 326,226 | \$ | 356,609 | \$ | 354,013 | \$ | 351,686 | \$ | 341,204 | \$ | 334,345 |
| Savings |  | 52,592 |  | 52,133 |  | 50,968 |  | 52,306 |  | 54,052 |  | 53,068 |  | 52,466 |
| MMS |  | 241,807 |  | 231,572 |  | 241,576 |  | 243,064 |  | 242,841 |  | 239,714 |  | 236,909 |
| CDs and IRAs |  | 35,890 |  | 40,470 |  | 34,831 |  | 35,225 |  | 36,173 |  | 37,366 |  | 38,732 |
| Non-U.S. and other |  | 2,955 |  | 2,919 |  | 2,842 |  | 2,922 |  | 3,060 |  | 2,999 |  | 3,084 |
| Total average deposit balances | \$ | 684,173 | \$ | 653,320 | \$ | 686,826 | \$ | 687,530 | \$ | 687,812 | \$ | 674,351 | \$ | 665,536 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 2.16\% |  | 2.00\% |  | 2.23\% |  | 2.18\% |  | 2.13\% |  | 2.08\% |  | 2.03\% |
| Savings |  | 2.43 |  | 2.30 |  | 2.49 |  | 2.45 |  | 2.40 |  | 2.37 |  | 2.34 |
| MMS |  | 2.07 |  | 1.58 |  | 2.29 |  | 2.15 |  | 2.00 |  | 1.85 |  | 1.70 |
| CDs and IRAs |  | 2.09 |  | 1.43 |  | 2.40 |  | 2.22 |  | 2.02 |  | 1.73 |  | 1.55 |
| Non-U.S. and other |  | 2.24 |  | 1.38 |  | 2.61 |  | 2.47 |  | 2.16 |  | 1.73 |  | 1.56 |
| Total deposit spreads |  | 2.14 |  | 1.84 |  | 2.28 |  | 2.19 |  | 2.10 |  | 2.00 |  | 1.91 |
| Client brokerage assets | \$ | 185,881 | \$ | 177,045 | \$ | 185,881 | \$ | 203,882 | \$ | 191,472 | \$ | 182,110 | \$ | 177,045 |
| Active digital banking users (units in thousands) ${ }^{(1)}$ |  | 36,264 |  | 34,855 |  | 36,264 |  | 36,174 |  | 35,722 |  | 35,518 |  | 34,855 |
| Active mobile banking users (units in thousands) |  | 26,433 |  | 24,238 |  | 26,433 |  | 25,990 |  | 25,335 |  | 24,801 |  | 24,238 |
| Financial centers |  | 4,341 |  | 4,477 |  | 4,341 |  | 4,385 |  | 4,433 |  | 4,452 |  | 4,477 |
| ATMs |  | 16,255 |  | 16,039 |  | 16,255 |  | 16,089 |  | 16,050 |  | 16,011 |  | 16,039 |
| Total U.S. credit card ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average credit card outstandings | \$ | 94,612 | \$ | 91,068 | \$ | 95,766 | \$ | 94,710 | \$ | 93,531 | \$ | 94,423 | \$ | 93,531 |
| Ending credit card outstandings |  | 98,338 |  | 96,274 |  | 98,338 |  | 94,829 |  | 94,790 |  | 93,014 |  | 96,274 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | 2,837 | \$ | 2,513 | \$ | 699 | \$ | 698 | \$ | 739 | \$ | 701 | \$ | 655 |
|  |  | 3.00\% |  | 2.76\% |  | 2.90\% |  | 2.92\% |  | 3.17\% |  | 3.01\% |  | 2.78\% |
| $30+$ delinquency | \$ | 1,989 | \$ | 1,847 | \$ | 1,989 | \$ | 1,805 | \$ | 1,695 | \$ | 1,795 | \$ | 1,847 |
|  |  | 2.02\% |  | 1.92\% |  | 2.02\% |  | 1.90\% |  | 1.79\% |  | 1.93\% |  | 1.92\% |
| $90+$ delinquency | \$ | 994 | \$ | 900 | \$ | 994 | \$ | 872 | \$ | 865 | \$ | 925 | \$ | 900 |
|  |  | 1.01\% |  | 0.93\% |  | 1.01\% |  | 0.92\% |  | 0.91\% |  | 0.99\% |  | 0.93\% |
| Other Total U.S. credit card indicators ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 10.12\% |  | 9.65\% |  | 10.49\% |  | 10.20\% |  | 9.86\% |  | 9.93\% |  | 9.75\% |
| Risk-adjusted margin |  | 8.34 |  | 8.67 |  | 8.83 |  | 8.15 |  | 8.07 |  | 8.32 |  | 8.74 |
| New accounts (in thousands) |  | 4,544 |  | 4,939 |  | 1,048 |  | 1,116 |  | 1,186 |  | 1,194 |  | 1,138 |
| Purchase volumes | \$ | 264,706 | \$ | 244,753 | \$ | 70,048 | \$ | 66,490 | \$ | 66,821 | \$ | 61,347 | \$ | 65,523 |
| Debit card data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volumes | \$ | 318,562 | \$ | 298,641 | \$ | 81,893 | \$ | 79,920 | \$ | 80,697 | \$ | 76,052 | \$ | 77,912 |
| Loan production ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First mortgage | \$ | 41,195 | \$ | 50,581 | \$ | 9,417 | \$ | 10,682 | \$ | 11,672 | \$ | 9,424 | \$ | 12,705 |
| Home equity |  | 14,869 |  | 16,924 |  | 3,640 |  | 3,399 |  | 4,081 |  | 3,749 |  | 4,053 |
| Consumer Banking: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| First mortgage | \$ | 27,280 | \$ | 34,065 | \$ | 6,227 | \$ | 7,208 | \$ | 7,881 | \$ | 5,964 | \$ | 8,386 |
| Home equity |  | 13,251 |  | 15,199 |  | 3,209 |  | 3,053 |  | 3,644 |  | 3,345 |  | 3,595 |

[^15]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)


For footnotes, see page 20.

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

## Bank of America Corporation and Subsidiaries

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

|  | Fourth Quarter 2017 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income | \$ | 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 |  | 8,955 |  | 4,721 |  | 4,234 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 886 |  | 53 |  | 833 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 4,509 |  | 2,680 |  | 1,829 |
| Income before income taxes |  | 3,560 |  | 1,988 |  | 1,572 |
| Income tax expense |  | 1,364 |  | 762 |  | 602 |
| Net income | \$ | 2,196 | \$ | 1,226 | \$ | 970 |
|  |  |  |  |  |  |  |
| Net interest yield |  | 3.61\% |  | 2.12\% |  | 4.10\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 24 |  | 41 |  | 15 |
| Efficiency ratio |  | 50.35 |  | 56.77 |  | 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 |

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

## Bank of America Corporation and Subsidiaries

## Consumer Banking Annual Results

(Dollars in millions)


For footnotes, see page 20.
Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | First Quarter 2018 |  | Fourth Quarter 2017 |  |
|  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 6,294 | \$ | 6,173 | \$ | 1,622 | \$ | 1,535 | \$ | 1,543 | \$ | 1,594 | \$ | 1,520 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 11,959 |  | 11,394 |  | 2,978 |  | 3,004 |  | 2,937 |  | 3,040 |  | 2,920 |
| All other income |  | 1,085 |  | 1,023 |  | 390 |  | 244 |  | 229 |  | 222 |  | 243 |
| Total noninterest income |  | 13,044 |  | 12,417 |  | 3,368 |  | 3,248 |  | 3,166 |  | 3,262 |  | 3,163 |
| Total revenue, net of interest expense |  | 19,338 |  | 18,590 |  | 4,990 |  | 4,783 |  | 4,709 |  | 4,856 |  | 4,683 |
| Provision for credit losses |  | 86 |  | 56 |  | 23 |  | 13 |  | 12 |  | 38 |  | 6 |
| Noninterest expense |  | 13,777 |  | 13,556 |  | 3,542 |  | 3,414 |  | 3,395 |  | 3,426 |  | 3,470 |
| Income before income taxes |  | 5,475 |  | 4,978 |  | 1,425 |  | 1,356 |  | 1,302 |  | 1,392 |  | 1,207 |
| Income tax expense |  | 1,396 |  | 1,885 |  | 363 |  | 346 |  | 332 |  | 355 |  | 463 |
| Net income | \$ | 4,079 | \$ | 3,093 | \$ | 1,062 | \$ | 1,010 | \$ | 970 | \$ | 1,037 | \$ | 744 |
| Net interest yield |  | 2.42\% |  | 2.32\% |  | 2.43\% |  | 2.38\% |  | 2.43\% |  | 2.46\% |  | 2.32\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 28 |  | 22 |  | 29 |  | 28 |  | 27 |  | 29 |  | 21 |
| Efficiency ratio |  | 71.24 |  | 72.92 |  | 70.97 |  | 71.40 |  | 72.09 |  | 70.56 |  | 74.10 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,342 | \$ | 152,682 | \$ | 163,516 | \$ | 161,869 | \$ | 160,833 | \$ | 159,095 | \$ | 157,063 |
| Total earning assets ${ }^{(2)}$ |  | 259,807 |  | 265,670 |  | 265,037 |  | 256,285 |  | 255,145 |  | 262,775 |  | 259,550 |
| Total assets ${ }^{(2)}$ |  | 277,219 |  | 281,517 |  | 283,262 |  | 273,581 |  | 272,316 |  | 279,716 |  | 276,153 |
| Total deposits |  | 241,256 |  | 245,559 |  | 247,427 |  | 238,291 |  | 236,214 |  | 243,077 |  | 240,126 |
| Allocated capital ${ }^{(1)}$ |  | 14,500 |  | 14,000 |  | 14,500 |  | 14,500 |  | 14,500 |  | 14,500 |  | 14,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 164,854 | \$ | 159,378 | \$ | 164,854 | \$ | 162,191 | \$ | 162,034 | \$ | 159,636 | \$ | 159,378 |
| Total earning assets ${ }^{(2)}$ |  | 287,197 |  | 267,026 |  | 287,197 |  | 258,561 |  | 253,910 |  | 262,430 |  | 267,026 |
| Total assets ${ }^{(2)}$ |  | 305,906 |  | 284,321 |  | 305,906 |  | 276,146 |  | 270,912 |  | 279,331 |  | 284,321 |
| Total deposits |  | 268,700 |  | 246,994 |  | 268,700 |  | 239,654 |  | 233,925 |  | 241,531 |  | 246,994 |

[^17]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)

|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | FirstQuarter2018 |  | Fourth Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Revenue by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 15,895 | \$ | 15,288 |  | \$ 4,115 | \$ | 3,924 | \$ | 3,860 | \$ | 3,996 | \$ | 3,836 |
| U.S. Trust |  | 3,432 |  | 3,295 |  | 865 |  | 859 |  | 848 |  | 860 |  | 845 |
| Other |  | 11 |  | 7 |  | 10 |  | - |  | 1 |  | - |  | 2 |
| Total revenue, net of interest expense | \$ | 19,338 | \$ | 18,590 |  | \$ 4,990 | \$ | 4,783 | \$ | 4,709 | \$ | 4,856 | \$ | 4,683 |
| Client Balances by Business, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 2,193,562 | \$ | 2,305,664 |  | \$ 2,193,562 | \$ | 2,385,479 | \$ | 2,311,598 | \$ | 2,284,803 | \$ | 2,305,664 |
| U.S. Trust |  | 427,294 |  | 446,199 |  | 427,294 |  | 455,894 |  | 442,608 |  | 440,683 |  | 446,199 |
| Total client balances | \$ | 2,620,856 | \$ | 2,751,863 |  | \$ 2,620,856 | \$ | 2,841,373 | \$ | 2,754,206 | \$ | 2,725,486 | \$ | 2,751,863 |
| Client Balances by Type, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management ${ }^{(1)}$ | \$ | 1,021,221 | \$ | 1,080,747 |  | \$ 1,021,221 | \$ | 1,144,375 | \$ | 1,101,001 | \$ | 1,084,717 | \$ | 1,080,747 |
| Brokerage and other assets |  | 1,162,997 |  | 1,261,990 |  | 1,162,997 |  | 1,292,219 |  | 1,254,135 |  | 1,236,799 |  | 1,261,990 |
| Deposits |  | 268,700 |  | 246,994 |  | 268,700 |  | 239,654 |  | 233,925 |  | 241,531 |  | 246,994 |
| Loans and leases ${ }^{(2)}$ |  | 167,938 |  | 162,132 |  | 167,938 |  | 165,125 |  | 165,145 |  | 162,439 |  | 162,132 |
| Total client balances | \$ | 2,620,856 | \$ | 2,751,863 |  | \$ 2,620,856 | \$ | 2,841,373 | \$ | 2,754,206 | \$ | 2,725,486 | \$ | 2,751,863 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets Under Management Rollforward |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management, beginning balance | \$ | 1,080,747 | \$ | 886,148 |  | \$ 1,144,375 | \$ | 1,101,001 | \$ | 1,084,717 | \$ | 1,080,747 | \$ | 1,036,048 |
| Net client flows |  | 36,406 |  | 95,707 |  | $(6,181)$ |  | 7,572 |  | 10,775 |  | 24,240 |  | 18,228 |
| Market valuation/other |  | $(95,932)$ |  | 98,892 |  | $(116,973)$ |  | 35,802 |  | 5,509 |  | $(20,270)$ |  | 26,471 |
| Total assets under management, ending balance | \$ | 1,021,221 | \$ | 1,080,747 |  | \$ 1,021,221 | \$ | 1,144,375 | \$ | 1,101,001 | \$ | 1,084,717 | \$ | 1,080,747 |
| Associates, at period end ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of financial advisors |  | 17,518 |  | 17,355 |  | 17,518 |  | 17,456 |  | 17,442 |  | 17,367 |  | 17,355 |
| Total wealth advisors, including financial advisors |  | 19,459 |  | 19,238 |  | 19,459 |  | 19,344 |  | 19,351 |  | 19,276 |  | 19,238 |
| Total primary sales professionals, including financial advisors and wealth advisors |  | 20,556 |  | 20,318 |  | 20,556 |  | 20,437 |  | 20,422 |  | 20,375 |  | 20,318 |
| Merrill Lynch Global Wealth Management Metric |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial advisor productivity ${ }^{(4)}$ (in thousands) | \$ | 1,034 | \$ | 1,005 | \$ | \$ 1,046 | \$ | 1,035 | \$ | 1,017 | \$ | 1,038 | \$ | 994 |
| U.S. Trust Metric, at period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Primary sales professionals |  | 1,747 |  | 1,714 |  | 1,747 |  | 1,711 |  | 1,723 |  | 1,737 |  | 1,714 |

[^18]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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2018 \end{gathered}$ |  | First Quarter 2018 |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 10,881 | \$ | 10,504 | \$ | 2,824 | \$ | 2,706 | \$ | 2,711 | \$ | 2,640 | \$ | 2,719 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 3,027 |  | 3,125 |  | 743 |  | 753 |  | 768 |  | 763 |  | 774 |
| Investment banking fees |  | 2,891 |  | 3,471 |  | 760 |  | 644 |  | 743 |  | 744 |  | 811 |
| All other income |  | 2,845 |  | 2,899 |  | 723 |  | 635 |  | 700 |  | 787 |  | 715 |
| Total noninterest income |  | 8,763 |  | 9,495 |  | 2,226 |  | 2,032 |  | 2,211 |  | 2,294 |  | 2,300 |
| Total revenue, net of interest expense |  | 19,644 |  | 19,999 |  | 5,050 |  | 4,738 |  | 4,922 |  | 4,934 |  | 5,019 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 8 |  | 212 |  | 85 |  | (70) |  | (23) |  | 16 |  | 132 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 8,591 |  | 8,596 |  | 2,119 |  | 2,121 |  | 2,156 |  | 2,195 |  | 2,161 |
| Income before income taxes |  | 11,045 |  | 11,191 |  | 2,846 |  | 2,687 |  | 2,789 |  | 2,723 |  | 2,726 |
| Income tax expense |  | 2,872 |  | 4,238 |  | 740 |  | 699 |  | 726 |  | 707 |  | 1,046 |
| Net income | \$ | 8,173 | \$ | 6,953 | \$ | 2,106 | \$ | 1,988 | \$ | 2,063 | \$ | 2,016 | \$ | 1,680 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield |  | 2.98\% |  | 2.93\% |  | 2.95\% |  | 2.96\% |  | 2.98\% |  | 2.96\% |  | 3.00\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 20 |  | 17 |  | 20 |  | 19 |  | 20 |  | 20 |  | 17 |
| Efficiency ratio |  | 43.73 |  | 42.98 |  | 41.97 |  | 44.79 |  | 43.78 |  | 44.47 |  | 43.02 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 354,236 | \$ | 346,089 | \$ | 357,410 | \$ | 352,712 | \$ | 355,088 | \$ | 351,689 | \$ | 350,262 |
| Total earning assets ${ }^{(2)}$ |  | 364,748 |  | 358,302 |  | 379,509 |  | 362,316 |  | 364,587 |  | 361,822 |  | 359,199 |
| Total assets ${ }^{(2)}$ |  | 424,353 |  | 416,038 |  | 440,522 |  | 422,255 |  | 423,256 |  | 420,594 |  | 419,513 |
| Total deposits |  | 336,337 |  | 312,859 |  | 359,642 |  | 337,685 |  | 323,215 |  | 324,405 |  | 329,761 |
| Allocated capital ${ }^{(1)}$ |  | 41,000 |  | 40,000 |  | 41,000 |  | 41,000 |  | 41,000 |  | 41,000 |  | 40,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 365,717 | \$ | 350,668 | \$ | 365,717 | \$ | 352,332 | \$ | 355,473 | \$ | 355,165 | \$ | 350,668 |
| Total earning assets ${ }^{(2)}$ |  | 377,812 |  | 365,560 |  | 377,812 |  | 369,555 |  | 364,428 |  | 365,895 |  | 365,560 |
| Total assets ${ }^{(2)}$ |  | 441,477 |  | 424,533 |  | 441,477 |  | 430,846 |  | 424,971 |  | 424,134 |  | 424,533 |
| Total deposits |  | 360,248 |  | 329,273 |  | 360,248 |  | 350,748 |  | 326,029 |  | 331,238 |  | 329,273 |

[^19]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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2018 \end{gathered}$ |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Investment Banking fees ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 1,152 | \$ | 1,557 | \$ | 370 | \$ | 237 | \$ | 269 | \$ | 276 | \$ | 381 |
| Debt issuance |  | 1,327 |  | 1,506 |  | 309 |  | 295 |  | 367 |  | 356 |  | 336 |
| Equity issuance |  | 412 |  | 408 |  | 81 |  | 112 |  | 107 |  | 112 |  | 94 |
| Total Investment Banking fees ${ }^{(3)}$ | \$ | 2,891 | \$ | 3,471 | \$ | 760 | \$ | 644 | \$ | 743 | \$ | 744 | \$ | 811 |
| Business Lending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 4,122 | \$ | 4,387 | \$ | 1,019 | \$ | 960 | \$ | 1,093 | \$ | 1,050 | \$ | 1,065 |
| Commercial |  | 4,039 |  | 4,280 |  | 1,065 |  | 1,025 |  | 974 |  | 975 |  | 1,094 |
| Business Banking |  | 393 |  | 404 |  | 96 |  | 99 |  | 99 |  | 99 |  | 103 |
| Total Business Lending revenue | \$ | 8,554 | \$ | 9,071 | \$ | 2,180 | \$ | 2,084 | \$ | 2,166 | \$ | 2,124 | \$ | 2,262 |
| Global Transaction Services |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate | \$ | 3,656 | \$ | 3,322 | \$ | 948 | \$ | 914 | \$ | 912 | \$ | 882 | \$ | 852 |
| Commercial |  | 3,288 |  | 3,017 |  | 847 |  | 814 |  | 811 |  | 816 |  | 800 |
| Business Banking |  | 973 |  | 849 |  | 260 |  | 244 |  | 237 |  | 232 |  | 224 |
| Total Global Transaction Services revenue | \$ | 7,917 | \$ | 7,188 | \$ | 2,055 | \$ | 1,972 | \$ | 1,960 | \$ | 1,930 | \$ | 1,876 |
| Average deposit balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing | \$ | 134,486 | \$ | 87,390 | \$ | 163,465 | \$ | 140,126 | \$ | 120,427 | \$ | 113,312 | \$ | 106,537 |
| Noninterest-bearing |  | 201,851 |  | 225,469 |  | 196,177 |  | 197,559 |  | 202,788 |  | 211,093 |  | 223,224 |
| Total average deposits | \$ | 336,337 | \$ | 312,859 | \$ | 359,642 | \$ | 337,685 | \$ | 323,215 | \$ | 324,405 | \$ | 329,761 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan spread |  | 1.49\% |  | 1.58\% |  | 1.43\% |  | 1.48\% |  | 1.54\% |  | 1.53\% |  | 1.56\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses | \$ | 8 | \$ | 212 | \$ | 85 | \$ | (70) | \$ | (23) | \$ | 16 | \$ | 132 |
| Credit quality ${ }^{(4,5)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reservable criticized utilized exposure | \$ | 9,488 | \$ | 12,038 | \$ | 9,488 | \$ | 10,065 | \$ | 10,482 | \$ | 11,865 | \$ | 12,038 |
|  |  | 2.43\% |  | 3.21\% |  | 2.43\% |  | 2.68\% |  | 2.77\% |  | 3.13\% |  | 3.21\% |
| Nonperforming loans, leases and foreclosed properties | \$ | 1,004 | \$ | 1,118 | \$ | 1,004 | \$ | 746 | \$ | 1,133 | \$ | 1,286 | \$ | 1,118 |
|  |  | 0.28\% |  | 0.32\% |  | 0.28\% |  | 0.21\% |  | 0.32\% |  | 0.36\% |  | 0.32\% |
| Average loans and leases by product |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial | \$ | 202,843 | \$ | 199,620 | \$ | 206,350 | \$ | 201,372 | \$ | 202,879 | \$ | 200,726 | \$ | 201,432 |
| Non-U.S. commercial |  | 78,542 |  | 74,657 |  | 77,818 |  | 78,255 |  | 79,390 |  | 78,716 |  | 77,339 |
| Commercial real estate |  | 50,692 |  | 49,097 |  | 50,974 |  | 51,252 |  | 50,745 |  | 49,777 |  | 49,194 |
| Commercial lease financing |  | 22,157 |  | 22,713 |  | 22,266 |  | 21,831 |  | 22,069 |  | 22,469 |  | 22,297 |
| Other |  | 2 |  | 2 |  | 2 |  | 2 |  | 5 |  | 1 |  | - |
| Total average loans and leases | \$ | 354,236 | \$ | 346,089 | \$ | 357,410 | \$ | 352,712 | \$ | 355,088 | \$ | 351,689 | \$ | 350,262 |
| Total Corporation Investment Banking fees |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory ${ }^{(2)}$ | \$ | 1,258 | \$ | 1,691 | \$ | 397 | \$ | 262 | \$ | 303 | \$ | 296 | \$ | 429 |
| Debt issuance |  | 3,084 |  | 3,635 |  | 699 |  | 684 |  | 874 |  | 827 |  | 846 |
| Equity issuance |  | 1,183 |  | 940 |  | 272 |  | 307 |  | 290 |  | 314 |  | 204 |
| Total investment banking fees including self-led deals |  | 5,525 |  | 6,266 |  | 1,368 |  | 1,253 |  | 1,467 |  | 1,437 |  | 1,479 |
| Self-led deals |  | (198) |  | (255) |  | (20) |  | (49) |  | (45) |  | (84) |  | (61) |
| Total Investment Banking fees | \$ | 5,327 | \$ | 6,011 | \$ | 1,348 | \$ | 1,204 | \$ | 1,422 | \$ | 1,353 | \$ | 1,418 |

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

Investment Banking Product Rankings

|  | Year Ended December 31, 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 4 | 5.5\% | 4 | 7.5\% |
| Announced mergers and acquisitions | 5 | 15.0 | 6 | 17.4 |
| Equity capital markets | 5 | 5.5 | 4 | 9.2 |
| Debt capital markets | 3 | 5.6 | 3 | 10.0 |
| High-yield corporate debt | 6 | 5.4 | 4 | 7.6 |
| Leveraged loans | 2 | 8.3 | 2 | 10.3 |
| Mortgage-backed securities | 3 | 8.6 | 5 | 10.9 |
| Asset-backed securities | 2 | 8.5 | 2 | 9.9 |
| Convertible debt | 4 | 8.7 | 2 | 16.0 |
| Common stock underwriting | 5 | 4.9 | 5 | 7.6 |
| Investment-grade corporate debt | 2 | 5.8 | 1 | 12.4 |
| Syndicated loans | 2 | 8.7 | 2 | 11.3 |

Source: Dealogic data as of December 31, 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 minority stakeholder.


## Highlights

Global top 3 rankings in:

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

Top 3 rankings excluding self-led deals:
Global: Leveraged loans, Mortgage-backed securities, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Debt capital markets
U.S.: 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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | FirstQuarter 2018 |  | Fourth Quarter 2017 |  |
|  |  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 3,171 | \$ | 3,744 | \$ | 746 | \$ | 754 | \$ | 801 | \$ | 870 | \$ | 932 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 1,780 |  | 2,049 |  | 474 |  | 388 |  | 430 |  | 488 |  | 501 |
| Investment banking fees |  | 2,296 |  | 2,476 |  | 514 |  | 522 |  | 651 |  | 609 |  | 597 |
| Trading account profits |  | 7,932 |  | 6,710 |  | 1,318 |  | 1,727 |  | 2,184 |  | 2,703 |  | 1,075 |
| All other income |  | 884 |  | 972 |  | 161 |  | 452 |  | 155 |  | 116 |  | 291 |
| Total noninterest income |  | 12,892 |  | 12,207 |  | 2,467 |  | 3,089 |  | 3,420 |  | 3,916 |  | 2,464 |
| Total revenue, net of interest expense ${ }^{(1)}$ |  | 16,063 |  | 15,951 |  | 3,213 |  | 3,843 |  | 4,221 |  | 4,786 |  | 3,396 |
| Provision for credit losses |  | - |  | 164 |  | 6 |  | (2) |  | (1) |  | (3) |  | 162 |
| Noninterest expense |  | 10,686 |  | 10,731 |  | 2,540 |  | 2,613 |  | 2,715 |  | 2,818 |  | 2,614 |
| Income before income taxes |  | 5,377 |  | 5,056 |  | 667 |  | 1,232 |  | 1,507 |  | 1,971 |  | 620 |
| Income tax expense |  | 1,398 |  | 1,763 |  | 174 |  | 320 |  | 391 |  | 513 |  | 210 |
| Net income | \$ | 3,979 | \$ | 3,293 | \$ | 493 | \$ | 912 | \$ | 1,116 | \$ | 1,458 | \$ | 410 |
| Return on average allocated capital ${ }^{(2)}$ |  | 11\% |  | 9\% |  | 6\% |  | 10\% |  | 13\% |  | 17\% |  | 5\% |
| Efficiency ratio |  | 66.53 |  | 67.27 |  | 79.10 |  | 67.99 |  | 64.32 |  | 58.87 |  | 77.01 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets | \$ | 465,132 | \$ | 441,812 | \$ | 463,998 | \$ | 460,279 | \$ | 473,126 | \$ | 463,169 | \$ | 449,737 |
| Total loans and leases |  | 72,651 |  | 71,413 |  | 70,609 |  | 71,231 |  | 75,053 |  | 73,763 |  | 73,552 |
| Total earning assets |  | 473,383 |  | 449,441 |  | 458,331 |  | 459,073 |  | 490,482 |  | 486,107 |  | 464,171 |
| Total assets |  | 666,003 |  | 638,673 |  | 655,068 |  | 652,481 |  | 678,500 |  | 678,367 |  | 659,412 |
| Total deposits |  | 31,209 |  | 32,864 |  | 31,077 |  | 30,721 |  | 30,736 |  | 32,320 |  | 34,250 |
| Allocated capital ${ }^{(2)}$ |  | 35,000 |  | 35,000 |  | 35,000 |  | 35,000 |  | 35,000 |  | 35,000 |  | 35,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets | \$ | 447,998 | \$ | 419,375 | \$ | 447,998 | \$ | 456,643 | \$ | 441,657 | \$ | 450,512 | \$ | 419,375 |
| Total loans and leases |  | 73,928 |  | 76,778 |  | 73,928 |  | 73,023 |  | 73,496 |  | 75,638 |  | 76,778 |
| Total earning assets |  | 457,224 |  | 449,314 |  | 457,224 |  | 447,304 |  | 454,706 |  | 478,857 |  | 449,314 |
| Total assets |  | 641,922 |  | 629,013 |  | 641,922 |  | 646,359 |  | 637,110 |  | 648,605 |  | 629,013 |
| Total deposits |  | 37,841 |  | 34,029 |  | 37,841 |  | 41,102 |  | 31,450 |  | 32,301 |  | 34,029 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 215,112 | \$ | 216,996 | \$ | 225,335 | \$ | 215,397 | \$ | 209,271 | \$ | 210,278 | \$ | 225,330 |
| Reverse repurchases |  | 125,084 |  | 101,795 |  | 119,341 |  | 124,842 |  | 132,257 |  | 123,948 |  | 107,125 |
| Securities borrowed |  | 78,889 |  | 82,210 |  | 75,374 |  | 74,648 |  | 83,282 |  | 82,376 |  | 77,580 |
| Derivative assets |  | 46,047 |  | 40,811 |  | 43,948 |  | 45,392 |  | 48,316 |  | 46,567 |  | 39,702 |
| Total trading-related assets | \$ | 465,132 | \$ | 441,812 | \$ | 463,998 | \$ | 460,279 | \$ | 473,126 | \$ | 463,169 | \$ | 449,737 |

[^21]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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended <br> December 31 |  |  |  | Fourth Quarter 2018 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2018 \end{aligned}$ |  | Second Quarter 2018 |  | FirstQuarter2018 |  | Fourth Quarter 2017 |  |
|  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed-income, currencies and commodities | \$ | 8,186 | \$ | 8,657 | \$ | 1,491 | \$ | 1,980 | \$ | 2,104 | \$ | 2,611 | \$ | 1,595 |
| Equities |  | 4,876 |  | 4,120 |  | 1,065 |  | 992 |  | 1,313 |  | 1,506 |  | 944 |
| Total sales and trading revenue | \$ | 13,062 | \$ | 12,777 | \$ | 2,556 | \$ | 2,972 | \$ | 3,417 | \$ | 4,117 | \$ | 2,539 |
| Sales and trading revenue, excluding net debit valuation adjustment ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed-income, currencies and commodities | \$ | 8,328 | \$ | 9,051 | \$ | 1,446 | \$ | 2,060 | \$ | 2,288 | \$ | 2,534 | \$ | 1,707 |
| Equities |  | 4,896 |  | 4,154 |  | 1,058 |  | 1,011 |  | 1,308 |  | 1,519 |  | 950 |
| Total sales and trading revenue, excluding net debit valuation adjustment | \$ | 13,224 | \$ | 13,205 | \$ | 2,504 | \$ | 3,071 | \$ | 3,596 | \$ | 4,053 | \$ | 2,657 |
| Sales and trading revenue breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 2,669 | \$ | 3,260 | \$ | 617 | \$ | 634 | \$ | 675 | \$ | 743 | \$ | 805 |
| Commissions |  | 1,737 |  | 2,017 |  | 463 |  | 378 |  | 420 |  | 476 |  | 492 |
| Trading |  | 7,929 |  | 6,706 |  | 1,317 |  | 1,727 |  | 2,183 |  | 2,702 |  | 1,075 |
| Other |  | 727 |  | 794 |  | 159 |  | 233 |  | 139 |  | 196 |  | 167 |
| Total sales and trading revenue | \$ | 13,062 | \$ | 12,777 | \$ | 2,556 | \$ | 2,972 | \$ | 3,417 | \$ | 4,117 | \$ | 2,539 |

${ }^{1)}$ Includes Global Banking sales and trading revenue of $\$ 430$ million and $\$ 236$ million for the years ended December 31, 2018 and 2017, and $\$ 123$ million, $\$ 66$ million, $\$ 75$ million, $\$ 166$ million and $\$ 61$ million for the fourth, third, second and first quarters of 2018 and the fourth quarter 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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  | Fourth Quarter 2018 |  | Third Quarter 2018 |  | Second Quarter 2018 |  | FirstQuarter2018 2018 |  | Fourth Quarter 2017 |  |
|  | 2018 |  | 2017 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 573 | \$ | 864 | \$ | 136 | \$ | 164 | \$ | 129 | \$ | 144 | \$ | 188 |
| Noninterest income (loss) |  | $(1,284)$ |  | $(1,648)$ |  | (375) |  | (3) |  | (429) |  | (477) |  | $(1,554)$ |
| Total revenue, net of interest expense |  | (711) |  | (784) |  | (239) |  | 161 |  | (300) |  | (333) |  | $(1,366)$ |
| Provision for credit losses |  | (476) |  | (561) |  | (124) |  | (95) |  | (105) |  | (152) |  | (185) |
| Noninterest expense |  | 2,614 |  | 4,065 |  | 449 |  | 565 |  | 623 |  | 977 |  | 520 |
| Loss before income taxes |  | $(2,849)$ |  | $(4,288)$ |  | (564) |  | (309) |  | (818) |  | $(1,158)$ |  | $(1,701)$ |
| Income tax expense (benefit) |  | $(2,736)$ |  | (979) |  | (843) |  | (453) |  | (569) |  | (871) |  | 964 |
| Net income (loss) | \$ | (113) | \$ | $(3,309)$ | \$ | 279 | \$ | 144 | \$ | (249) | \$ | (287) | \$ | $(2,665)$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 61,013 | \$ | 82,489 | \$ | 53,324 | \$ | 59,930 | \$ | 63,155 | \$ | 67,811 | \$ | 71,197 |
| Total assets ${ }^{(2)}$ |  | 201,298 |  | 206,999 |  | 196,707 |  | 209,847 |  | 188,624 |  | 200,554 |  | 208,854 |
| Total deposits |  | 21,966 |  | 25,194 |  | 19,979 |  | 22,118 |  | 22,682 |  | 23,115 |  | 23,899 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 48,061 | \$ | 69,452 | \$ | 48,061 | \$ | 54,978 | \$ | 61,256 | \$ | 64,584 | \$ | 69,452 |
| Total assets ${ }^{(3)}$ |  | 196,325 |  | 194,042 |  | 196,325 |  | 219,985 |  | 190,490 |  | 202,152 |  | 194,042 |
| Total deposits |  | 18,541 |  | 22,719 |  | 18,541 |  | 21,375 |  | 22,757 |  | 22,106 |  | 22,719 |

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

## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  |
| Consumer |  |  |  |  |  |  |
| Residential mortgage | \$ | 208,557 | \$ | 208,186 | \$ | 203,811 |
| Home equity |  | 48,286 |  | 51,235 |  | 57,744 |
| U.S. credit card |  | 98,338 |  | 94,829 |  | 96,285 |
| Direct/Indirect consumer ${ }^{(1)}$ |  | 91,166 |  | 91,338 |  | 96,342 |
| Other consumer ${ }^{(2)}$ |  | 202 |  | 203 |  | 166 |
| Total consumer loans excluding loans accounted for under the fair value option |  | 446,549 |  | 445,791 |  | 454,348 |
| Consumer loans accounted for under the fair value option ${ }^{(3)}$ |  | 682 |  | 755 |  | 928 |
| Total consumer |  | 447,231 |  | 446,546 |  | 455,276 |
| Commercial |  |  |  |  |  |  |
| U.S. commercial |  | 299,277 |  | 285,662 |  | 284,836 |
| Non-U.S. commercial |  | 98,776 |  | 96,002 |  | 97,792 |
| Commercial real estate ${ }^{(4)}$ |  | 60,845 |  | 60,835 |  | 58,298 |
| Commercial lease financing |  | 22,534 |  | 21,546 |  | 22,116 |
|  |  | 481,432 |  | 464,045 |  | 463,042 |
| U.S. small business commercial ${ }^{(5)}$ |  | 14,565 |  | 14,234 |  | 13,649 |
| Total commercial loans excluding loans accounted for under the fair value option |  | 495,997 |  | 478,279 |  | 476,691 |
| Commercial loans accounted for under the fair value option ${ }^{(3)}$ |  | 3,667 |  | 4,976 |  | 4,782 |
| Total commercial |  | 499,664 |  | 483,255 |  | 481,473 |
| Total loans and leases | \$ | 946,895 | \$ | 929,801 | \$ | 936,749 |

${ }^{(1)}$ Includes auto and specialty lending loans and leases of $\$ 50.1$ billion, $\$ 50.1$ billion and $\$ 52.4$ billion, unsecured consumer lending loans of $\$ 383$ million, $\$ 392$ million and $\$ 469$ million, U.S. securities-based lending loans of $\$ 37.0$ billion, $\$ 37.4$ billion and $\$ 39.8$ billion, non-U.S. consumer loans of $\$ 2.9$ billion, $\$ 2.7$ billion and $\$ 3.0$ billion and other consumer loans of $\$ 746$ million, $\$ 756$ million and $\$ 684$ million at December 31, 2018, September 30, 2018 and December 31, 2017, respectively.
${ }^{(2)}$ Substantially all of other consumer is consumer overdrafts.
${ }^{(3)}$ Consumer loans accounted for under the fair value option were residential mortgage loans of $\$ 336$ million, $\$ 407$ million and $\$ 567$ million and home equity loans of $\$ 346$ million, $\$ 348$ million and $\$ 361$ million at December 31, 2018, September 30, 2018 and December 31, 2017, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of $\$ 2.5$ billion, $\$ 3.6$ billion and $\$ 2.6$ billion and non-U.S. commercial loans of $\$ 1.1$ billion, $\$ 1.4$ billion and $\$ 2.2$ billion at December 31, 2018, September 30, 2018 and December 31, 2017 , respectively.
${ }^{(4)}$ Includes U.S. commercial real estate loans of $\$ 56.6$ billion, $\$ 56.9$ billion and $\$ 54.8$ billion and non-U.S. commercial real estate loans of $\$ 4.2$ billion, $\$ 3.9$ billion and $\$ 3.5$ billion at December 31, 2018, September 30, 2018 and December 31, 2017, respectively.
${ }^{(5)}$ Includes card-related products.

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | Consumer Banking |  | GWIM |  | Global <br> Banking |  | Global Markets |  | $\begin{gathered} \text { All } \\ \text { Other } \end{gathered}$ |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 209,646 | \$ | 90,307 | \$ | 75,895 | \$ | 2 | \$ | 4 | \$ | 43,438 |
| Home equity |  | 50,757 |  | 36,664 |  | 3,652 |  | - |  | 345 |  | 10,096 |
| U.S. credit card |  | 95,766 |  | 92,752 |  | 3,014 |  | - |  | - |  | - |
| Direct/Indirect and other consumer |  | 91,458 |  | 50,692 |  | 40,762 |  | - |  | - |  | 4 |
| Total consumer |  | 447,627 |  | 270,415 |  | 123,323 |  | 2 |  | 349 |  | 53,538 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 308,557 |  | 19,433 |  | 36,527 |  | 206,350 |  | 45,992 |  | 255 |
| Non-U.S. commercial |  | 95,937 |  | - |  | 113 |  | 77,818 |  | 17,939 |  | 67 |
| Commercial real estate |  | 60,876 |  | 14 |  | 3,550 |  | 50,974 |  | 6,329 |  | 9 |
| Commercial lease financing |  | 21,724 |  | - |  | 3 |  | 22,266 |  | - |  | (545) |
| Total commercial |  | 487,094 |  | 19,447 |  | 40,193 |  | 357,408 |  | 70,260 |  | (214) |
| Total loans and leases | \$ | 934,721 | \$ | 289,862 | \$ | 163,516 | \$ | 357,410 | \$ | 70,609 | \$ | 53,324 |
|  | Third Quarter 2018 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | nsumer <br> nking |  | WIM |  | obal nking |  |  |  | $\begin{aligned} & \text { all } \\ & \text { her } \end{aligned}$ |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 209,460 | \$ | 86,383 | \$ | 74,806 | \$ | 1 | \$ | - | \$ | 48,270 |
| Home equity |  | 53,050 |  | 37,289 |  | 3,701 |  | - |  | 353 |  | 11,707 |
| U.S. credit card |  | 94,710 |  | 91,646 |  | 3,064 |  | - |  | - |  | - |
| Direct/Indirect and other consumer |  | 91,828 |  | 50,528 |  | 41,296 |  | 1 |  | - |  | 3 |
| Total consumer |  | 449,048 |  | 265,846 |  | 122,867 |  | 2 |  | 353 |  | 59,980 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 303,680 |  | 19,134 |  | 35,392 |  | 201,372 |  | 47,288 |  | 494 |
| Non-U.S. commercial |  | 96,019 |  | - |  | 24 |  | 78,255 |  | 17,696 |  | 44 |
| Commercial real estate |  | 60,754 |  | 14 |  | 3,583 |  | 51,252 |  | 5,894 |  | 11 |
| Commercial lease financing |  | 21,235 |  | - |  | 3 |  | 21,831 |  | - |  | (599) |
| Total commercial |  | 481,688 |  | 19,148 |  | 39,002 |  | 352,710 |  | 70,878 |  | (50) |
| Total loans and leases | \$ | $\underline{\text { 930,736 }}$ | \$ | 284,994 | \$ | 161,869 | \$ | 352,712 | \$ | $\underline{71,231}$ | \$ | $\underline{59,930}$ |
|  | Fourth Quarter 2017 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | nsumer <br> nking |  | WIM |  |  |  |  |  |  |
| 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 and other consumer |  | 96,113 |  | 53,097 |  | 43,012 |  | - |  | - |  | 4 |
| 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 |

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 |  |  |  |  |  |
|  | $\begin{gathered} \hline \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2017 \end{gathered}$ |  |
| Asset managers and funds | \$ | 71,756 | \$ | 68,733 | \$ | 59,190 | \$ | 107,888 | \$ | 103,066 | \$ | 91,092 |
| Real estate ${ }^{(5)}$ |  | 65,328 |  | 64,460 |  | 61,940 |  | 86,514 |  | 90,664 |  | 83,773 |
| Capital goods |  | 39,192 |  | 40,327 |  | 36,705 |  | 75,080 |  | 74,720 |  | 70,417 |
| Finance companies |  | 36,662 |  | 33,549 |  | 34,050 |  | 56,659 |  | 53,375 |  | 53,107 |
| Healthcare equipment and services |  | 35,763 |  | 34,943 |  | 37,780 |  | 56,489 |  | 54,889 |  | 57,256 |
| Government and public education |  | 43,675 |  | 44,436 |  | 48,684 |  | 54,749 |  | 55,296 |  | 58,067 |
| Materials |  | 27,347 |  | 25,727 |  | 24,001 |  | 51,865 |  | 49,461 |  | 47,386 |
| Retailing |  | 25,333 |  | 25,714 |  | 26,117 |  | 47,507 |  | 47,823 |  | 48,796 |
| Consumer services |  | 25,702 |  | 24,975 |  | 27,191 |  | 43,298 |  | 42,276 |  | 43,605 |
| Food, beverage and tobacco |  | 23,586 |  | 23,199 |  | 23,252 |  | 42,745 |  | 45,166 |  | 42,815 |
| Commercial services and supplies |  | 22,623 |  | 21,861 |  | 22,100 |  | 39,349 |  | 37,644 |  | 35,496 |
| Energy |  | 13,727 |  | 16,319 |  | 16,345 |  | 32,279 |  | 34,462 |  | 36,765 |
| Transportation |  | 22,814 |  | 21,887 |  | 21,704 |  | 31,523 |  | 30,694 |  | 29,946 |
| Global commercial banks |  | 26,269 |  | 25,471 |  | 29,491 |  | 28,321 |  | 27,752 |  | 31,764 |
| Utilities |  | 12,035 |  | 11,496 |  | 11,342 |  | 27,623 |  | 27,495 |  | 27,935 |
| Technology hardware and equipment |  | 13,014 |  | 10,054 |  | 10,728 |  | 26,228 |  | 21,759 |  | 22,071 |
| Individuals and trusts |  | 18,643 |  | 18,706 |  | 18,549 |  | 25,019 |  | 25,332 |  | 25,097 |
| Media |  | 12,132 |  | 10,581 |  | 19,155 |  | 24,502 |  | 28,523 |  | 33,955 |
| Pharmaceuticals and biotechnology |  | 7,430 |  | 7,430 |  | 5,653 |  | 23,634 |  | 19,396 |  | 18,623 |
| Vehicle dealers |  | 17,603 |  | 15,930 |  | 16,896 |  | 20,446 |  | 19,128 |  | 20,361 |
| Consumer durables and apparel |  | 9,904 |  | 9,432 |  | 8,859 |  | 20,199 |  | 18,129 |  | 17,296 |
| Software and services |  | 8,809 |  | 7,489 |  | 8,562 |  | 19,172 |  | 16,558 |  | 18,202 |
| Insurance |  | 8,674 |  | 5,818 |  | 6,411 |  | 15,807 |  | 13,785 |  | 12,990 |
| Telecommunication services |  | 8,686 |  | 6,837 |  | 6,389 |  | 14,166 |  | 12,786 |  | 13,108 |
| Automobiles and components |  | 7,131 |  | 6,990 |  | 5,988 |  | 13,893 |  | 14,271 |  | 13,318 |
| Food and staples retailing |  | 4,787 |  | 4,840 |  | 4,955 |  | 9,093 |  | 10,100 |  | 15,589 |
| Religious and social organizations |  | 3,757 |  | 3,705 |  | 4,454 |  | 5,620 |  | 5,586 |  | 6,318 |
| Financial markets infrastructure (clearinghouses) |  | 2,382 |  | 1,111 |  | 688 |  | 4,107 |  | 2,906 |  | 2,403 |
| Other |  | 6,249 |  | 7,885 |  | 3,621 |  | 6,241 |  | 7,878 |  | 3,616 |
| Total commercial credit exposure by industry | \$ | 621,013 | \$ | 599,905 | \$ | 600,800 | \$ | $\underline{1,010,016}$ | \$ | 990,920 | \$ | 981,167 |

[^23]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 <br> Counterparty Exposure |  | Securities/ Other Investments ${ }^{(2)}$ |  | Country Exposure at December 31 2018 |  | Hedges and Credit Default Protection ${ }^{(3)}$ |  | Net Country Exposure at December 31 $2018{ }^{(4)}$ |  | Increase(Decrease)fromSeptember 302018 |  |
| United Kingdom | \$ | 28,833 | \$ | 20,410 | \$ | 6,419 | \$ | 2,639 | \$ | 58,301 | \$ | $(3,447)$ | \$ | 54,854 | \$ | $(2,249)$ |
| Germany |  | 24,856 |  | 6,823 |  | 1,835 |  | 443 |  | 33,957 |  | $(5,300)$ |  | 28,657 |  | $(3,756)$ |
| Japan |  | 17,762 |  | 1,316 |  | 1,023 |  | 1,341 |  | 21,442 |  | $(1,419)$ |  | 20,023 |  | $(2,126)$ |
| Canada |  | 7,388 |  | 7,234 |  | 1,641 |  | 3,773 |  | 20,036 |  | (521) |  | 19,515 |  | 1,167 |
| China |  | 12,774 |  | 681 |  | 975 |  | 495 |  | 14,925 |  | (284) |  | 14,641 |  | 287 |
| France |  | 7,137 |  | 5,849 |  | 1,331 |  | 1,214 |  | 15,531 |  | $(2,880)$ |  | 12,651 |  | $(2,446)$ |
| Netherlands |  | 8,405 |  | 2,992 |  | 389 |  | 973 |  | 12,759 |  | $(1,182)$ |  | 11,577 |  | 1,112 |
| India |  | 7,147 |  | 451 |  | 312 |  | 3,379 |  | 11,289 |  | (177) |  | 11,112 |  | 1,499 |
| Australia |  | 5,173 |  | 3,132 |  | 571 |  | 1,507 |  | 10,383 |  | (453) |  | 9,930 |  | (309) |
| Brazil |  | 6,151 |  | 544 |  | 209 |  | 3,172 |  | 10,076 |  | (327) |  | 9,749 |  | (99) |
| South Korea |  | 5,634 |  | 463 |  | 897 |  | 2,456 |  | 9,450 |  | (280) |  | 9,170 |  | 1,042 |
| Switzerland |  | 5,494 |  | 2,580 |  | 335 |  | 201 |  | 8,610 |  | (846) |  | 7,764 |  | 384 |
| Hong Kong |  | 5,287 |  | 442 |  | 321 |  | 1,224 |  | 7,274 |  | (38) |  | 7,236 |  | (854) |
| Mexico |  | 3,506 |  | 1,275 |  | 140 |  | 1,444 |  | 6,365 |  | (129) |  | 6,236 |  | 805 |
| Belgium |  | 4,684 |  | 1,016 |  | 103 |  | 147 |  | 5,950 |  | (372) |  | 5,578 |  | 1,083 |
| Singapore |  | 3,330 |  | 125 |  | 362 |  | 1,770 |  | 5,587 |  | (70) |  | 5,517 |  | (200) |
| Spain |  | 3,769 |  | 1,138 |  | 290 |  | 792 |  | 5,989 |  | $(1,339)$ |  | 4,650 |  | 1,565 |
| United Arab Emirates |  | 3,371 |  | 135 |  | 138 |  | 55 |  | 3,699 |  | (50) |  | 3,649 |  | 368 |
| Taiwan |  | 2,311 |  | 13 |  | 288 |  | 623 |  | 3,235 |  | - |  | 3,235 |  | 479 |
| Italy |  | 2,372 |  | 1,065 |  | 491 |  | 597 |  | 4,525 |  | $(1,444)$ |  | 3,081 |  | 355 |
| Total top 20 non-U.S. countries exposure | \$ | 165,384 | \$ | 57,684 | \$ | 18,070 | \$ | 28,245 | \$ | 269,383 | \$ | $(20,558)$ | \$ | 248,825 | \$ | $(1,893)$ |

 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) |
| :--- |
| $l$ |

${ }^{(1)}$ Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally loans insured by the Federal Housing Administration (FHA), that entered foreclosure of $\$ 488$ million, $\$ 500$ million, $\$ 573$ million, $\$ 680$ million and $\$ 801$ million at December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively.
${ }^{(2)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the FHA and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
${ }^{(3)}$ Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

| ${ }^{(4)}$ Balances do not include the following: | $\begin{gathered} \text { December } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 320 | \$ | 177 | \$ | 220 | \$ | 233 | \$ | 341 |
| Nonperforming loans accounted for under the fair value option |  | 12 |  | 16 |  | 46 |  | 37 |  | 69 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 14 |  | 16 |  | 17 |  | 24 |  | 26 |

${ }^{(5)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 53$ million, $\$ 30$ million, $\$ 28$ million, $\$ 83$ million and $\$ 8$ million at December 31 , 2018 , September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively, and loans held-for-sale past due 90 days or more and still accruing of $\$ 2$ million, $\$ 8$ million, $\$ 11$ million, $\$ 8$ million and $\$ 0$ at December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively. At December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, there were $\$ 10$ million, $\$ 21$ million, $\$ 24$ million, $\$ 27$ million and $\$ 32$ million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.
${ }^{(6)}$ These balances are excluded from total nonperforming loans, leases and foreclosed properties.
${ }^{(7)}$ Total assets and total loans and leases do not include loans accounted for under the fair value option of $\$ 4.3$ billion, $\$ 5.7$ billion, $\$ 6.2$ billion, $\$ 6.0$ billion and $\$ 5.7$ billion at December 31,2018 , September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively.
${ }^{(8)}$ Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fourth Quarter 2018 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2018 \end{aligned}$ |  | Second Quarter 2018 |  | FirstQuarter2018 |  | Fourth Quarter 2017 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 4,306 | \$ | 4,639 | \$ | 4,906 | \$ | 5,166 | \$ | 5,252 |
| Additions |  | 545 |  | 484 |  | 599 |  | 812 |  | 755 |
| Reductions: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (214) |  | (238) |  | (261) |  | (245) |  | (241) |
| Sales |  | (438) |  | (145) |  | (117) |  | (269) |  | (88) |
| Returns to performing status ${ }^{(2)}$ |  | (274) |  | (309) |  | (336) |  | (364) |  | (337) |
| Charge-offs ${ }^{(3)}$ |  | (51) |  | (89) |  | (114) |  | (147) |  | (125) |
| Transfers to foreclosed properties |  | (32) |  | (36) |  | (38) |  | (45) |  | (50) |
| Transfers to loans held-for-sale |  | - |  | - |  | - |  | (2) |  | - |
| Total net reductions to nonperforming loans and leases |  | (464) |  | (333) |  | (267) |  | (260) |  | (86) |
| Total nonperforming consumer loans and leases, end of period |  | 3,842 |  | 4,306 |  | 4,639 |  | 4,906 |  | 5,166 |
| Foreclosed properties |  | 244 |  | 265 |  | 263 |  | 264 |  | 236 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 4,086 | \$ | 4,571 | \$ | 4,902 | \$ | 5,170 | \$ | 5,402 |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 848 | \$ | 1,258 | \$ | 1,472 | \$ | 1,304 | \$ | 1,318 |
| Additions |  | 500 |  | 235 |  | 244 |  | 436 |  | 444 |
| Reductions: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (91) |  | (287) |  | (193) |  | (169) |  | (127) |
| Sales |  | (6) |  | (130) |  | (50) |  | (24) |  | (20) |
| Return to performing status ${ }^{(5)}$ |  | (33) |  | (95) |  | (91) |  | (27) |  | (40) |
| Charge-offs |  | (85) |  | (116) |  | (112) |  | (48) |  | (143) |
| Transfers to foreclosed properties |  | (31) |  | (12) |  | - |  | - |  | (13) |
| Transfers to loans held-for-sale |  | - |  | (5) |  | (12) |  | - |  | (115) |
| Total net additions (reductions) to nonperforming loans and leases |  | 254 |  | (410) |  | (214) |  | 168 |  | (14) |
| Total nonperforming commercial loans and leases, end of period |  | 1,102 |  | 848 |  | 1,258 |  | 1,472 |  | 1,304 |
| Foreclosed properties |  | 56 |  | 30 |  | 21 |  | 52 |  | 52 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,158 | \$ | 878 | \$ | 1,279 | \$ | 1,524 | \$ | 1,356 |

[^24][^25]
## Bank of America Corporation and Subsidiaries

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

 for each loan and lease category.
 the fourth quarter of 2017 , respectively.
 of 2017, respectively.
$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December 31 |  |  |  |  |  |
|  | 2018 |  |  | 2017 |  |  |
|  | Amount |  | Percent | Amount |  | Percent |
| Net Charge-offs |  |  |  |  |  |  |
| Residential mortgage ${ }^{(3)}$ | \$ | 28 | 0.01\% | \$ | (100) | (0.05)\% |
| Home equity |  | (2) | - |  | 213 | 0.34 |
| U.S. credit card |  | 2,837 | 3.00 |  | 2,513 | 2.76 |
| Non-U.S. credit card ${ }^{(4)}$ |  | - | - |  | 75 | 1.91 |
| Direct/Indirect consumer |  | 195 | 0.21 |  | 214 | 0.22 |
| Other consumer |  | 182 | n/m |  | 163 | $\mathrm{n} / \mathrm{m}$ |
| Total consumer |  | 3,240 | 0.72 |  | 3,078 | 0.68 |
| U.S. commercial |  | 215 | 0.07 |  | 232 | 0.08 |
| Non-U.S. commercial |  | 68 | 0.07 |  | 440 | 0.48 |
| Commercial real estate |  | 1 | - |  | 9 | 0.02 |
| Commercial lease financing |  | (1) | (0.01) |  | 5 | 0.02 |
|  |  | 283 | 0.06 |  | 686 | 0.15 |
| U.S. small business commercial |  | 240 | 1.70 |  | 215 | 1.60 |
| Total commercial |  | 523 | 0.11 |  | 901 | 0.20 |
| Total net charge-offs | \$ | 3,763 | 0.41 | \$ | 3,979 | 0.44 |
| By Business Segment and All Other |  |  |  |  |  |  |
| Consumer Banking | \$ | 3,515 | 1.24\% | \$ | 3,202 | 1.20 \% |
| Global Wealth \& Investment Management |  | 61 | 0.04 |  | 44 | 0.03 |
| Global Banking |  | 246 | 0.07 |  | 519 | 0.15 |
| Global Markets |  | 23 | 0.03 |  | 170 | 0.25 |
| All Other ${ }^{(4)}$ |  | (82) | (0.14) |  | 44 | 0.05 |
| Total net charge-offs | \$ | 3,763 | 0.41 | \$ | 3,979 | 0.44 |
| (1) Net charge-off ratios are calculated as net and lease category. <br> ${ }^{(2)}$ Excludes write-offs of purchased credit-im <br> ${ }^{(3)}$ Includes loan sales charge-offs (recoveries) <br> ${ }^{(4)} 2017$ amount includes net charge-offs reco $\mathrm{n} / \mathrm{m}=$ not meaningful |  | accou <br> er 31, and 2017 <br> was sold | for under the fair nd 2017. <br> g the second qua | val <br> arter | during | ar for each loan |

[^26]
## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 31, 2018 |  |  |  | September 30, 2018 |  |  |  | December 31, 2017 |  |  |
|  | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of <br> Loans and <br> Leases <br> Outstanding ${ }^{(1,2)}$ | Amount |  | Percent of Total | Percent of <br> Loans and <br> Leases <br> Outstanding ${ }^{(1,2)}$ | Amount | Percent of Total | Percent of Loans and Leases Outstanding ${ }^{(1,2)}$ |
| Allowance for loan and lease losses |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 422 | 4.40\% | 0.20\% | \$ | 500 | 5.14\% | 0.24\% | \$ 701 | 6.74\% | 0.34\% |
| Home equity |  | 506 | 5.27 | 1.05 |  | 658 | 6.76 | 1.28 | 1,019 | 9.80 | 1.76 |
| U.S. credit card |  | 3,597 | 37.47 | 3.66 |  | 3,530 | 36.26 | 3.72 | 3,368 | 32.41 | 3.50 |
| Direct/Indirect consumer |  | 248 | 2.58 | 0.27 |  | 262 | 2.69 | 0.29 | 264 | 2.54 | 0.27 |
| Other consumer |  | 29 | 0.30 | n/m |  | 30 | 0.31 | $\mathrm{n} / \mathrm{m}$ | 31 | 0.30 | $\mathrm{n} / \mathrm{m}$ |
| Total consumer |  | 4,802 | 50.02 | 1.08 |  | 4,980 | 51.16 | 1.12 | 5,383 | 51.79 | 1.18 |
| U.S. commercial ${ }^{(3)}$ |  | 3,010 | 31.35 | 0.96 |  | 2,974 | 30.55 | 0.99 | 3,113 | 29.95 | 1.04 |
| Non-U.S.commercial |  | 677 | 7.05 | 0.69 |  | 687 | 7.06 | 0.72 | 803 | 7.73 | 0.82 |
| Commercial real estate |  | 958 | 9.98 | 1.57 |  | 946 | 9.72 | 1.56 | 935 | 9.00 | 1.60 |
| Commercial lease financing |  | 154 | 1.60 | 0.68 |  | 147 | 1.51 | 0.68 | 159 | 1.53 | 0.72 |
| Total commercial |  | 4,799 | 49.98 | 0.97 |  | 4,754 | 48.84 | 0.99 | 5,010 | 48.21 | 1.05 |
| Allowance for loan and lease losses |  | 9,601 | 100.00\% | 1.02 |  | 9,734 | 100.00\% | 1.05 | 10,393 | 100.00\% | 1.12 |
| Reserve for unfunded lending commitments |  | 797 |  |  |  | 792 |  |  | 777 |  |  |
| Allowance for credit losses | \$ | 10,398 |  |  | \$ | 10,526 |  |  | \$ 11,170 |  |  |
| Asset Quality Indicators |  |  |  |  |  |  |  |  |  |  |  |
| Allowance for loan and lease losses/Total loans and leases ${ }^{(2)}$ |  |  | 1.02\% |  |  |  | 1.05\% |  |  | 1.12\% |  |
| Allowance for loan and lease losses/Total nonperforming loans and leases ${ }^{(4)}$ |  |  | 194 |  |  |  | 189 |  |  | 161 |  |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs |  |  | 2.62 |  |  |  | 2.63 |  |  | 2.12 |  |

[^27][^28]
## 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 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 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the years ended December 31, 2018 and 2017 and the three months ended December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 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.


Reconciliation of average shareholders' equity to average tangible common shareholders' equity and average tangible shareholders' equity

| Shareholders' equity | \$ | 264,748 | \$ | 271,289 | \$ | 263,698 | \$ | 264,653 | \$ | 265,181 | \$ | 265,480 | \$ | 273,162 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill |  | $(68,951)$ |  | $(69,286)$ |  | $(68,951)$ |  | $(68,951)$ |  | $(68,951)$ |  | $(68,951)$ |  | $(68,954)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(2,058)$ |  | $(2,652)$ |  | $(1,857)$ |  | $(1,992)$ |  | $(2,126)$ |  | $(2,261)$ |  | $(2,399)$ |
| Related deferred tax liabilities |  | 906 |  | 1,463 |  | 874 |  | 896 |  | 916 |  | 939 |  | 1,344 |
| Tangible shareholders' equity | \$ | 194,645 | \$ | 200,814 | \$ | 193,764 | \$ | 194,606 | \$ | 195,020 | \$ | 195,207 | \$ | 203,153 |
| Preferred stock |  | $(22,949)$ |  | $(24,188)$ |  | $(22,326)$ |  | $(22,841)$ |  | $(23,868)$ |  | $(22,767)$ |  | $(22,324)$ |
| Tangible common shareholders' equity | \$ | 171,696 | \$ | 176,626 | \$ | 171,438 | \$ | 171,765 | \$ | 171,152 | \$ | 172,440 | \$ | 180,829 |

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


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


[^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 page 39.)

[^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]:    ${ }^{(1)}$ Regulatory capital ratios at December 31, 2018 are preliminary. We report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy. Basel 3 transition provisions for regulatory capital adjustments and deductions were fully phased-in as of January 1, 2018. Prior periods are presented on a fully phased-in basis. SLR requirements became effective January 1, 2018.
    ${ }^{(2)}$ 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 page 39 .)
    $\mathrm{n} / \mathrm{a}=$ not applicable

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

[^5]:     (decreased) interest expense on:

[^6]:    ${ }^{(2)}$ Net interest income includes FTE adjustments of $\$ 155$ million, $\$ 151$ million and $\$ 251$ million for the fourth and third quarters of 2018 and the fourth quarter of 2017 , respectively.

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

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

[^9]:    ${ }^{(2)}$ Net interest income includes FTE adjustments of $\$ 610$ million and $\$ 925$ million in 2018 and 2017.

[^10]:    ${ }^{(1)}$ These securities are primarily used to satisfy certain international regulatory liquidity requirements.

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

[^12]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

[^13]:    Total assets include asset allocations to match liabilities (i.e., deposits).

[^14]:    ${ }^{(1)}$ 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.

[^15]:    (2) Digital users represents mobile and/or online users across consumer businesses.
    ${ }^{(2)}$ In addition to the U.S. credit card portfolio in Consumer Banking, the remaining U.S. credit card portfolio is in GWIM.
    ${ }^{(3)}$ The above loan production amounts represent the unpaid principal balance of loans and, in the case of home equity, the principal amount of the total line of credit.
    ${ }^{(4)}$ In addition to loan production in Consumer Banking, there is also first mortgage and home equity loan production in GWIM.

[^16]:     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.

[^17]:    ${ }^{(1)}$ 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.

[^18]:    Defined as managed assets under advisory and/or discretion of GWIM.
    ${ }^{(2)}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
    ${ }^{(3)}$ Includes financial advisors in the Consumer Banking segment of 2,722, 2,618, 2,622, 2,538 and 2,402 at December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively.
    ${ }^{(4)}$ Financial advisor productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain asset and liability management (ALM) activities and certain one-time items, divided by the total average number of financial advisors (excluding financial advisors in the Consumer Banking segment).

[^19]:    ${ }^{(1)}$ 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.

[^20]:    ${ }^{(1)}$ 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 reservable criticized utilized 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.

[^21]:    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 28.
    ${ }^{(2)}$ 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.

[^22]:    
    
     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.
    
     respectively.
     and $\$ 520.4$ billion at December 31, 2018, September 30, 2018, June 30, 2018, March 31, 2018 and December 31, 2017, respectively.

[^23]:    ${ }^{(1)}$ 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 $\$ 32.5$ billion, $\$ 32.0$ billion and $\$ 34.6$ billion at December 31, 2018, September 30, 2018 and December 31, 2017, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of $\$ 29.4$ billion, $\$ 35.7$ billion and $\$ 26.2$ billion, which consists primarily of other marketable securities, at December 31, 2018, September 30, 2018 and December 31, 2017, respectively.
    ${ }^{(2)}$ Total utilized and total committed exposure includes loans of $\$ 3.7$ billion, $\$ 5.0$ billion and $\$ 4.8$ billion and issued letters of credit with a notional amount of $\$ 100$ million, $\$ 55$ million and $\$ 232$ million accounted for under the fair value option at December 31, 2018, September 30, 2018 and December 31, 2017, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of $\$ 3.0$ billion, $\$ 3.1$ billion and $\$ 4.6$ billion at December 31, 2018, September 30, 2018 and December 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 primary business activity of the borrowers or the counterparties using operating cash flows and primary source of repayment as key factors.

[^24]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 34 .
    ${ }^{(2)}$ 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.

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

[^26]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^27]:    
    
     billion and $\$ 2.6$ billion and non-U.S. commercial loans of $\$ 1.1$ billion, $\$ 1.4$ billion and $\$ 2.2$ billion at December 31, 2018, September 30, 2018 and December 31, 2017 , respectively.
     2017, respectively.
     31, 2017, respectively.
    
    
     $\mathrm{n} / \mathrm{m}=$ not meaningful

[^28]:    Certain prior period amounts have been reclassified to conform to current period presentation.

