2014年第3四半期（7月～9月）決恽短信

会 社 名 バンク・オブ・アメリカ・コーポレーション
（Bank of America Corporation）
（8648）
100 North Tryon Street，Charlotte，NC 28255 U．S．A．
東証市場第一部
本決算：年1回（12月）中間決算：四半期ごと
東京都港区元赤坂一丁目 2 番 7 号 赤坂Kタワー
アンダーソン・毛利•友常法律事務所 電話 03 （6888） 1000

1．本国における決算発表日 2014年10月15日（水曜日）

2．業 績

|  | 第 3 四半期（7月～9月までの 3 力月間） |  |  |
| :---: | :---: | :---: | :---: |
|  | 当年度（2014 年） | 前年度（2013 年） | 増減率 |
| 正味利息収入 |  |  | $\triangle 0.5$ |
| 利息外収入 | 10,990 | 11,264 | $\triangle 2.4$ |
| 純利益 | 168 | 2，497 | $\triangle 93.3$ |
| 1 株当り純利益（損失） |  | $0.21{ }^{\text {F }}$～ （希薄化後） 0.2 | － |


|  |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 当 期 | 前年同期 | 増減率 |
| 正味利息収入 |  |  | $\triangle 3.7$ |
| 利息外収入 | 35，205 | 35,975 | $\triangle 2.1$ |
| 純利益 | 2，183 | 7,992 | $\triangle 72.7$ |
| 1 株当り純利益 |  | $\begin{array}{r} 0.6 .4^{F_{n}} \\ \text { (希薄化後) } 0.62 \\ \hline \end{array}$ | $\begin{aligned} & \triangle 78.1 \\ & \triangle 77.4 \end{aligned}$ |

（注）1．本情報は，速報値であり，本発表時に入手可能な会社情報に基づき作成されている。
2．希薄化後普通株式 1 株当たり利益（損失）は， 1 株当たり利益に対して逆希薄化効果を有す る持分金融商品の影響を除外している。2014年度第3四半期及び第1四半期の普通株主 に配当可能な当期純利益はマイナスの数値であったため，希薄化効果を有する潜在的普通株式は存在しなかった。

| 配 当 金 の 推 移 |  |  | 備 考 |
| :---: | :---: | :---: | :---: |
|  | 当年度（2014 年）（ドル） | 前年度（2013 年）（ドル） |  |
| 第 1 四 半 期 | 0.01 | 0．0 1 |  |
| 第 2 四 半 期 | 0.01 | 0.01 |  |
| 第 3 四 半 期 | 0.05 | 0.01 |  |
| 第 4 四 半 期 | － | 0.01 |  |
| 合 計 | ， | 0.04 |  |

（注）1．原則として各四半期に宣言された配当金である。

当社は，2014年度第3四半期の当期純利益が 168 百万ドルになったと発表しました。優先株式配当金控除後は 1 株当たり 0.01 ドルの損失となります。この業績には，発表済の司法省，一部の連邦政府機関及び 6 つの州との和解費用 53 億ドル（税引前）が含まれており，この影響により， 1 株当たり利益は 0.43 ドル引き下げられました。前年同期の当期純利益は 25 億ドル（希薄化後 1 株当たり 0.20 ドル）でした。完全な課税対象（FTE）ベースの収益（支払利息控除後）は，2013年度第3四半期から1\％減少し，214億 ドルとなりました。株式投資利益（2014年度第 3 四半期は 9 百万ドル及び 2013 年度第 3 四半期は 12 億ド ル）及び当社の信用スプレッドの変動に係る評価調整額を除くFTE ベースの収益（支払利息控除後）は，前年同期の 210 億ドルから $1 \%$ 増加し， 212 億ドルとなりました。
ブライアン・モイニハン最高経営責任者は，「お客様との取引は引続き堅調で，大半の事業分野で前年同期に比べ収益性が改善しました。当社は今後も組織の効率化と簡素化に重点的に取り組んでいくととも に，引続きお客様と実体経済との橋渡し役を務めていく所存です。これこそ，お客様にとっても当社の株主にとっても利益をもたらすアプローチだからです。」とコメントしています。
ブルース・トンプソン最高財務責任者は，「当社は当四半期にも引続き，お客様の中核的な財務ニーズ に対して最高のサービスを提供するとともに，規制枠組みが変化し続ける中でも新たな資本及び流動性要件を充足できる態勢を整えるべく，バランスシートの最適化に注力してきました。また，費用構造につい ても 3 年前に設定した目標の達成に向けて順調に進展するなど，大幅な改善を成し遂げました。当社は信用の質においても改善していますが，これは環境の改善に加え，当社のリスク引受けに対する姿勢をも反映したものです。」とコメントしています。
（上記は現地2014年10月15日発表のニュースリリースの抜粋箇所の抄訳です。原文と抄訳の間に粗菊が ある場合には，原文の内容が優先します。全文（原文）は，以下のとおりです。）

# Bank of America 

October 15, 2014
Investors May Contact:
Lee McEntire, Bank of America, 1.980.388.6780
Jonathan Blum, Bank of America (Fixed Income), 1.212.449.3112
Reporters May Contact:
Jerry Dubrowski, Bank of America, 1.980.388.2840
jerome.f.dubrowski@bankofamerica.com

## Bank of America Reports Third-quarter 2014 Net Income of \$168 Million on Revenue of \$21.4 Billion ${ }^{(\mathrm{A})}$

## Loss of \$0.01 per Share After Preferred Dividends

## Results Include DoJ Settlement Costs of \$5.3 Billion (Pretax) or \$0.43 per Share (After Tax)

## Continued Business Momentum

- Four of Five Businesses Report Higher Net Income Compared to Year-ago Quarter
- Originated \$14.9 Billion in Residential Home Loans and Home Equity Loans in Q3-14, Helping More Than 43,500 Homeowners Purchase a Home or Refinance a Mortgage
- More Than 1.2 Million New Credit Cards Issued in Q3-14, With 64 Percent Going to Existing Relationship Customers
- Global Wealth and Investment Management Reports Record Revenue and Record Earnings
- Total Firmwide Investment Banking Fees up 4 Percent From Q3-13 to \$1.4 Billion
- Sales and Trading Revenue, Excluding Net DVA, up 9 Percent From Q3-13 ${ }^{(B)}$
- Noninterest Expense, Excluding Litigation, Down $\$ 1.1$ Billion From Q3-13 to $\$ 14.2$ Billion ${ }^{(C)}$
- Credit Quality Continued to Improve With Net Charge-offs Down 38 Percent From Q3-13 to \$1.0 Billion; Net Charge-off Ratio of 0.46 Percent Is Lowest in a Decade


## Capital and Liquidity Measures Remain Strong

- Estimated Common Equity Tier 1 Ratio Under Basel 3 (Standardized Approach, Fully Phased-in) 9.6 Percent in Q3-14; Advanced Approaches 9.6 Percent in Q3-14 ${ }^{(\mathrm{D})}$
- Estimated Supplementary Leverage Ratios Above 2018 Required Minimums, With Parent Company at Approximately 5.5 Percent and Primary Bank at Approximately 6.8 Percent ${ }^{(\mathrm{E})}$
- Global Excess Liquidity Sources Remain Strong at $\$ 429$ Billion, up $\$ 70$ Billion From Q3-13; Time-to-required Funding at 38 Months
- Tangible Book Value per Share Increased 4 Percent From Q3-13 to $\$ 14.13$ per Share ${ }^{(F)}$

CHARLOTTE — Bank of America Corporation today reported net income of $\$ 168$ million for the third quarter of 2014. After deducting dividends on preferred shares, the company reported a loss of $\$ 0.01$ per share. The results include the previously announced pretax charge of $\$ 5.3$ billion for the settlement with the Department of Justice, certain federal agencies and six states (DoJ Settlement), which impacted earnings per share by \$0.43. Earnings in the year-ago period were $\$ 2.5$ billion or $\$ 0.20$ per diluted share.

Revenue, net of interest expense, on an FTE basis declined 1 percent from the third quarter of 2013 to $\$ 21.4$ billion. Revenue, net of interest expense, on an FTE basis, excluding equity investment gains ( $\$ 9$ million in the third quarter of 2014 and $\$ 1.2$ billion in the third quarter of 2013) and valuation adjustments related to changes in the company's credit spreads, increased 1 percent from the year-ago quarter to $\$ 21.2$ billion from $\$ 21.0$ billion ${ }^{(G)}$.
"We saw solid customer and client activity and improved profitability in most of our businesses relative to the year-ago quarter," said Chief Executive Officer Brian Moynihan. "We remain focused on streamlining and simplifying our company and connecting customers and clients with the real economy, an approach that is paying dividends for them and for our shareholders."
"We continued to focus on optimizing the balance sheet this quarter so we can best serve the core financial needs of our customers and clients and still be in a position to meet new capital and liquidity requirements in an evolving regulatory framework," said Chief Financial Officer Bruce Thompson. "We also made significant progress on our cost structure, staying on track to meet the goals we established three years ago, and our credit quality metrics reflect both the improved environment and our risk underwriting."

## Selected Financial Highlights

| (Dollars in millions, except per share data) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 302014 |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | September 302013 |  |
| Net interest income, FTE basis ${ }^{1}$ | \$ | 10,444 | \$ | 10,226 | \$ | 10,479 |
| Noninterest income |  | 10,990 |  | 11,734 |  | 11,264 |
| Total revenue, net of interest expense, FTE basis ${ }^{1}$ |  | 21,434 |  | 21,960 |  | 21,743 |
| Total revenue, net of interest expense, FTE basis, excluding DVA ${ }^{1,2}$ |  | 21,229 |  | 21,891 |  | 22,187 |
| Provision for credit losses |  | 636 |  | 411 |  | 296 |
| Noninterest expense ${ }^{3}$ |  | 19,742 |  | 18,541 |  | 16,389 |
| Net income | \$ | 168 | \$ | 2,291 | \$ | 2,497 |
| Diluted earnings (loss) per common share | \$ | (0.01) | \$ | 0.19 | \$ | 0.20 |

[^0]Net interest income, on an FTE basis, was comparable to the year-ago quarter at $\$ 10.4$ billion ${ }^{(\mathrm{A})}$ as lower loan balances and yields were largely offset by reductions in long-term debt and improved funding costs.

Noninterest income was down 2 percent from the third quarter of 2013 to $\$ 11.0$ billion. Excluding net debit valuation adjustments (DVA) and equity investment income in both periods, noninterest income was up 2 percent from the year-ago quarter, as modest increases across most categories were largely offset by a decline in mortgage banking income ${ }^{(G)}$.

The provision for credit losses increased $\$ 340$ million from the third quarter of 2013 to $\$ 636$ million, driven by $\$ 400$ million in incremental credit costs associated with the consumer relief portion of the DoJ Settlement. Net charge-offs declined 38 percent from the third quarter of 2013 to $\$ 1.0$ billion, with the net charge-off ratio falling to 0.46 percent in the third quarter of 2014 from 0.73 percent in the year-ago quarter. Including the incremental credit costs associated with the DoJ Settlement, the reserve release was $\$ 407$ million in the third quarter of 2014 , compared to a reserve release of $\$ 1.4$ billion in the third quarter of 2013.

Noninterest expense was $\$ 19.7$ billion, compared to $\$ 16.4$ billion in the year-ago quarter, driven by higher mortgage-related litigation expense, partially offset by reduced personnel expense. Excluding litigation expense of $\$ 5.6$ billion in the third quarter of 2014 and $\$ 1.1$ billion in the year-ago quarter, noninterest expense decreased 7 percent from the year-ago quarter to $\$ 14.2$ billion, reflecting continued progress by the company to realize cost savings in its Legacy Assets and Servicing business and, to a lesser degree, Project New BAC ${ }^{(C)}$.

The effective tax rate for the third quarter of 2014 was driven by the non-deductible portion of the DoJ Settlement charge, partially offset by certain discrete tax benefits contributing approximately $\$ 0.04$ of earnings per share, which included the resolution of certain tax examinations, and by recurring tax preference items. The effective tax rate for the third quarter of 2013 was primarily driven by a $\$ 1.1$ billion negative impact on the company's deferred tax asset as a result of the change in the U.K. corporate income tax rate enacted in July.

At September 30, 2014, the company had 229,538 full-time employees, down 7 percent from the year-ago quarter and 2 percent below the second quarter of 2014.

## Business Segment Results

The company reports results through five business segments: Consumer and Business Banking (CBB), Consumer Real Estate Services (CRES), Global Wealth and Investment Management (GWIM), Global Banking, and Global Markets, with the remaining operations recorded in All Other.

## Consumer and Business Banking (CBB)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 7,511 | \$ | 7,371 | \$ | 7,524 |
| Provision for credit losses |  | 617 |  | 534 |  | 761 |
| Noninterest expense |  | 3,979 |  | 3,984 |  | 3,967 |
| Net income | \$ | 1,856 | \$ | 1,797 | \$ | 1,787 |
| Return on average allocated capital ${ }^{1}$ |  | 25.0\% |  | 24.5\% |  | 23.7\% |
| Average loans | \$ | 160,879 | \$ | 160,240 | \$ | 165,719 |
| Average deposits |  | 545,116 |  | 543,567 |  | 522,009 |
| At period-end |  |  |  |  |  |  |
| Brokerage assets | \$ | 108,533 | \$ | 105,926 | \$ | 89,517 |

1 Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

## Business Highlights

- Average deposit balances increased $\$ 23.1$ billion, or 4 percent, from the year-ago quarter to $\$ 545.1$ billion. The increase was primarily driven by growth in liquid products in the current low-rate environment.
- Client brokerage assets increased $\$ 19.0$ billion, or 21 percent, from the year-ago quarter to $\$ 108.5$ billion, driven by increased account flows and market valuations.
- Credit card issuance remained strong. The company issued 1.2 million new credit cards in the third quarter of 2014, up 15 percent from the 1.0 million cards issued in the year-ago quarter. Approximately 64 percent of these cards went to existing relationship customers during the third quarter of 2014.
- The number of mobile banking customers increased 15 percent from the year-ago quarter to 16.1 million users, and 11 percent of deposit transactions by consumers were done through mobile compared to 8 percent in the year-ago quarter.
- Return on average allocated capital was 25.0 percent in the third quarter of 2014, compared to 23.7 percent in the third quarter of 2013.


## Financial Overview

Consumer and Business Banking reported net income of $\$ 1.9$ billion, up $\$ 69$ million, or 4 percent, from the year-ago quarter, driven by lower provision for credit losses. Revenue was relatively stable compared to the year-ago quarter, as lower net interest income resulting from lower loan balances and yields was partially offset by higher noninterest income due to higher service charges and card income.

The provision for credit losses decreased $\$ 144$ million from the year-ago quarter to $\$ 617$ million, driven by continued improvement in credit quality. Noninterest expense was $\$ 4.0$ billion, in line with the year-ago quarter. The company reduced its retail footprint by another 76 banking centers during the third quarter of 2014 to 4,947 locations as a result of continued growth in mobile banking and other self-service customer touchpoints.

## Consumer Real Estate Services (CRES)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathrm{September}_{2014} 30$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 1,093 | \$ | 1,390 | \$ | 1,577 |
| Provision for credit losses |  | 286 |  | (20) |  | (308) |
| Noninterest expense ${ }^{1}$ |  | 7,275 |  | 5,895 |  | 3,403 |
| Net loss | \$ | $(5,184)$ | \$ | $(2,798)$ | \$ | (990) |
| Average loans and leases |  | 87,971 |  | 88,257 |  | 88,406 |
| At period-end |  |  |  |  |  |  |
| Loans and leases | \$ | 87,962 | \$ | 88,156 | \$ | 87,586 |

1 Noninterest expense includes litigation expense of $\$ 5.3$ billion, $\$ 3.8$ billion and $\$ 338$ million for the three months ended September 30 , 2014, June 30, 2014 and September 30, 2013.

## Business Highlights

- The company originated $\$ 11.7$ billion in first-lien residential mortgage loans and $\$ 3.2$ billion in home equity loans in the third quarter of 2014, compared to $\$ 11.1$ billion and $\$ 2.6$ billion, respectively, in the second quarter of 2014, and $\$ 22.6$ billion and $\$ 1.8$ billion, respectively, in the year-ago quarter.
- The number of 60+ days delinquent first mortgage loans serviced by Legacy Assets and Servicing (LAS) declined 16 percent during the third quarter of 2014 to 221,000 loans from 263,000 loans at the end of the second quarter of 2014. Year-over-year, these loans are down 44 percent from 398,000 loans at the end of the third quarter of 2013.
- Noninterest expense in LAS, excluding litigation, declined to $\$ 1.3$ billion in the third quarter of 2014 from $\$ 1.4$ billion in the second quarter of 2014 and $\$ 2.2$ billion in the year-ago quarter as the company continued to focus on reducing the number of delinquent mortgage loans ${ }^{(H)}$.


## Financial Overview

Consumer Real Estate Services reported a loss of $\$ 5.2$ billion for the third quarter of 2014, compared to a loss of $\$ 990$ million for the same period in 2013 , driven largely by the impact of the DoJ Settlement, including the non-deductible treatment of a portion of the settlement.

Revenue declined $\$ 484$ million from the third quarter of 2013 to $\$ 1.1$ billion, driven primarily by lower servicing fees due to a smaller servicing portfolio, lower mortgage servicing rights (MSR) results, net of hedges, and lower core production revenue due to fewer loan originations. These reductions were partially offset by lower representations and warranties provision compared to the year-ago quarter. Core production revenue decreased \$172 million from the year-ago quarter to $\$ 293$ million due primarily to lower volume.

The provision for credit losses increased $\$ 594$ million from the year-ago quarter to $\$ 286$ million, driven by $\$ 400$ million in incremental costs associated with the consumer relief portion of the DoJ Settlement and a slower pace of credit quality improvement.

Noninterest expense increased $\$ 3.9$ billion from the year-ago quarter to $\$ 7.3$ billion due to a $\$ 5.0$ billion increase in litigation expense primarily due to the DoJ Settlement, partially offset by lower LAS default-related staffing and other default-related servicing expenses, and lower Home Loans expenses as refinance demand slowed.

Global Wealth and Investment Management (GWIM)

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 4,666 | \$ | 4,589 | \$ | 4,390 |
| Provision for credit losses |  | (15) |  | (8) |  | 23 |
| Noninterest expense |  | 3,403 |  | 3,445 |  | 3,247 |
| Net income | \$ | 813 | \$ | 726 | \$ | 720 |
| Return on average allocated capital ${ }^{1}$ |  | 27.0\% |  | 24.4\% |  | 28.7\% |
| Average loans and leases | \$ | 121,002 | \$ | 118,512 | \$ | 112,752 |
| Average deposits |  | 239,352 |  | 240,042 |  | 239,663 |
| At period-end (dollars in billions) |  |  |  |  |  |  |
| Assets under management | \$ | 888.0 | \$ | 878.7 | \$ | 779.6 |
| Total client balances ${ }^{2}$ |  | 2,462.1 |  | 2,468.2 |  | 2,283.4 |

[^1]
## Business Highlights

- Client balances increased 8 percent from the year-ago quarter to $\$ 2.46$ trillion, driven by higher market levels and net inflows. Third-quarter 2014 long-term assets under management (AUM) flows of $\$ 11.2$ billion were the 21 st consecutive quarter of positive flows.
- GWIM successfully completed the national rollout of Merrill Lynch One, a new investment management platform that offers a single view of clients' holdings across all of their accounts. As of September 30, 2014, more than $\$ 157$ billion in AUM, including $\$ 37$ billion in new balances, and more than 400,000 accounts were on this platform.
- Asset management fees grew to a record $\$ 2.0$ billion, up 19 percent from the yearago quarter.
- Average loan balances increased 7 percent from the year-ago quarter to $\$ 121.0$ billion from $\$ 112.8$ billion.
- Pretax margin was 27.4 percent in the third quarter of 2014, compared to the yearago margin of 25.5 percent, marking the seventh straight quarter over 25 percent.


## Financial Overview

Global Wealth and Investment Management reported record net income of $\$ 813$ million, compared to $\$ 720$ million in the third quarter of 2013. Revenue increased 6 percent from the year-ago quarter to a record $\$ 4.7$ billion, driven by higher noninterest income related to improved market valuation and long-term AUM flows.

The provision for credit losses decreased $\$ 38$ million from the year-ago quarter to a benefit of $\$ 15$ million primarily as a result of improved asset quality. Noninterest expense increased 5 percent to $\$ 3.4$ billion, driven by higher revenue-related incentive compensation and other volume-related expenses.

Return on average allocated capital was 27.0 percent in the third quarter of 2014 , down from 28.7 percent in the year-ago quarter, as improved earnings were more than offset by increased allocated capital.

Global Banking

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 4,093 | \$ | 4,179 | \$ | 4,008 |
| Provision for credit losses |  | (32) |  | 132 |  | 322 |
| Noninterest expense |  | 1,904 |  | 1,900 |  | 1,923 |
| Net income | \$ | 1,414 | \$ | 1,352 | \$ | 1,137 |
| Return on average allocated capital ${ }^{1}$ |  | 18.1\% |  | 17.5\% |  | 19.6\% |
| Average loans and leases | \$ | 267,047 | \$ | 271,417 | \$ | 260,085 |
| Average deposits |  | 265,721 |  | 258,937 |  | 239,189 |

1 Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

## Business Highlights

- Firmwide investment banking fees rose 4 percent from the third quarter of 2013 to $\$ 1.4$ billion.
- Bank of America Merrill Lynch (BAML) ranked among the top three financial institutions globally in leveraged loans, asset-backed securities, investment grade corporate debt and syndicated loans during the third quarter of $2014{ }^{(1)}$.
- Average loan and lease balances increased $\$ 7.0$ billion, or 3 percent, from the yearago quarter, to $\$ 267.0$ billion, with growth mainly driven by the commercial and industrial, and commercial real estate loan portfolios.
- Average deposits increased $\$ 26.5$ billion, or 11 percent, from the year-ago quarter to $\$ 265.7$ billion primarily due to increased client liquidity and international growth.


## Financial Overview

Global Banking reported net income of $\$ 1.4$ billion in the third quarter of 2014, up $\$ 277$ million, or 24 percent, from the year-ago quarter, driven primarily by a reduction in the provision for credit losses and an increase in revenue. Revenue of $\$ 4.1$ billion was up 2 percent from the third quarter of 2013, reflecting higher investment banking fees and net interest income.

The provision for credit losses was a benefit of $\$ 32$ million in the third quarter of 2014, compared to a provision of $\$ 322$ million in the year-ago quarter when the company increased reserves due to loan growth. Noninterest expense decreased $\$ 19$ million, or 1 percent, from the year-ago quarter to $\$ 1.9$ billion.

Return on average allocated capital was 18.1 percent in the third quarter of 2014 , down from 19.6 percent in the year-ago quarter, as growth in earnings was more than offset by increased capital allocations.

Global Markets ${ }^{1}$

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis | \$ | 4,136 | \$ | 4,583 | \$ | 3,219 |
| Total revenue, net of interest expense, FTE basis, excluding net DVA ${ }^{2}$ |  | 3,931 |  | 4,514 |  | 3,663 |
| Provision for credit losses |  | 45 |  | 19 |  | 47 |
| Noninterest expense |  | 2,936 |  | 2,863 |  | 2,881 |
| Net income (loss) | \$ | 769 | \$ | 1,100 | \$ | (875) |
| Net income, excluding net DVA and U.K. tax ${ }^{2}$ | \$ | 641 | \$ | 1,057 | \$ | 531 |
| Return on average allocated capital ${ }^{3,4}$ |  | 9.0\% |  | 13.0\% |  | $\mathrm{n} / \mathrm{m}$ |
| Total average assets | \$ | 599,893 | \$ | 617,103 | \$ | 602,565 |

1 During 2014, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such, net DVA represents the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation.
2 Represents a non-GAAP financial measure. Net DVA gains (losses) were $\$ 205$ million, $\$ 69$ million and $\$(444)$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. The impact of the U.K. corporate tax rate adjustment on the deferred tax asset was $\$ 1.1$ billion for the three months ended September 30, 2013.
${ }^{3}$ The return on average allocated capital for the three months ended September 30, 2013 was not meaningful due to the U.K. corporate tax rate adjustment and net DVA. Excluding these items, the return on average allocated capital was 7.0 percent.
4 Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.

## Business Highlights

- Fixed Income, Currency and Commodities (FICC) sales and trading revenue, excluding net DVA, increased 11 percent from the year-ago quarter to $\$ 2.2$ billion ${ }^{(\mathrm{J})}$.
- Equities sales and trading revenue, excluding net DVA, increased 6 percent from the year-ago quarter to $\$ 1.0$ billion ${ }^{(K)}$.


## Financial Overview

Global Markets reported net income of $\$ 769$ million in the third quarter of 2014, compared to a loss of $\$ 875$ million in the year-ago quarter. Excluding net DVA in both periods and the impact of the U.K. corporate tax rate adjustment on the deferred tax asset in the prior year, net income increased $\$ 110$ million, or 21 percent, to $\$ 641$ million ${ }^{(L)}$.

Revenue increased $\$ 917$ million, or 28 percent, from the year-ago quarter to $\$ 4.1$ billion. Excluding net DVA, revenue increased $\$ 268$ million, or 7 percent, to $\$ 3.9$ billion reflecting improved performance across FICC and Equities sales and trading ${ }^{(L)}$. Net DVA gains were $\$ 205$ million, compared to losses of $\$ 444$ million in the year-ago quarter.

Fixed Income, Currency and Commodities sales and trading revenue, excluding net DVA, increased 11 percent from the year-ago quarter, driven by strong results in currencies due to increased volatility in the period as well as gains in mortgages and commodities ${ }^{(\mathrm{J})}$. Equities sales and trading revenue, excluding net DVA, increased 6 percent, from the year-ago quarter, driven by increased client financing revenue ${ }^{(\mathrm{K})}$.

Noninterest expense of $\$ 2.9$ billion increased $\$ 55$ million from the year-ago quarter, driven by higher revenue-related incentives.

All Other ${ }^{1}$

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Total revenue, net of interest expense, FTE basis ${ }^{2,3}$ | \$ | (65) | \$ | (152) | \$ | 1,025 |
| Provision for credit losses |  | (265) |  | (246) |  | (549) |
| Noninterest expense |  | 245 |  | 454 |  | 968 |
| Net income | \$ | 500 | \$ | 114 | \$ | 718 |
| Total average loans |  | 199,403 |  | 210,575 |  | 232,525 |

1 All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, the impact of certain allocation methodologies and accounting hedge ineffectiveness.
${ }^{2}$ Revenue includes equity investment income (loss) of $\$(51)$ million, $\$ 56$ million and $\$ 1.1$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively, and gains on sales of debt securities of $\$ 410$ million, $\$ 382$ million and $\$ 347$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
${ }^{3}$ During 2014, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. Prior periods have been reclassified to conform to current period presentation.

All Other reported net income of $\$ 500$ million in the third quarter of 2014, compared to net income of $\$ 718$ million for the same period a year ago.

Noninterest income declined $\$ 1.1$ billion from the year-ago quarter, reflecting lower equity investment income and an increase in the payment protection insurance provision in the U.K. credit card business in the third quarter of 2014. The decline in equity investment income was largely driven by a $\$ 753$ million pretax gain on the sale of the company's remaining shares of China Construction Bank in the year-ago quarter.

Provision for credit losses was a benefit of $\$ 265$ million, compared to a benefit of $\$ 549$ million in the year-ago quarter, driven primarily by a slower pace of credit quality improvement related to the residential mortgage portfolio. Income tax expense was a benefit of $\$ 545$ million in the third quarter of 2014 , and included the resolution of certain tax matters.

Noninterest expense declined as a result of lower litigation expense and lower personnel expense compared with the year-ago quarter.

## Credit Quality

| (Dollars in millions) | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Provision for credit losses | \$ | 636 | \$ | 411 | \$ | 296 |
| Net charge-offs ${ }^{1}$ |  | 1,043 |  | 1,073 |  | 1,687 |
| Net charge-off ratio ${ }^{1,2}$ |  | 0.46\% |  | 0.48\% |  | 0.73\% |
| Net charge-off ratio, excluding the PCI loan portfolio ${ }^{2}$ |  | 0.48 |  | 0.49 |  | 0.75 |
| Net charge-off ratio, including PCI write-offs ${ }^{2}$ |  | 0.57 |  | 0.55 |  | 0.92 |

At period-end

| Nonperforming loans, leases and foreclosed properties | \$ | 14,232 | \$ | 15,300 | \$ | 20,028 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans, leases and foreclosed properties ratio ${ }^{3}$ |  | 1.61\% |  | 1.70\% |  | 2.17\% |
| Allowance for loan and lease losses | \$ | 15,106 | \$ | 15,811 | \$ | 19,432 |
| Allowance for loan and lease losses ratio ${ }^{4}$ |  | 1.71\% |  | 1.75\% |  | 2.10\% |

${ }^{1}$ Excludes write-offs of PCl loans of $\$ 246$ million, $\$ 160$ million and $\$ 443$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
${ }^{2}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases during the period; quarterly results are annualized.
${ }^{3}$ Nonperforming loans, leases and foreclosed properties ratios are calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.
${ }^{4}$ Allowance for loan and lease losses ratios are calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.
Note: Ratios do not include loans accounted for under the fair value option.
Credit quality continued to improve in the third quarter of 2014 with net charge-offs declining across most major portfolios when compared to the year-ago quarter. The number of 30+ days performing delinquent loans, excluding fully-insured loans, declined across all consumer portfolios from the year-ago quarter, remaining at record low levels in the U.S. credit card portfolio. Additionally, reservable criticized balances and nonperforming loans, leases and foreclosed properties continued to decline, down 16 percent and 29 percent, respectively, from the year-ago period.

Net charge-offs were $\$ 1.0$ billion in the third quarter of 2014 , down from $\$ 1.1$ billion in the second quarter of 2014 and $\$ 1.7$ billion in the third quarter of 2013. The provision for credit losses increased to $\$ 636$ million in the third quarter of 2014 from $\$ 296$ million in the third quarter of 2013 , driven by $\$ 400$ million in incremental costs associated with the consumer relief portion of the DoJ Settlement. During the third quarter of 2014, the reserve release was $\$ 407$ million compared to a reserve release of $\$ 1.4$ billion in the third quarter of 2013.

The allowance for loan and lease losses to annualized net charge-off coverage ratio was 3.65 times in the third quarter of 2014, compared with 3.67 times in the second quarter of 2014 and 2.90 times in the third quarter of 2013. The increase from the year-ago quarter was due to the improvement in net charge-offs discussed above. The allowance to annualized net charge-off coverage ratio, excluding the purchased credit-impaired ( PCl ) portfolio, was 3.27 times, 3.25 times and 2.42 times for the same periods, respectively.

Nonperforming loans, leases and foreclosed properties were $\$ 14.2$ billion at September 30, 2014, a decrease from $\$ 15.3$ billion at June 30, 2014 and $\$ 20.0$ billion at September 30, 2013.

Capital and Liquidity Management ${ }^{1,2,3}$

| (Dollars in billions) | $\begin{gathered} \text { At September } 30 \\ 2014 \end{gathered}$ |  | $\begin{aligned} & \hline \text { At June } 30 \\ & 2014 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Basel 3 Transition (under standardized approach) |  |  |  |  |
| Common equity tier 1 capital - Basel 3 | \$ | 152.9 | \$ | 153.6 |
| Risk-weighted assets |  | 1,271.6 |  | 1,284.9 |
| Common equity tier 1 capital ratio - Basel 3 |  | 12.0\% |  | 12.0\% |
| Basel 3 Fully Phased-in (under standardized approach) ${ }^{3}$ |  |  |  |  |
| Common equity tier 1 capital - Basel 3 | \$ | 135.5 | \$ | 137.2 |
| Risk-weighted assets |  | 1,418.2 |  | 1,436.8 |
| Common equity tier 1 capital ratio - Basel 3 |  | 9.6\% |  | 9.5\% |


${ }^{1}$ Regulatory capital ratios are preliminary.
2 On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and tier 1 capital.
${ }^{3}$ Basel 3 common equity tier 1 capital and risk-weighted assets on a fully phased-in basis are non-GAAP financial measures. For reconciliations to GAAP financial measures, refer to page 18 of this press release. The company's fully phased-in Basel 3 estimates are based on its current understanding of the Standardized and Advanced approaches under the Basel 3 rules, assuming all relevant regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from removal of the Comprehensive Risk Measure surcharge. The Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the company's capital ratio would likely be adversely impacted, which in some cases could be significant.
${ }^{4}$ Tangible common equity ratio and tangible book value per share are non-GAAP financial measures. For reconciliations to GAAP financial measures, refer to pages 22-24 of this press release.

The common equity tier 1 capital ratio under the Basel 3 Standardized Transition approach for measuring risk-weighted assets was 12.0 percent at September 30, 2014, and June 30, 2014.

While the Basel 3 fully phased-in Standardized and fully phased-in Advanced approaches do not go into effect until 2018, the company is providing the following estimates for comparative purposes.

The estimated common equity tier 1 capital ratio under the Basel 3 Standardized approach on a fully phased-in basis was 9.6 percent at September 30, 2014, compared to 9.5 percent at June 30, $2014^{(D)}$.

The estimated common equity tier 1 capital ratio under the Basel 3 Advanced approaches on a fully phased-in basis was 9.6 percent at September 30, 2014, compared to 9.9 percent at June 30, $2014^{(D)}$.

On September 3, 2014, U.S. banking regulators adopted a final rule to revise the definition and scope of the denominator of the supplementary leverage ratio (SLR). The final rule prescribes the calculation of total leverage exposure, the frequency of calculation and required disclosures ${ }^{(\mathrm{E})}$.

At September 30, 2014, the estimated SLR for the parent company was approximately 5.5 percent, which exceeds the 5.0 percent minimum for bank holding companies. On October 1, Bank of America successfully completed the merger of FIA Card Services, National Association (FIA) into Bank of America, National Association (BANA) in line with the company's strategy to streamline and simplify the legal entity structure. The estimated proforma SLR for the combined entity was approximately 6.8 percent at September 30, $2014^{(\mathrm{E})}$.

At September 30, 2014, Global Excess Liquidity Sources totaled $\$ 429$ billion, compared to $\$ 431$ billion at June 30, 2014 and $\$ 359$ billion at September 30, 2013. Time-to-required funding was 38 months at September 30, 2014, compared to 38 months at June 30, 2014 and 35 months at September 30, 2013.

Period-end assets declined $\$ 47$ billion from the prior quarter to $\$ 2.1$ trillion, primarily reflecting continued efforts to optimize the balance sheet for liquidity and reductions in both market and credit risk. During the quarter, the company shifted certain less liquid residential mortgage loans to more liquid debt securities. In addition the company reduced tradingrelated assets and sold $\$ 2.5$ billion in nonperforming and delinquent loans during the third quarter of 2014.

Period-end common shares issued and outstanding were 10.52 billion at both September 30, 2014 and June 30, 2014, and 10.68 billion at September 30, 2013.

Tangible book value per share ${ }^{(F)}$ was $\$ 14.13$ at September 30, 2014, compared to $\$ 14.24$ at June 30, 2014 and $\$ 13.62$ at September 30, 2013. Book value per share was $\$ 21.03$ at September 30, 2014, compared to \$21.16 at June 30, 2014 and $\$ 20.50$ at September 30, 2013.

End Notes
(A) Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release. Net interest income on a GAAP basis was $\$ 10.2$ billion, $\$ 10.0$ billion and $\$ 10.3$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Net interest income on an FTE basis excluding market-related adjustments represents a non-GAAP financial measure. Market-related adjustments of premium amortization expense and hedge ineffectiveness were (\$0.1) billion, (\$0.2) billion, and $\$ 0.0$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Total revenue, net of interest expense, on a GAAP basis was $\$ 21.2$ billion, $\$ 21.7$ billion and $\$ 21.5$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
(B) Sales and trading revenue excluding the impact of net DVA is a non-GAAP financial measure. Net DVA gains (losses) were $\$ 205$ million, $\$ 69$ million and $\$(444)$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. In the first quarter of 2014, the management of structured liabilities and the associated DVA were moved into Global Markets from All Other to better align the performance risk of these instruments. As such, net DVA represents the combined total of net DVA on derivatives and structured liabilities. Prior periods have been reclassified to conform to current period presentation.
(C) Noninterest expense excluding litigation is a non-GAAP financial measure. Noninterest expense including litigation was $\$ 19.7$ billion, $\$ 18.5$ billion and $\$ 16.4$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Noninterest expense excluding litigation was $\$ 14.2$ billion, $\$ 14.6$ billion and $\$ 15.3$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Litigation expense was $\$ 5.6$ billion, $\$ 4.0$ billion and $\$ 1.1$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
(D) Basel 3 common equity tier 1 capital and risk-weighted assets on a fully phased-in basis are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 18 of this press release. The company's fully phased-in Basel 3 estimates are based on its current understanding of the Standardized and Advanced approaches under the Basel 3 rules, assuming all relevant
regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from removal of the Comprehensive Risk Measure surcharge. These estimates will evolve over time as the company's businesses change and as a result of further rulemaking or clarification by U.S. regulatory agencies. The Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the company's capital ratio would likely be adversely impacted, which in some cases could be significant. The company continues to evaluate the potential impact of proposed rules and anticipates it will be in compliance with any final rules by the proposed effective dates.
(E) The supplementary leverage ratio is based on estimates from our current understanding of recently finalized rules issued by banking regulators on September 3, 2014. The estimated ratio is measured using quarter-end tier 1 capital calculated under Basel 3 on a fully phased-in basis. The denominator is calculated as the daily average of the sum of on-balance sheet assets as well as the simple average of certain off-balance sheet exposures at the end of each month in the quarter, including, among other items, derivatives and securities financing transactions. The primary bank SLR is on a pro-forma basis to reflect the October 1, 2014 merger of FIA Card Services, National Association (FIA) into Bank of America, National Association (BANA), our primary banking subsidiary. The estimated primary bank SLR for both FIA Card Services, National Association (FIA) and Bank of America, National Association (BANA) on a reported basis was above 6.0 percent at September 30, 2014.
(F) Tangible book value per share of common stock is a non-GAAP financial measure. Other companies may define or calculate this measure differently. Book value per share was $\$ 21.03$ at September 30, 2014, compared to $\$ 21.16$ at June 30, 2014 and $\$ 20.50$ at September 30, 2013. For more information, refer to pages 22-24 of this press release.
(G) Revenue, net of interest expense, on an FTE basis, excluding DVA and equity investment gains; and noninterest income excluding DVA and equity investment gains, are non-GAAP financial measures. Total revenue, net of interest expense, on an FTE basis was $\$ 21.4$ billion and $\$ 21.7$ billion for the three months ended September 30, 2014 and September 30, 2013, respectively. Noninterest income was $\$ 11.0$ billion and $\$ 11.3$ billion for the three months ended September 30, 2014 and September 30, 2013, respectively. Net DVA gains (losses) were $\$ 205$ million and $\$(444)$ million for the three months ended September 30, 2014 and September 30, 2013, respectively. Equity investment gains were $\$ 9$ million and $\$ 1.2$ billion for the three months ended September 30, 2014 and September 30, 2013, respectively.
(H) Legacy Assets and Servicing (LAS) noninterest expense, excluding litigation, is a non-GAAP financial measure. LAS noninterest expense was $\$ 6.6$ billion, $\$ 5.2$ billion and $\$ 2.5$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. LAS litigation expense was $\$ 5.3$ billion, $\$ 3.8$ billion and $\$ 336$ million in the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
(I) Rankings per Dealogic as of October 1, 2014.
(J) FICC sales and trading revenue, excluding net DVA is a non-GAAP financial measure. Net DVA included in FICC revenue was gains (losses) of $\$ 134$ million, $\$ 56$ million and $\$(393)$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
(K) Equity sales and trading revenue, excluding net DVA is a non-GAAP financial measure. Equities net DVA gains (losses) were $\$ 71$ million, $\$ 13$ million and $\$(51)$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
(L) Global Markets revenue excluding net DVA, and net income excluding net DVA and the impact of the U.K. corporate tax rate adjustment on the deferred tax asset in the third quarter of 2013, are non-GAAP financial measures. Net DVA gains (losses) were $\$ 205$ million and $\$(444)$ million for the three months ended September 30, 2014 and September 30, 2013, respectively. The impact of the U.K. corporate tax rate adjustment on the deferred tax asset was \$1.1 billion for the three months ended September 30, 2013.

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Bruce Thompson will discuss third-quarter 2014 results in a conference call at 8:30 a.m. ET today.

The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http://investor.bankofamerica.com. For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international), and the conference ID is: 79795. Please dial in 10 minutes prior to the start of the call.

A replay will be available via webcast through the Bank of America Investor Relations website. A replay will also be available beginning at noon on October 16 through midnight, October 24 by telephone at 800.753.8546 (U.S.) or 1.402.220.0685 (international).

## Bank of America

Bank of America is one of the world's largest financial institutions, serving individual consumers, small businesses, middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 48 million consumer and small business relationships with
approximately 4,900 retail banking offices and approximately 15,700 ATMs and awardwinning online banking with 31 million active users and more than 16 million mobile users. Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

## Forward-looking Statements

Bank of America and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "hopes," "estimates," "intends," "plans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "will," "may," "might," "should," "would" and "could." The forward-looking statements made represent Bank of America's current expectations, plans or forecasts of its future results and revenues, and future business and economic conditions more generally, and other matters. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumptions that are difficult to predict and are often beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements.

You should not place undue reliance on any forward-looking statement and should consider the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of Bank of America's 2013 Annual Report on Form 10-K, and in any of Bank of America's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase claims made by monolines and private-label and other investors, including as a result of any adverse court rulings, and the chance that the Company could face related servicing, securities, fraud, indemnity or other claims from one or more counterparties, including monolines or private-label and other investors; the possibility that final court approval of negotiated settlements is not obtained; the possibility that the court decision with respect to the BNY Mellon Settlement is overturned on appeal in whole or in part; potential claims, damages, penalties and fines resulting from pending or future litigation and regulatory proceedings; the possibility that the European Commission will impose remedial measures in relation to its investigation of the Company's competitive practices; the possible outcome of LIBOR, other reference rate and foreign exchange inquiries and investigations; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; the possibility that the Company may not collect mortgage insurance claims; the possibility that future claims, damages, penalties and fines may occur in excess of the Company's recorded liability and estimated range of possible losses for litigation exposures; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; uncertainties related to
the timing and pace of Federal Reserve tapering of quantitative easing, and the impact on global interest rates, currency exchange rates, and economic conditions in a number of countries; the possibility of future inquiries or investigations regarding pending or completed foreclosure activities; the possibility that unexpected foreclosure delays could impact the rate of decline of default-related servicing costs; uncertainty regarding timing and the potential impact of regulatory capital and liquidity requirements (including Basel 3); the negative impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the Company's businesses and earnings, including as a result of additional regulatory interpretation and rulemaking and the success of the Company's actions to mitigate such impacts; the potential impact of implementing and conforming to the Volcker Rule; the potential impact of future derivative regulations; adverse changes to the Company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the Company's assets and liabilities; reputational damage that may result from negative publicity, fines and penalties from regulatory violations and judicial proceedings; the Company's ability to fully realize the anticipated cost savings in Legacy Assets and Servicing, including in accordance with currently anticipated timeframes; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties with which we do business, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; and other similar matters.

Forward-looking statements speak only as of the date they are made, and Bank of America undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

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## Bank of America Corporation and Subsidiaries

Selected Financial Data
(Dollars in millions, except per share data; shares in thousands)

| Summary Income Statement | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,317 | \$ | 31,479 | \$ | 10,219 | \$ | 10,013 | \$ | 10,266 |
| Noninterest income |  | 35,205 |  | 35,975 |  | 10,990 |  | 11,734 |  | 11,264 |
| Total revenue, net of interest expense |  | 65,522 |  | 67,454 |  | 21,209 |  | 21,747 |  | 21,530 |
| Provision for credit losses |  | 2,056 |  | 3,220 |  | 636 |  | 411 |  | 296 |
| Noninterest expense |  | 60,521 |  | 51,907 |  | 19,742 |  | 18,541 |  | 16,389 |
| Income before income taxes |  | 2,945 |  | 12,327 |  | 831 |  | 2,795 |  | 4,845 |
| Income tax expense |  | 762 |  | 4,335 |  | 663 |  | 504 |  | 2,348 |
| Net income | \$ | 2,183 | \$ | 7,992 | \$ | 168 | \$ | 2,291 | \$ | 2,497 |
| Preferred stock dividends |  | 732 |  | 1,093 |  | 238 |  | 256 |  | 279 |
| Net income (loss) applicable to common shareholders | \$ | 1,451 | \$ | 6,899 | \$ | (70) | \$ | 2,035 | \$ | 2,218 |
|  |  |  |  |  |  |  |  |  |  |  |
| Common shares issued |  | 25,218 |  | 44,664 |  | 69 |  | 224 |  | 184 |
| Average common shares issued and outstanding |  | 531,688 |  | 764,216 |  | 515,790 |  | 0,519,359 |  | 718,918 |
| Average diluted common shares issued and outstanding ${ }^{(1)}$ |  | 587,841 |  | 523,649 |  | 515,790 |  | 1,265,123 |  | 482,226 |
| Summary Average Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Total debt securities | \$ | 345,194 | \$ | 342,278 | \$ | 359,653 | \$ | 345,889 | \$ | 327,493 |
| Total loans and leases |  | 910,360 |  | 914,888 |  | 899,241 |  | 912,580 |  | 923,978 |
| Total earning assets |  | 1,819,247 |  | 826,575 |  | 813,482 |  | 1,840,850 |  | 789,045 |
| Total assets |  | 148,298 |  | 173,164 |  | 136,109 |  | 2,169,555 |  | 123,430 |
| Total deposits |  | 124,777 |  | 082,005 |  | 127,488 |  | 1,128,563 |  | 1,090,611 |
| Common shareholders' equity |  | 222,593 |  | 217,922 |  | 222,372 |  | 222,215 |  | 216,766 |
| Total shareholders' equity |  | 236,801 |  | 234,126 |  | 238,038 |  | 235,797 |  | 230,392 |
| Performance Ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.14\% |  | 0.49\% |  | 0.03\% |  | 0.42\% |  | 0.47\% |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ |  | 1.30 |  | 6.40 |  | n/m |  | 5.47 |  | 6.15 |
| Per common share information |  |  |  |  |  |  |  |  |  |  |
| Earnings (loss) | \$ | 0.14 | \$ | 0.64 | \$ | (0.01) | \$ | 0.19 | \$ | 0.21 |
| Diluted earnings (loss) ${ }^{(1)}$ |  | 0.14 |  | 0.62 |  | (0.01) |  | 0.19 |  | 0.20 |
| Dividends paid |  | 0.07 |  | 0.03 |  | 0.05 |  | 0.01 |  | 0.01 |
| Book value |  | 21.03 |  | 20.50 |  | 21.03 |  | 21.16 |  | 20.50 |
| Tangible book value ${ }^{(2)}$ |  | 14.13 |  | 13.62 |  | 14.13 |  | 14.24 |  | 13.62 |
|  |  |  |  |  |  | mber 30 <br> 2014 |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | mber 30 <br> 013 |
| Summary Period-End Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Total debt securities |  |  |  |  | \$ | 368,124 | \$ | 352,883 | \$ | 320,998 |
| Total loans and leases |  |  |  |  |  | 891,315 |  | 911,899 |  | 934,392 |
| Total earning assets |  |  |  |  |  | 783,051 |  | 1,830,546 |  | 795,946 |
| Total assets |  |  |  |  |  | 123,613 |  | 2,170,557 |  | 126,653 |
| Total deposits |  |  |  |  |  | 111,981 |  | 1,134,329 |  | 110,118 |
| Common shareholders' equity |  |  |  |  |  | 221,168 |  | 222,565 |  | 218,967 |
| Total shareholders' equity |  |  |  |  |  | 239,081 |  | 237,411 |  | 232,282 |
| Common shares issued and outstanding |  |  |  |  |  | 515,894 |  | 0,515,825 |  | 683,282 |
| Credit Quality | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |
| Total net charge-offs | \$ | 3,504 | \$ | 6,315 | \$ | 1,043 | \$ | 1,073 | \$ | 1,687 |
| Net charge-offs as a percentage of average loans and leases outstanding ${ }^{(3)}$ |  | 0.52\% |  | 0.93\% |  | 0.46\% |  | 0.48\% |  | 0.73\% |
| Provision for credit losses | \$ | 2,056 | \$ | 3,220 | \$ | 636 | \$ | 411 | \$ | 296 |
|  |  |  |  |  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \\ \hline \end{gathered}$ |  |
| Total nonperforming loans, leases and foreclosed properties ${ }^{(4)}$ |  |  |  |  | \$ | 14,232 | \$ | 15,300 | \$ | 20,028 |
| Nonperforming loans, leases and foreclosed properties as a percentage of total loans, leases and foreclosed properties ${ }^{(3)}$ |  |  |  |  |  | 1.61\% |  | 1.70\% |  | 2.17\% |
| Allowance for loan and lease losses |  |  |  |  | \$ | 15,106 | \$ | 15,811 | \$ | 19,432 |
| Allowance for loan and lease losses as a percentage of total loans and leases outstanding ${ }^{(3)}$ |  |  |  |  |  | 1.71\% |  | 1.75\% |  | 2.10\% |

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

## Selected Financial Data (continued)

| Capital Management | Basel 3 Transition |  |  | Basel 1 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30 2014 | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(5,6)}$ : |  |  |  |  |  |
| Common equity tier 1 capital | \$ 152,852 | \$ | 153,582 |  | $\mathrm{n} / \mathrm{a}$ |
| Tier 1 common capital | n/a |  | n/a | \$ | 139,410 |
| Common equity tier 1 capital ratio | 12.0\% |  | 12.0\% |  | $\mathrm{n} / \mathrm{a}$ |
| Tier 1 common capital ratio ${ }^{(7)}$ | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | 10.8\% |
| Tier 1 leverage ratio | 7.9 |  | 7.7 |  | 7.6 |
|  |  |  |  |  |  |
| Tangible equity ratio ${ }^{(8)}$ | 8.12 |  | 7.85 |  | 7.73 |
| Tangible common equity ratio ${ }^{(8)}$ | 7.24 |  | 7.14 |  | 7.08 |
| $\underline{\text { Regulatory Capital Reconciliations }}{ }^{(5,6)}$ | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  |  |
| Regulatory capital - Basel 3 transition to fully phased-in |  |  |  |  |  |
| Common equity tier 1 capital (transition) | \$ 152,852 | \$ | 153,582 |  |  |
| Adjustments and deductions recognized in Tier 1 capital during transition | $(10,191)$ |  | $(10,547)$ |  |  |
| Other adjustments and deductions phased in during transition | $(7,115)$ |  | $(5,852)$ |  |  |
| Common equity tier 1 capital (fully phased-in) | \$ 135,546 | \$ | 137,183 |  |  |
|  | September 30 2014 |  | June 30 2014 |  |  |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in) |  |  |  |  |  |
| As reported risk-weighted assets | \$ 1,271,605 | \$ | 1,284,924 |  |  |
| Change in risk-weighted assets from reported to fully phased-in | 146,581 |  | 151,901 |  |  |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in) | 1,418,186 |  | 1,436,825 |  |  |
| Change in risk-weighted assets for advanced models | $(8,369)$ |  | $(49,390)$ |  |  |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) | \$ 1,409,817 | \$ | 1,387,435 |  |  |
| Regulatory capital ratios |  |  |  |  |  |
| Basel 3 Standardized approach common equity tier 1 (transition) | 12.0\% |  | 12.0\% |  |  |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) | 9.6 |  | 9.5 |  |  |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) | 9.6 |  | 9.9 |  |  |

${ }^{(1)}$ The diluted earnings (loss) per common share excludes the effect of any equity instruments that are antidilutive to earnings per share. There were no potential common shares that were dilutive in the third quarter of 2014 because of the net loss applicable to common shareholders.
${ }^{(2)}$ Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measures on pages 22-24.
${ }^{(3)}$ Ratios do not include loans accounted for under the fair value option during the period. Charge-off ratios are annualized for the quarterly presentation.
${ }^{(4)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate; purchased credit-impaired loans even though the customer may be contractually past due; nonperforming loans held-for-sale; nonperforming loans accounted for under the fair value option; and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.
${ }^{(5)}$ Regulatory capital ratios are preliminary.
${ }^{(6)}$ On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and Tier 1 capital. We reported under Basel 1 (which included the Market Risk Final Rules) at September 30, 2013. Basel 3 common equity tier 1 capital and risk-weighted assets on a fully phasedin basis are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above. The company's fully phased-in Basel 3 estimates are based on its current understanding of the Standardized and Advanced approaches under the Basel 3 rules, assuming all relevant regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from removal of the Comprehensive Risk Measure surcharge. The Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the company's capital ratio would likely be adversely impacted, which in some cases could be significant.
${ }^{(7)}$ Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted assets.
${ }^{(8)}$ 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 these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. See Reconciliations to GAAP Financial Measures on pages 22-24.
$\mathrm{n} / \mathrm{a}=$ not applicable
$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries

## Quarterly Results by Business Segment

(Dollars in millions)

|  | Third Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Consumer Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,511 | \$ | 1,093 | \$ | 4,666 | \$ | 4,093 | \$ | 4,136 | \$ | (65) |
| Provision for credit losses |  | 617 |  | 286 |  | (15) |  | (32) |  | 45 |  | (265) |
| Noninterest expense |  | 3,979 |  | 7,275 |  | 3,403 |  | 1,904 |  | 2,936 |  | 245 |
| Net income (loss) |  | 1,856 |  | $(5,184)$ |  | 813 |  | 1,414 |  | 769 |  | 500 |
| Return on average allocated capital ${ }^{(2)}$ |  | 24.97\% |  | n/m |  | 26.98\% |  | 18.09\% |  | 9.00\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 160,879 | \$ | 87,971 | \$ | 121,002 | \$ | 267,047 | \$ | 62,939 | \$ | 199,403 |
| Total deposits |  | 545,116 |  | n/m |  | 239,352 |  | 265,721 |  | n/m |  | 29,268 |
| Allocated capital ${ }^{(2)}$ |  | 29,500 |  | 23,000 |  | 12,000 |  | 31,000 |  | 34,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,345 | \$ | 87,962 | \$ | 122,395 | \$ | 268,612 | \$ | 62,645 | \$ | 188,356 |
| Total deposits |  | 546,791 |  | n/m |  | 238,710 |  | 255,177 |  | n/m |  | 25,109 |


|  | Second Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  <br> Business <br> Banking |  | Consumer <br> Real Estate <br> Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,371 | \$ | 1,390 | \$ | 4,589 | \$ | 4,179 | \$ | 4,583 | \$ | (152) |
| Provision for credit losses |  | 534 |  | (20) |  | (8) |  | 132 |  | 19 |  | (246) |
| Noninterest expense |  | 3,984 |  | 5,895 |  | 3,445 |  | 1,900 |  | 2,863 |  | 454 |
| Net income (loss) |  | 1,797 |  | $(2,798)$ |  | 726 |  | 1,352 |  | 1,100 |  | 114 |
| Return on average allocated capital ${ }^{(2)}$ |  | 24.45\% |  | $\mathrm{n} / \mathrm{m}$ |  | 24.37\% |  | 17.51 \% |  | 13.01 \% |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 160,240 | \$ | 88,257 | \$ | 118,512 | \$ | 271,417 | \$ | 63,579 | \$ | 210,575 |
| Total deposits |  | 543,567 |  | $\mathrm{n} / \mathrm{m}$ |  | 240,042 |  | 258,937 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,851 |
| Allocated capital ${ }^{(2)}$ |  | 29,500 |  | 23,000 |  | 12,000 |  | 31,000 |  | 34,000 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,142 | \$ | 88,156 | \$ | 120,187 | \$ | 270,683 | \$ | 66,260 | \$ | 205,471 |
| Total deposits |  | 545,530 |  | $\mathrm{n} / \mathrm{m}$ |  | 237,046 |  | 270,268 |  | $\mathrm{n} / \mathrm{m}$ |  | 32,000 |
|  | Third Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |
|  |  | sumer \& usiness anking |  | umer <br> Estate <br> ices |  | WWIM |  | Global anking |  | lobal <br> arkets |  | All ther |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 7,524 | \$ | 1,577 | \$ | 4,390 | \$ | 4,008 | \$ | 3,219 | \$ | 1,025 |
| Provision for credit losses |  | 761 |  | (308) |  | 23 |  | 322 |  | 47 |  | (549) |
| Noninterest expense |  | 3,967 |  | 3,403 |  | 3,247 |  | 1,923 |  | 2,881 |  | 968 |
| Net income (loss) |  | 1,787 |  | (990) |  | 720 |  | 1,137 |  | (875) |  | 718 |
| Return on average allocated capital ${ }^{(2)}$ |  | 23.67\% |  | $\mathrm{n} / \mathrm{m}$ |  | 28.71 \% |  | 19.63 \% |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,719 | \$ | 88,406 | \$ | 112,752 | \$ | 260,085 | \$ | 64,491 | \$ | 232,525 |
| Total deposits |  | 522,009 |  | $\mathrm{n} / \mathrm{m}$ |  | 239,663 |  | 239,189 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,419 |
| Allocated capital ${ }^{(2)}$ |  | 30,000 |  | 24,000 |  | 10,000 |  | 23,000 |  | 30,000 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 167,257 | \$ | 87,586 | \$ | 114,175 | \$ | 267,165 | \$ | 68,662 | \$ | 229,547 |
| Total deposits |  | 526,836 |  | $\mathrm{n} / \mathrm{m}$ |  | 241,553 |  | 262,502 |  | $\mathrm{n} / \mathrm{m}$ |  | 30,909 |

[^3]$\mathrm{n} / \mathrm{m}=$ not meaningful

[^4]
## Bank of America Corporation and Subsidiaries

## Year-to-Date Results by Business Segment

(Dollars in millions)

|  | Nine Months Ended September 30, 2014 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer \& Business Banking |  | Consumer <br> Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 22,320 | \$ | 3,675 | \$ | 13,802 | \$ | 12,541 | \$ | 13,731 | \$ | 92 |
| Provision for credit losses |  | 1,963 |  | 291 |  | - |  | 365 |  | 83 |  | (646) |
| Noninterest expense |  | 11,912 |  | 21,290 |  | 10,207 |  | 5,832 |  | 8,875 |  | 2,405 |
| Net income (loss) |  | 5,327 |  | $(13,003)$ |  | 2,268 |  | 4,002 |  | 3,178 |  | 411 |
| Return on average allocated capital ${ }^{(2)}$ |  | 24.16\% |  | n/m |  | 25.37\% |  | 17.27\% |  | 12.52\% |  | n/m |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,055 | \$ | 88,378 | \$ | 118,505 | \$ | 269,963 | \$ | 63,402 | \$ | 209,057 |
| Total deposits |  | 541,119 |  | n/m |  | 240,716 |  | 260,398 |  | n/m |  | 33,147 |
| Allocated capital ${ }^{(2)}$ |  | 29,500 |  | 23,000 |  | 12,000 |  | 31,000 |  | 34,000 |  | n/m |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,345 | \$ | 87,962 | \$ | 122,395 | \$ | 268,612 | \$ | 62,645 | \$ | 188,356 |
| Total deposits |  | 546,791 |  | n/m |  | 238,710 |  | 255,177 |  | n/m |  | 25,109 |


|  | Nine Months Ended September 30, 2013 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Total revenue, net of interest expense (FTE basis) ${ }^{(1)}$ | \$ | 22,369 | \$ | 6,003 | \$ | 13,310 | \$ | 12,176 | \$ | 12,192 | \$ | 2,050 |
| Provision for credit losses |  | 2,680 |  | 318 |  | 30 |  | 634 |  | 36 |  | (478) |
| Noninterest expense |  | 12,287 |  | 12,161 |  | 9,770 |  | 5,608 |  | 8,724 |  | 3,357 |
| Net income (loss) |  | 4,638 |  | $(4,058)$ |  | 2,199 |  | 3,718 |  | 1,199 |  | 296 |
| Return on average allocated capital ${ }^{(2)}$ |  | 20.70\% |  | $\mathrm{n} / \mathrm{m}$ |  | 29.57\% |  | 21.62\% |  | $5.37 \%$ |  | $\mathrm{n} / \mathrm{m}$ |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,052 | \$ | 90,478 | \$ | 109,499 | \$ | 253,335 | \$ | 57,886 | \$ | 238,638 |
| Total deposits |  | 515,655 |  | $\mathrm{n} / \mathrm{m}$ |  | 242,757 |  | 229,206 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,063 |
| Allocated capital ${ }^{(2)}$ |  | 30,000 |  | 24,000 |  | 10,000 |  | 23,000 |  | 30,000 |  | $\mathrm{n} / \mathrm{m}$ |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 167,257 | \$ | 87,586 | \$ | 114,175 | \$ | 267,165 | \$ | 68,662 | \$ | 229,547 |
| Total deposits |  | 526,836 |  | $\mathrm{n} / \mathrm{m}$ |  | 241,553 |  | 262,502 |  | $\mathrm{n} / \mathrm{m}$ |  | 30,909 |

[^5]Page 21

## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

 accurate picture of the interest margin for comparative purposes. See Reconciliations to GAAP Financial Measures on pages 22-24.
${ }^{(2)}$ Beginning in 2014, interest-bearing deposits placed with the Federal Reserve and certain non-U.S. central banks are included in earning assets. Prior period yields have been reclassified to conform to current period presentation.

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

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

(Dollars in millions)
The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

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

In addition, the Corporation evaluates its business segment results based on measures that utilize average allocated capital. The Corporation allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal risk-based capital models. The Corporation's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. 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. Allocated capital and the related return both represent non-GAAP financial measures. Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, business segment exposures and risk profile, regulatory constraints and strategic plans. As part of this process, in the first quarter of 2014, the Corporation adjusted the amount of capital being allocated to its business segments. This change resulted in a reduction of the unallocated capital, which is reflected in All Other, and an aggregate increase to the amount of capital being allocated to the business segments. Prior periods were not restated.

See the tables below and on pages 23-24 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30 , 2014 and 2013, and the three months ended September 30, 2014, June 30, 2014 and September 30, 2013. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.


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

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures (continued)

| (Dollars in millions, except per share data; shares in thousands) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 221,168 | \$ | 218,967 | \$ | 221,168 | \$ | 222,565 | \$ | 218,967 |
| Goodwill |  | $(69,784)$ |  | $(69,891)$ |  | $(69,784)$ |  | $(69,810)$ |  | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(4,849)$ |  | $(5,843)$ |  | $(4,849)$ |  | $(5,099)$ |  | $(5,843)$ |
| Related deferred tax liabilities |  | 2,019 |  | 2,231 |  | 2,019 |  | 2,078 |  | 2,231 |
| Tangible common shareholders' equity | \$ | 148,554 | \$ | 145,464 | \$ | 148,554 | \$ | 149,734 | \$ | 145,464 |
| $\underline{\text { Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity }}$ |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 239,081 | \$ | 232,282 | \$ | 239,081 | \$ | 237,411 | \$ | 232,282 |
| Goodwill |  | $(69,784)$ |  | $(69,891)$ |  | $(69,784)$ |  | $(69,810)$ |  | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(4,849)$ |  | $(5,843)$ |  | $(4,849)$ |  | $(5,099)$ |  | $(5,843)$ |
| Related deferred tax liabilities |  | 2,019 |  | 2,231 |  | 2,019 |  | 2,078 |  | 2,231 |
| Tangible shareholders' equity | \$ | 166,467 | \$ | 158,779 | \$ | 166,467 | \$ | 164,580 | \$ | 158,779 |
| $\underline{\text { Reconciliation of period-end assets to period-end tangible assets }}$ |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 2,123,613 | \$ | 2,126,653 | \$ | 2,123,613 | \$ | 2,170,557 | \$ | 2,126,653 |
| Goodwill |  | $(69,784)$ |  | $(69,891)$ |  | $(69,784)$ |  | $(69,810)$ |  | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(4,849)$ |  | $(5,843)$ |  | $(4,849)$ |  | $(5,099)$ |  | $(5,843)$ |
| Related deferred tax liabilities |  | 2,019 |  | 2,231 |  | 2,019 |  | 2,078 |  | 2,231 |
| Tangible assets | \$ | 2,050,999 | \$ | 2,053,150 | \$ | 2,050,999 | \$ | 2,097,726 | \$ | 2,053,150 |
| $\underline{\text { Book value per share of common stock }}$ |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 221,168 | \$ | 218,967 | \$ | 221,168 | \$ | 222,565 | \$ | 218,967 |
| Ending common shares issued and outstanding |  | 10,515,894 |  | 10,683,282 |  | 10,515,894 |  | 10,515,825 |  | 10,683,282 |
| Book value per share of common stock | \$ | 21.03 | \$ | 20.50 | \$ | 21.03 | \$ | 21.16 | \$ | 20.50 |
| Tangible book value per share of common stock |  |  |  |  |  |  |  |  |  |  |
| Tangible common shareholders' equity | \$ | 148,554 | \$ | 145,464 | \$ | 148,554 | \$ | 149,734 | \$ | 145,464 |
| Ending common shares issued and outstanding |  | 10,515,894 |  | 10,683,282 |  | 10,515,894 |  | 10,515,825 |  | 10,683,282 |
| Tangible book value per share of common stock | \$ | 14.13 | \$ | 13.62 | \$ | 14.13 | \$ | 14.24 | \$ | 13.62 |

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

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |
| $\underline{\text { Reconciliation of return on average allocated capital }{ }^{(1)}}$ |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Business Banking |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 5,327 | \$ | 4,638 | \$ | 1,856 | \$ | 1,797 | \$ | 1,787 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 3 |  | 6 |  | 1 |  | 1 |  | 2 |
| Adjusted net income | \$ | 5,330 | \$ | 4,644 | \$ | 1,857 | \$ | 1,798 | \$ | 1,789 |
| Average allocated equity ${ }^{(3)}$ | \$ | 61,458 | \$ | 62,050 | \$ | 61,441 | \$ | 61,459 | \$ | 62,024 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(31,958)$ |  | $(32,050)$ |  | $(31,941)$ |  | $(31,959)$ |  | $(32,024)$ |
| Average allocated capital | \$ | 29,500 | \$ | 30,000 | \$ | 29,500 | \$ | 29,500 | \$ | 30,000 |
| Global Wealth \& Investment Management |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 2,268 | \$ | 2,199 | \$ | 813 | \$ | 726 | \$ | 720 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 10 |  | 13 |  | 4 |  | 3 |  | 4 |
| Adjusted net income | \$ | 2,278 | \$ | 2,212 | \$ | 817 | \$ | 729 | \$ | 724 |
| Average allocated equity ${ }^{(3)}$ | \$ | 22,223 | \$ | 20,302 | \$ | 22,204 | \$ | 22,222 | \$ | 20,283 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(10,223)$ |  | $(10,302)$ |  | $(10,204)$ |  | $(10,222)$ |  | $(10,283)$ |
| Average allocated capital | \$ | 12,000 | \$ | 10,000 | \$ | 12,000 | \$ | 12,000 | \$ | 10,000 |
| Global Banking |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 4,002 | \$ | 3,718 | \$ | 1,414 | \$ | 1,352 | \$ | 1,137 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 1 |  | 2 |  | 1 |  | - |  | 1 |
| Adjusted net income | \$ | 4,003 | \$ | 3,720 | \$ | 1,415 | \$ | 1,352 | \$ | 1,138 |
| Average allocated equity ${ }^{(3)}$ | \$ | 53,405 | \$ | 45,412 | \$ | 53,402 | \$ | 53,405 | \$ | 45,413 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(22,405)$ |  | $(22,412)$ |  | $(22,402)$ |  | $(22,405)$ |  | $(22,413)$ |
| Average allocated capital | \$ | 31,000 | \$ | 23,000 | \$ | 31,000 | \$ | 31,000 | \$ | 23,000 |
| Global Markets |  |  |  |  |  |  |  |  |  |  |
| Reported net income (loss) | \$ | 3,178 | \$ | 1,199 | \$ | 769 | \$ | 1,100 | \$ | (875) |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 7 |  | 6 |  | 3 |  | 2 |  | 2 |
| Adjusted net income (loss) | \$ | 3,185 | \$ | 1,205 | \$ | 772 | \$ | 1,102 | \$ | (873) |
| Average allocated equity ${ }^{(3)}$ | \$ | 39,373 | \$ | 35,366 | \$ | 39,371 | \$ | 39,373 | \$ | 35,369 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(5,373)$ |  | $(5,366)$ |  | $(5,371)$ |  | $(5,373)$ |  | $(5,369)$ |
| Average allocated capital | \$ | 34,000 | \$ | 30,000 | \$ | 34,000 | \$ | 34,000 | \$ | 30,000 |

[^6]Certain prior period amounts have been reclassified to conform to current period presentation

## Bank of America <br> 

## Supplemental Information Third Quarter 2014

Consolidated Financial Highlights ..... $\underline{2}$
Supplemental Financial Data ..... $\underline{3}$
Consolidated Statement of Income4
Consolidated Statement of Comprehensive Income ..... 5
Consolidated Balance Sheet ..... 6
Capital Management ..... 8
Regulatory Capital Reconciliations ..... $\underline{9}$
Net Interest Income Excluding Trading-related Net Interest Income ..... 10
Quarterly Average Balances and Interest Rates ..... $\underline{11}$
Year-to-Date Average Balances and Interest Rates ..... 13
Debt Securities and Available-for-Sale Marketable Equity Securities ..... 15
Quarterly Results by Business Segment ..... 16
Year-to-Date Results by Business Segment ..... 17
Consumer \& Business Banking
Total Segment Results ..... 18
Business Results ..... $\underline{19}$
Key Indicators ..... $\underline{22}$
Consumer Real Estate Services Total Segment Results ..... $\underline{23}$
Business Results ..... $\underline{24}$
Key Indicators ..... $\underline{27}$
Global Wealth \& Investment Management
Total Segment Results ..... 28
Key Indicators ..... $\underline{29}$
Global Banking
Total Segment Results ..... 30
Key Indicators ..... 31
Investment Banking Product Rankings ..... $\underline{32}$
Global Markets
Total Segment Results ..... 33
Key Indicators ..... $\underline{34}$
All Other
Total Results ..... 35
Equity Investments ..... 36
Outstanding Loans and Leases ..... $\underline{37}$
Quarterly Average Loans and Leases by Business Segment ..... 38
Commercial Credit Exposure by Industry ..... 39
Net Credit Default Protection by Maturity Profile and Credit Exposure Debt Rating ..... 40
Top 20 Non-U.S. Countries Exposure ..... 41
Nonperforming Loans, Leases and Foreclosed Properties ..... $\underline{42}$
Nonperforming Loans, Leases and Foreclosed Properties Activity ..... $\underline{43}$
Quarterly Net Charge-offs and Net Charge-off Ratios ..... 44
Year-to-Date Net Charge-offs and Net Charge-off Ratios ..... 45
Allocation of the Allowance for Credit Losses by Product Type ..... 46
Exhibit A: Non-GAAP Reconciliations ..... 47

## Bank of America Corporation and Subsidiaries

Consolidated Financial Highlights

| (Dollars in millions, except per share information; shares in thousands) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Income statement |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,317 |  | \$ 31,479 | \$ | 10,219 | \$ | 10,013 | \$ | 10,085 | \$ | 10,786 | \$ | 10,266 |
| Noninterest income |  | 35,205 |  | 35,975 |  | 10,990 |  | 11,734 |  | 12,481 |  | 10,702 |  | 11,264 |
| Total revenue, net of interest expense |  | 65,522 |  | 67,454 |  | 21,209 |  | 21,747 |  | 22,566 |  | 21,488 |  | 21,530 |
| Provision for credit losses |  | 2,056 |  | 3,220 |  | 636 |  | 411 |  | 1,009 |  | 336 |  | 296 |
| Noninterest expense |  | 60,521 |  | 51,907 |  | 19,742 |  | 18,541 |  | 22,238 |  | 17,307 |  | 16,389 |
| Income tax expense (benefit) |  | 762 |  | 4,335 |  | 663 |  | 504 |  | (405) |  | 406 |  | 2,348 |
| Net income (loss) |  | 2,183 |  | 7,992 |  | 168 |  | 2,291 |  | (276) |  | 3,439 |  | 2,497 |
| Preferred stock dividends |  | 732 |  | 1,093 |  | 238 |  | 256 |  | 238 |  | 256 |  | 279 |
| Net income (loss) applicable to common shareholders |  | 1,451 |  | 6,899 |  | (70) |  | 2,035 |  | (514) |  | 3,183 |  | 2,218 |
| Diluted earnings (loss) per common share ${ }^{(1)}$ |  | 0.14 |  | 0.62 |  | (0.01) |  | 0.19 |  | (0.05) |  | 0.29 |  | 0.20 |
| Average diluted common shares issued and outstanding ${ }^{(1)}$ |  | 0,587,841 |  | 1,523,649 |  | 0,515,790 |  | 1,265,123 |  | 560,518 |  | 1,404,438 |  | 1,482,226 |
| Dividends paid per common share | \$ | 0.07 |  | \$ 0.03 | \$ | 0.05 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 | \$ | 0.01 |
| Performance ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 0.14\% |  | 0.49\% |  | 0.03\% |  | 0.42\% |  | $\mathrm{n} / \mathrm{m}$ |  | 0.64\% |  | 0.47\% |
| Return on average common shareholders' equity |  | 0.87 |  | 4.23 |  | n/m |  | 3.68 |  | $\mathrm{n} / \mathrm{m}$ |  | 5.74 |  | 4.06 |
| Return on average tangible common shareholders' equity ${ }^{(2)}$ |  | 1.30 |  | 6.40 |  | n/m |  | 5.47 |  | $\mathrm{n} / \mathrm{m}$ |  | 8.61 |  | 6.15 |
| Return on average tangible shareholders' equity ${ }^{(2)}$ |  | 1.78 |  | 6.67 |  | 0.40 |  | 5.64 |  | $\mathrm{n} / \mathrm{m}$ |  | 8.53 |  | 6.32 |
| At period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share of common stock | \$ | 21.03 | \$ | 20.50 | \$ | 21.03 | \$ | 21.16 | \$ | 20.75 | \$ | 20.71 | \$ | 20.50 |
| Tangible book value per share of common stock ${ }^{(2)}$ |  | 14.13 |  | 13.62 |  | 14.13 |  | 14.24 |  | 13.81 |  | 13.79 |  | 13.62 |
| Market price per share of common stock: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Closing price | \$ | 17.05 | \$ | 13.80 | \$ | 17.05 | \$ | 15.37 | \$ | 17.20 | \$ | 15.57 | \$ | 13.80 |
| High closing price for the period |  | 17.92 |  | 14.95 |  | 17.18 |  | 17.34 |  | 17.92 |  | 15.88 |  | 14.95 |
| Low closing price for the period |  | 14.51 |  | 11.03 |  | 14.98 |  | 14.51 |  | 16.10 |  | 13.69 |  | 12.83 |
| Market capitalization |  | 179,296 |  | 147,429 |  | 179,296 |  | 161,628 |  | 181,117 |  | 164,914 |  | 147,429 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of banking centers - U.S. |  | 4,947 |  | 5,243 |  | 4,947 |  | 5,023 |  | 5,095 |  | 5,151 |  | 5,243 |
| Number of branded ATMs - U.S. |  | 15,675 |  | 16,201 |  | 15,675 |  | 15,976 |  | 16,214 |  | 16,259 |  | 16,201 |
| Full-time equivalent employees |  | 229,538 |  | 247,943 |  | 229,538 |  | 233,201 |  | 238,560 |  | 242,117 |  | 247,943 |

[^7]$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries

## Supplemental Financial Data

(Dollars in millions)

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

|  | Nine Months Ended September 30 |  |  |  | ThirdQuarter2014 |  | Second Quarter 2014 |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,956 | \$ | 32,125 | \$ | 10,444 | \$ | 10,226 | \$ | 10,286 | \$ | 10,999 | \$ | 10,479 |
| Total revenue, net of interest expense |  | 66,161 |  | 68,100 |  | 21,434 |  | 21,960 |  | 22,767 |  | 21,701 |  | 21,743 |
| Net interest yield ${ }^{(2)}$ |  | 2.27\% |  | 2.35\% |  | 2.29\% |  | 2.22\% |  | 2.29\% |  | 2.44\% |  | 2.33\% |
| Efficiency ratio |  | 91.47 |  | 76.22 |  | 92.10 |  | 84.43 |  | 97.68 |  | 79.75 |  | 75.38 |

${ }^{(1)}$ FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
${ }^{(2)}$ Beginning in 2014, interest-bearing deposits placed with the Federal Reserve and certain non-U.S. central banks are included in earning assets. Prior period yields have been reclassified to conform to current period presentation.

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

## Bank of America Corporation and Subsidiaries

Consolidated Statement of Income
(Dollars in millions, except per share information; shares in thousands)

 in the third and first quarters of 2014 because of the net loss applicable to common shareholders.

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) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2014 \end{aligned}$ |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | \$ | 2,183 | \$ | 7,992 | \$ | 168 | \$ | 2,291 | \$ | (276) | \$ | 3,439 | \$ | 2,497 |
| Other comprehensive income (loss), net-of-tax: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net change in available-for-sale debt and marketable equity securities |  | 2,600 |  | $(5,770)$ |  | (994) |  | 2,305 |  | 1,289 |  | $(2,396)$ |  | (631) |
| Net change in derivatives |  | 411 |  | 365 |  | 196 |  | 7 |  | 208 |  | 227 |  | 180 |
| Employee benefit plan adjustments |  | 64 |  | 1,513 |  | 8 |  | 7 |  | 49 |  | 536 |  | 1,380 |
| Net change in foreign currency translation adjustments |  | (133) |  | (134) |  | (14) |  | 7 |  | (126) |  | (1) |  | (43) |
| Other comprehensive income (loss) |  | 2,942 |  | $(4,026)$ |  | (804) |  | 2,326 |  | 1,420 |  | $(1,634)$ |  | 886 |
| Comprehensive income (loss) | \$ | 5,125 | \$ | 3,966 | \$ | (636) | \$ | 4,617 | \$ | 1,144 | \$ | 1,805 | \$ | 3,383 |

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

## Consolidated Balance Sheet

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | September 30$2013$ |  |
| Assets |  |  |  |  |  |  |
| Cash and due from banks | \$ | 28,332 | \$ | 31,969 | \$ | 37,935 |
| Interest-bearing deposits with the Federal Reserve and non-U.S. central banks |  | 100,327 |  | 120,930 |  | 83,298 |
| Cash and cash equivalents |  | 128,659 |  | 152,899 |  | 121,233 |
| Time deposits placed and other short-term investments |  | 7,859 |  | 8,646 |  | 14,449 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 223,310 |  | 229,449 |  | 212,007 |
| Trading account assets |  | 188,489 |  | 196,952 |  | 201,206 |
| Derivative assets |  | 49,093 |  | 47,892 |  | 53,161 |
| Debt securities: |  |  |  |  |  |  |
| Carried at fair value |  | 307,949 |  | 292,861 |  | 266,349 |
| Held-to-maturity, at cost |  | 60,175 |  | 60,022 |  | 54,649 |
| Total debt securities |  | 368,124 |  | 352,883 |  | 320,998 |
| Loans and leases |  | 891,315 |  | 911,899 |  | 934,392 |
| Allowance for loan and lease losses |  | $(15,106)$ |  | $(15,811)$ |  | $(19,432)$ |
| Loans and leases, net of allowance |  | 876,209 |  | 896,088 |  | 914,960 |
| Premises and equipment, net |  | 9,987 |  | 10,145 |  | 10,703 |
| Mortgage servicing rights |  | 4,243 |  | 4,368 |  | 5,068 |
| Goodwill |  | 69,784 |  | 69,810 |  | 69,891 |
| Intangible assets |  | 4,849 |  | 5,099 |  | 5,843 |
| Loans held-for-sale |  | 7,909 |  | 9,200 |  | 15,001 |
| Customer and other receivables |  | 67,092 |  | 65,475 |  | 60,065 |
| Other assets |  | 118,006 |  | 121,651 |  | 122,068 |
| Total assets | \$ | 2,123,613 | \$ | 2,170,557 | \$ | 2,126,653 |

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

| Trading account assets | \$ | 7,533 | \$ | 7,236 | \$ | 8,743 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivative assets |  | 8 |  | 25 |  | 199 |
| Loans and leases |  | 96,565 |  | 102,799 |  | 109,996 |
| Allowance for loan and lease losses |  | $(2,002)$ |  | $(2,326)$ |  | $(2,962)$ |
| Loans and leases, net of allowance |  | 94,563 |  | 100,473 |  | 107,034 |
| Loans held-for-sale |  | 555 |  | 601 |  | 1,875 |
| All other assets |  | 2,738 |  | 3,946 |  | 4,314 |
| Total assets of consolidated variable interest entities | \$ | 105,397 | \$ | 112,281 | \$ | 122,165 |

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

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

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Liabilities |  |  |  |  |  |  |
| Deposits in U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 386,546 | \$ | 390,976 | \$ | 374,275 |
| Interest-bearing |  | 654,726 |  | 662,823 |  | 657,477 |
| Deposits in non-U.S. offices: |  |  |  |  |  |  |
| Noninterest-bearing |  | 7,368 |  | 7,224 |  | 7,403 |
| Interest-bearing |  | 63,341 |  | 73,306 |  | 70,963 |
| Total deposits |  | 1,111,981 |  | 1,134,329 |  | 1,110,118 |
| Federal funds purchased and securities loaned or sold under agreements to repurchase |  | 217,925 |  | 217,829 |  | 226,274 |
| Trading account liabilities |  | 76,867 |  | 88,342 |  | 82,713 |
| Derivative liabilities |  | 44,238 |  | 38,647 |  | 44,568 |
| Short-term borrowings |  | 33,275 |  | 45,873 |  | 40,769 |
| Accrued expenses and other liabilities (includes \$529,\$503 and \$480 of reserve for unfunded lending commitments) |  | 150,131 |  | 151,055 |  | 134,598 |
| Long-term debt |  | 250,115 |  | 257,071 |  | 255,331 |
| Total liabilities |  | 1,884,532 |  | 1,933,146 |  | 1,894,371 |
| Shareholders' equity |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; authorized $\mathbf{- 1 0 0 , 0 0 0 , 0 0 0}$ shares; issued and outstanding $-\mathbf{3 , 5 9 1 , 7 9 0}, 3,467,790$ and $3,407,790$ shares |  | 17,913 |  | 14,846 |  | 13,315 |
| 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 - 10,515,893,904, $10,515,824,628$ and $10,683,282,112$ shares |  | 153,472 |  | 153,468 |  | 156,371 |
| Retained earnings |  | 73,211 |  | 73,808 |  | 69,419 |
| Accumulated other comprehensive income (loss) |  | $(5,515)$ |  | $(4,711)$ |  | $(6,823)$ |
| Total shareholders' equity |  | 239,081 |  | 237,411 |  | 232,282 |
| Total liabilities and shareholders' equity | \$ | 2,123,613 | \$ | 2,170,557 | \$ | 2,126,653 |

Liabilities of consolidated variable interest entities included in total liabilities above

| Short-term borrowings | \$ | 985 | \$ | 927 | \$ | 2,180 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt |  | 15,904 |  | 16,333 |  | 24,481 |
| All other liabilities |  | 137 |  | 93 |  | 382 |
| Total liabilities of consolidated variable interest entities | \$ | 17,026 | \$ | 17,353 | \$ | 27,043 |

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

## Capital Management

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Basel 3 Transition |  |  |  |  |  | Basel 1 |  |  |  |
|  | $\begin{gathered} \hline \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { December } 31 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Risk-based capital metrics ${ }^{(1,2)}$ : |  |  |  |  |  |  |  |  |  |  |
| Common equity tier 1 capital | \$ | 152,852 | \$ | 153,582 | \$ | 150,922 |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |
| Tier 1 common capital |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | n/a | \$ | 141,522 | \$ | 139,410 |
| Tier 1 capital |  | 163,448 |  | 160,760 |  | 152,936 |  | 157,742 |  | 155,593 |
| Total capital |  | 201,168 |  | 197,028 |  | 190,124 |  | 196,567 |  | 194,585 |
| Risk-weighted assets |  | 1,271,605 |  | 1,284,924 |  | 1,282,117 |  | 1,297,593 |  | 1,289,501 |
| Common equity tier 1 capital ratio |  | 12.0\% |  | 12.0\% |  | 11.8\% |  | $\mathrm{n} / \mathrm{a}$ |  | n /a |
| Tier 1 common capital ratio ${ }^{(3)}$ |  | n/a |  | $\mathrm{n} / \mathrm{a}$ |  | n/a |  | 10.9\% |  | 10.8\% |
| Tier 1 capital ratio |  | 12.9 |  | 12.5 |  | 11.9 |  | 12.2 |  | 12.1 |
| Total capital ratio |  | 15.8 |  | 15.3 |  | 14.8 |  | 15.1 |  | 15.1 |
| Tier 1 leverage ratio |  | 7.9 |  | 7.7 |  | 7.4 |  | 7.7 |  | 7.6 |
| Tangible equity ratio ${ }^{(4)}$ |  | 8.12 |  | 7.85 |  | 7.65 |  | 7.86 |  | 7.73 |
| Tangible common equity ratio ${ }^{(4)}$ |  | 7.24 |  | 7.14 |  | 7.00 |  | 7.20 |  | 7.08 |

${ }^{(1)}$ Regulatory capital ratios are preliminary.
${ }^{(2)}$ On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and Tier 1 capital. We reported under Basel 1 (which included the Market Risk Final Rules) at December 31, 2013 and September 30, 2013.
${ }^{(3)}$ Tier 1 common capital ratio equals Tier 1 capital excluding preferred stock, trust preferred securities, hybrid securities and minority interest divided by risk-weighted assets.
${ }^{(4)}$ 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 these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 47-50.)
$\mathrm{n} / \mathrm{a}=$ not applicable

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

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

(Dollars in millions)


Regulatory capital ratios

| Basel 1 Tier 1 common | n/a | n/a | $\mathrm{n} / \mathrm{a}$ | 10.9\% |
| :---: | :---: | :---: | :---: | :---: |
| Basel 3 Standardized approach common equity tier 1 (transition) | 12.0\% | 12.0\% | 11.8\% | $\mathrm{n} / \mathrm{a}$ |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in) | 9.6 | 9.5 | 9.0 | 8.8 |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) | 9.6 | 9.9 | 9.6 | 9.6 |

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

## Bank of America Corporation and Subsidiaries

Net Interest Income Excluding Trading-related Net Interest Income

| (Dollars in millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  | Third Quarter 2014 | Second Quarter 2014 | First Quarter 2014 | Fourth Quarter 2013 | Third Quarter 2013 |
|  | 2014 | 2013 |  |  |  |  |  |
| Net interest income (FTE basis) |  |  |  |  |  |  |  |
| As reported | \$ 30,956 | \$ 32,125 | \$ 10,444 | \$ 10,226 | \$ 10,286 | \$ 10,999 | \$ 10,479 |
| Impact of trading-related net interest income | $(2,658)$ | $(2,806)$ | (900) | (858) | (900) | $(1,046)$ | (883) |
| Net interest income excluding trading-related net interest income ${ }^{(1)}$ | \$ 28,298 | \$ 29,319 | \$ 9,544 | \$ 9,368 | \$ 9,386 | \$ 9,953 | \$ 9,596 |
| Average earning assets ${ }^{(2)}$ |  |  |  |  |  |  |  |
| As reported | \$1,819,247 | \$ 1,826,575 | \$1,813,482 | \$1,840,850 | \$ 1,803,298 | \$ 1,798,697 | \$ 1,789,045 |
| Impact of trading-related earning assets | $(449,248)$ | $(476,853)$ | $(441,661)$ | $(463,395)$ | $(442,700)$ | $(445,693)$ | $(446,181)$ |
| Average earning assets excluding trading-related earning assets ${ }^{(1)}$ | \$1,369,999 | \$ 1,349,722 | \$1,371,821 | \$1,377,455 | \$ 1,360,598 | \$ 1,353,004 | \$ 1,342,864 |
| Net interest yield contribution (FTE basis) ${ }^{(2,3)}$ |  |  |  |  |  |  |  |
| As reported | 2.27\% | 2.35\% | 2.29\% | 2.22 \% | 2.29\% | 2.44\% | 2.33\% |
| Impact of trading-related activities | 0.48 | 0.55 | 0.47 | 0.50 | 0.48 | 0.49 | 0.51 |
| Net interest yield on earning assets excluding trading-related activities ${ }^{(1)}$ | 2.75\% | 2.90\% | 2.76\% | 2.72\% | 2.77\% | 2.93\% | 2.84\% |

[^11][^12]
## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2014 |  |  |  |  | Second Quarter 2014 |  |  |  |  | Third Quarter 2013 |  |  |  |  |
|  | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |
| Earning assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits with the Federal Reserve and non-U.S. central banks ${ }^{(1)}$ | \$ | 110,876 | \$ | 77 | 0.28\% | \$ | 123,582 | \$ | 85 | 0.28\% | \$ | 78,360 | \$ | 50 | 0.26\% |
| Time deposits placed and other short-term investments |  | 10,457 |  | 41 | 1.54 |  | 10,509 |  | 39 | 1.51 |  | 17,256 |  | 47 | 1.07 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 223,978 |  | 239 | 0.42 |  | 235,393 |  | 297 | 0.51 |  | 223,434 |  | 291 | 0.52 |
| Trading account assets |  | 143,282 |  | 1,148 | 3.18 |  | 147,798 |  | 1,214 | 3.29 |  | 144,502 |  | 1,093 | 3.01 |
| Debt securities ${ }^{(2)}$ |  | 359,653 |  | 2,236 | 2.48 |  | 345,889 |  | 2,134 | 2.46 |  | 327,493 |  | 2,211 | 2.70 |
| Loans and leases ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 235,271 |  | 2,083 | 3.54 |  | 243,405 |  | 2,195 | 3.61 |  | 256,297 |  | 2,359 | 3.68 |
| Home equity |  | 88,590 |  | 836 | 3.76 |  | 90,729 |  | 842 | 3.72 |  | 98,172 |  | 930 | 3.77 |
| U.S. credit card |  | 88,866 |  | 2,093 | 9.34 |  | 88,058 |  | 2,042 | 9.30 |  | 90,005 |  | 2,226 | 9.81 |
| Non-U.S. credit card |  | 11,784 |  | 304 | 10.25 |  | 11,759 |  | 308 | 10.51 |  | 10,633 |  | 317 | 11.81 |
| Direct/Indirect consumer |  | 82,669 |  | 523 | 2.51 |  | 82,102 |  | 524 | 2.56 |  | 83,773 |  | 587 | 2.78 |
| Other consumer |  | 2,111 |  | 19 | 3.44 |  | 2,012 |  | 17 | 3.60 |  | 1,876 |  | 19 | 3.88 |
| Total consumer |  | 509,291 |  | 5,858 | 4.58 |  | 518,065 |  | 5,928 | 4.58 |  | 540,756 |  | 6,438 | 4.74 |
| U.S. commercial |  | 230,891 |  | 1,659 | 2.85 |  | 230,486 |  | 1,673 | 2.91 |  | 221,541 |  | 1,704 | 3.05 |
| Commercial real estate |  | 46,071 |  | 344 | 2.96 |  | 48,315 |  | 357 | 2.97 |  | 43,164 |  | 352 | 3.24 |
| Commercial lease financing |  | 24,325 |  | 211 | 3.48 |  | 24,409 |  | 193 | 3.16 |  | 23,862 |  | 203 | 3.41 |
| Non-U.S. commercial |  | 88,663 |  | 560 | 2.51 |  | 91,305 |  | 569 | 2.50 |  | 94,655 |  | 529 | 2.22 |
| Total commercial |  | 389,950 |  | 2,774 | 2.83 |  | 394,515 |  | 2,792 | 2.84 |  | 383,222 |  | 2,788 | 2.89 |
| Total loans and leases |  | 899,241 |  | 8,632 | 3.82 |  | 912,580 |  | 8,720 | 3.83 |  | 923,978 |  | 9,226 | 3.97 |
| Other earning assets |  | 65,995 |  | 710 | 4.27 |  | 65,099 |  | 665 | 4.09 |  | 74,022 |  | 677 | 3.62 |
| Total earning assets ${ }^{(4)}$ |  | 1,813,482 |  | 13,083 | 2.87 |  | 1,840,850 |  | 13,154 | 2.86 |  | 1,789,045 |  | 13,595 | 3.02 |
| Cash and due from banks ${ }^{(1)}$ |  | 25,120 |  |  |  |  | 27,377 |  |  |  |  | 34,704 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 297,507 |  |  |  |  | 301,328 |  |  |  |  | 299,681 |  |  |  |
| Total assets |  | 2,136,109 |  |  |  | \$ | 2,169,555 |  |  |  | \$ | 2,123,430 |  |  |  |

() Beginning in 2014, interest-bearing deposits placed with the Federal Reserve and certain non-U.S. central banks are included in earning assets. In prior periods, these balances were included with cash and due from banks in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation. Prior periods have been reclassified to conform to current period presentation.
${ }^{(2)}$ Beginning in 2014, yields on debt securities carried at fair value are calculated on the cost basis. Prior to 2014, yields on debt securities carried at fair value were calculated based on fair value rather than the cost basis. The use of fair value did not have a material impact on net interest yield.
${ }^{(3)}$ Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.
${ }^{(4)}$ The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 10 | \$ | 14 | \$ | 15 |
| Debt securities |  | (27) |  | (13) |  | (2) |
| U.S. commercial |  | (13) |  | (14) |  | (14) |
| Net hedge expenses on assets | \$ | (30) | \$ | (13) | \$ | (1) |

[^13]Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis (continued)

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2014 |  |  |  |  | Second Quarter 2014 |  |  |  |  | Third Quarter 2013 |  |  |  |  |
|  |  | Average <br> Balance | Interest <br> Income/ <br> Expense |  | Yield/ Rate | Average Balance |  | Interest Income/ Expense |  | Yield/ Rate |  Interest <br> Average Income/ <br> Balance Expense |  |  |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 46,803 | \$ | 1 | 0.01\% | \$ | 47,450 | \$ | - | -\% | \$ | 43,968 | \$ | 5 | 0.05\% |
| NOW and money market deposit accounts |  | 517,043 |  | 78 | 0.06 |  | 519,399 |  | 79 | 0.06 |  | 508,136 |  | 100 | 0.08 |
| Consumer CDs and IRAs |  | 65,579 |  | 58 | 0.35 |  | 68,706 |  | 70 | 0.41 |  | 78,161 |  | 113 | 0.57 |
| Negotiable CDs, public funds and other deposits |  | 31,806 |  | 28 | 0.34 |  | 33,412 |  | 29 | 0.35 |  | 27,108 |  | 28 | 0.41 |
| Total U.S. interest-bearing deposits |  | 661,231 |  | 165 | 0.10 |  | 668,967 |  | 178 | 0.11 |  | 657,373 |  | 246 | 0.15 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 8,022 |  | 22 | 1.10 |  | 10,538 |  | 19 | 0.72 |  | 12,799 |  | 17 | 0.54 |
| Governments and official institutions |  | 1,706 |  | 1 | 0.15 |  | 1,754 |  | - | 0.14 |  | 1,551 |  | 1 | 0.19 |
| Time, savings and other |  | 61,331 |  | 82 | 0.54 |  | 64,091 |  | 85 | 0.53 |  | 54,926 |  | 70 | 0.51 |
| Total non-U.S. interest-bearing deposits |  | 71,059 |  | 105 | 0.59 |  | 76,383 |  | 104 | 0.55 |  | 69,276 |  | 88 | 0.50 |
| Total interest-bearing deposits |  | 732,290 |  | 270 | 0.15 |  | 745,350 |  | 282 | 0.15 |  | 726,649 |  | 334 | 0.18 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 255,111 |  | 591 | 0.92 |  | 271,247 |  | 763 | 1.13 |  | 279,425 |  | 683 | 0.97 |
| Trading account liabilities |  | 84,988 |  | 392 | 1.83 |  | 95,153 |  | 398 | 1.68 |  | 84,648 |  | 375 | 1.76 |
| Long-term debt |  | 251,772 |  | 1,386 | 2.19 |  | 259,825 |  | 1,485 | 2.29 |  | 258,717 |  | 1,724 | 2.65 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,324,161 |  | 2,639 | 0.79 |  | 1,371,575 |  | 2,928 | 0.86 |  | 1,349,439 |  | 3,116 | 0.92 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 395,198 |  |  |  |  | 383,213 |  |  |  |  | 363,962 |  |  |  |
| Other liabilities |  | 178,712 |  |  |  |  | 178,970 |  |  |  |  | 179,637 |  |  |  |
| Shareholders' equity |  | 238,038 |  |  |  |  | 235,797 |  |  |  |  | 230,392 |  |  |  |
| Total liabilities and shareholders' equity |  | 2,136,109 |  |  |  | \$ | 2,169,555 |  |  |  | \$ | 2,123,430 |  |  |  |
| Net interest spread |  |  |  |  | 2.08\% |  |  |  |  | 2.00\% |  |  |  |  | 2.10\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.21 |  |  |  |  | 0.22 |  |  |  |  | 0.23 |
| Net interest income/yield on earning assets |  |  | \$ | 10,444 | 2.29\% |  |  | \$ | 10,226 | 2.22\% |  |  | \$ | 10,479 | 2.33\% |


|  | Third Quarter 2014 |  | Second Quarter 2014 |  | Third Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NOW and money market deposit accounts |  | \$ | \$ | (1) | \$ | - |
| Consumer CDs and IRAs |  | 6 |  | 12 |  | 23 |
| Negotiable CDs, public funds and other deposits |  | 3 |  | 4 |  | 3 |
| Banks located in non-U.S. countries |  | 9 |  | 6 |  | 2 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings |  | 260 |  | 263 |  | 260 |
| Long-term debt |  | (880) |  | (905) |  | (844) |
| Net hedge income on liabilities |  | \$ (602) | \$ | (621) | \$ | (556) |

[^14]
## Bank of America Corporation and Subsidiaries

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

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  |  | 2013 |  |  |  |  |
|  | 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 and non-U.S. central banks ${ }^{(1)}$ | \$ | 115,670 | \$ | 234 | 0.27\% | \$ | 66,636 | \$ | 123 | 0.25\% |
| Time deposits placed and other short-term investments |  | 11,603 |  | 129 | 1.49 |  | 16,162 |  | 139 | 1.15 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |  | 224,001 |  | 801 | 0.48 |  | 231,379 |  | 925 | 0.53 |
| Trading account assets |  | 146,205 |  | 3,575 | 3.27 |  | 173,312 |  | 3,697 | 2.85 |
| Debt securities ${ }^{(2)}$ |  | 345,194 |  | 6,375 | 2.45 |  | 342,278 |  | 7,324 | 2.85 |
| Loans and leases ${ }^{(3)}$ : |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage |  | 242,034 |  | 6,516 | 3.59 |  | 257,393 |  | 6,944 | 3.60 |
| Home equity |  | 90,676 |  | 2,531 | 3.73 |  | 101,911 |  | 2,880 | 3.78 |
| U.S. credit card |  | 88,820 |  | 6,227 | 9.37 |  | 90,473 |  | 6,667 | 9.85 |
| Non-U.S. credit card |  | 11,700 |  | 920 | 10.51 |  | 10,757 |  | 961 | 11.95 |
| Direct/Indirect consumer |  | 82,170 |  | 1,577 | 2.57 |  | 82,879 |  | 1,805 | 2.91 |
| Other consumer |  | 2,029 |  | 54 | 3.56 |  | 1,766 |  | 56 | 4.13 |
| Total consumer |  | 517,429 |  | 17,825 | 4.60 |  | 545,179 |  | 19,313 | 4.73 |
| U.S. commercial |  | 229,822 |  | 4,983 | 2.90 |  | 216,609 |  | 5,108 | 3.15 |
| Commercial real estate |  | 47,703 |  | 1,069 | 3.00 |  | 41,000 |  | 1,018 | 3.32 |
| Commercial lease financing |  | 24,485 |  | 638 | 3.48 |  | 23,659 |  | 645 | 3.63 |
| Non-U.S. commercial |  | 90,921 |  | 1,672 | 2.46 |  | 88,441 |  | 1,539 | 2.33 |
| Total commercial |  | 392,931 |  | 8,362 | 2.84 |  | 369,709 |  | 8,310 | 3.00 |
| Total loans and leases |  | 910,360 |  | 26,187 | 3.84 |  | 914,888 |  | 27,623 | 4.03 |
| Other earning assets |  | 66,214 |  | 2,072 | 4.18 |  | 81,920 |  | 2,123 | 3.46 |
| Total earning assets ${ }^{(4)}$ |  | 1,819,247 |  | 39,373 | 2.89 |  | 1,826,575 |  | 41,954 | 3.07 |
| Cash and due from banks ${ }^{(1)}$ |  | 26,907 |  |  |  |  | 36,904 |  |  |  |
| Other assets, less allowance for loan and lease losses |  | 302,144 |  |  |  |  | 309,685 |  |  |  |
| Total assets |  | 2,148,298 |  |  |  | \$ | 2,173,164 |  |  |  |

[^15]|  | 2014 |  | 2013 |  |
| :---: | :---: | :---: | :---: | :---: |
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$ | 37 | \$ | 39 |
| Debt securities |  | (42) |  | (172) |
| U.S. commercial |  | (43) |  | (70) |
| Non-U.S. commercial |  | - |  | (2) |
| Net hedge expenses on assets | \$ | (48) | \$ | (205) |

[^16]
## Bank of America Corporation and Subsidiaries

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

|  | Nine Months Ended September 30 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  |  |  | 2013 |  |  |  |  |
|  | Average Interest <br> Income/ <br> Balance <br> Expense  |  |  |  | Yield/ Rate | Average Balance |  | Interest <br> Income/ <br> Expense |  | Yield/ Rate |
| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| Savings | \$ | 46,489 | \$ | 2 | 0.01\% | \$ | 43,937 | \$ | 17 | 0.05\% |
| NOW and money market deposit accounts |  | 519,870 |  | 240 | 0.06 |  | 503,339 |  | 324 | 0.09 |
| Consumer CDs and IRAs |  | 68,455 |  | 212 | 0.41 |  | 81,694 |  | 375 | 0.61 |
| Negotiable CDs, public funds and other deposits |  | 31,688 |  | 84 | 0.35 |  | 25,707 |  | 87 | 0.45 |
| Total U.S. interest-bearing deposits |  | 666,502 |  | 538 | 0.11 |  | 654,677 |  | 803 | 0.16 |
| Non-U.S. interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| Banks located in non-U.S. countries |  | 9,866 |  | 62 | 0.84 |  | 11,936 |  | 58 | 0.65 |
| Governments and official institutions |  | 1,772 |  | 2 | 0.14 |  | 1,534 |  | 2 | 0.18 |
| Time, savings and other |  | 61,979 |  | 241 | 0.52 |  | 54,651 |  | 219 | 0.54 |
| Total non-U.S. interest-bearing deposits |  | 73,617 |  | 305 | 0.55 |  | 68,121 |  | 279 | 0.55 |
| Total interest-bearing deposits |  | 740,119 |  | 843 | 0.15 |  | 722,798 |  | 1,082 | 0.20 |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and other short-term borrowings |  | 259,786 |  | 1,963 | 1.01 |  | 311,486 |  | 2,241 | 0.96 |
| Trading account liabilities |  | 90,176 |  | 1,225 | 1.82 |  | 90,321 |  | 1,274 | 1.89 |
| Long-term debt |  | 255,084 |  | 4,386 | 2.30 |  | 267,582 |  | 5,232 | 2.61 |
| Total interest-bearing liabilities ${ }^{(1)}$ |  | 1,345,165 |  | 8,417 | 0.84 |  | 1,392,187 |  | 9,829 | 0.94 |
| Noninterest-bearing sources: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 384,658 |  |  |  |  | 359,207 |  |  |  |
| Other liabilities |  | 181,674 |  |  |  |  | 187,644 |  |  |  |
| Shareholders' equity |  | 236,801 |  |  |  |  | 234,126 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 2,148,298 |  |  |  | \$ | 2,173,164 |  |  |  |
| Net interest spread |  |  |  |  | 2.05\% |  |  |  |  | 2.13\% |
| Impact of noninterest-bearing sources |  |  |  |  | 0.22 |  |  |  |  | 0.22 |
| Net interest income/yield on earning assets |  |  | \$ | 30,956 | 2.27\% |  |  | \$ | 32,125 | 2.35\% |


| (1) The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased |
| :--- |
| (decreased) interest expense on: |
| NOW and money market deposit accounts |
| Consumer CDs and IRAs |
| Negotiable CDs, public funds and other deposits <br> Banks located in non-U.S. countries <br> Federal funds purchased, securities loaned or sold under agreements to repurchase and other short- <br> term borrowings <br> Long-term debt <br> Net hedge income on liabilities |

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

## Bank of America Corporation and Subsidiaries

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

(Dollars in millions)

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


| Available-for-sale debt securities | June 30, 2014 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| U.S. Treasury and agency securities | \$ | 38,417 | \$ | 301 | \$ | (15) | \$ | 38,703 |
| Mortgage-backed securities: |  |  |  |  |  |  |  |  |
| Agency |  | 161,636 |  | 1,571 |  | $(1,664)$ |  | 161,543 |
| Agency-collateralized mortgage obligations |  | 12,370 |  | 132 |  | (61) |  | 12,441 |
| Non-agency residential |  | 4,818 |  | 272 |  | (84) |  | 5,006 |
| Commercial |  | 2,240 |  | 39 |  | (1) |  | 2,278 |
| Non-U.S. securities |  | 7,034 |  | 40 |  | (5) |  | 7,069 |
| Corporate/Agency bonds |  | 813 |  | 18 |  | (3) |  | 828 |
| Other taxable securities, substantially all asset-backed securities |  | 13,587 |  | 38 |  | (10) |  | 13,615 |
| Total taxable securities |  | 240,915 |  | 2,411 |  | $(1,843)$ |  | 241,483 |
| Tax-exempt securities |  | 8,802 |  | 5 |  | (18) |  | 8,789 |
| Total available-for-sale debt securities |  | 249,717 |  | 2,416 |  | $(1,861)$ |  | 250,272 |
| Other debt securities carried at fair value |  | 43,032 |  | 151 |  | (594) |  | 42,589 |
| Total debt securities carried at fair value |  | 292,749 |  | 2,567 |  | $(2,455)$ |  | 292,861 |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |  | 60,022 |  | 247 |  | $(1,088)$ |  | 59,181 |
| Total debt securities | \$ | 352,771 | \$ | 2,814 | \$ | $(3,543)$ | \$ | 352,042 |
| Available-for-sale marketable equity securities ${ }^{(1)}$ | \$ | 276 | \$ | - | \$ | (36) | \$ | 240 |

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

| (Dollars in millions) | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury and agency securities | \$ | 3,180 | \$ | 4,242 |
| Mortgage-backed securities: |  |  |  |  |
| Agency |  | 15,711 |  | 16,448 |
| Non-agency residential |  | 3,717 |  | 3,401 |
| Commercial |  | 787 |  | 793 |
| Non-U.S. securities ${ }^{(1)}$ |  | 17,405 |  | 17,395 |
| Other taxable securities, substantially all asset-backed securities |  | 309 |  | 310 |
| Total | \$ | 41,109 | \$ | 42,589 |

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

Bank of America Corporation and Subsidiaries
Quarterly Results by Business Segment
(Dollars in millions)

|  | Third Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer \& Business Banking |  | Consumer <br> Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,444 | \$ | 4,952 | \$ | 719 | \$ | 1,460 | \$ | 2,249 | \$ | 988 | \$ | 76 |
| Noninterest income |  | 10,990 |  | 2,559 |  | 374 |  | 3,206 |  | 1,844 |  | 3,148 |  | (141) |
| Total revenue, net of interest expense (FTE basis) |  | 21,434 |  | 7,511 |  | 1,093 |  | 4,666 |  | 4,093 |  | 4,136 |  | (65) |
| Provision for credit losses |  | 636 |  | 617 |  | 286 |  | (15) |  | (32) |  | 45 |  | (265) |
| Noninterest expense |  | 19,742 |  | 3,979 |  | 7,275 |  | 3,403 |  | 1,904 |  | 2,936 |  | 245 |
| Income (loss) before income taxes |  | 1,056 |  | 2,915 |  | $(6,468)$ |  | 1,278 |  | 2,221 |  | 1,155 |  | (45) |
| Income tax expense (benefit) (FTE basis) |  | 888 |  | 1,059 |  | $(1,284)$ |  | 465 |  | 807 |  | 386 |  | (545) |
| Net income (loss) | \$ | 168 | \$ | 1,856 | \$ | $(5,184)$ | \$ | 813 | \$ | 1,414 | \$ | 769 | \$ | 500 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 899,241 | \$ | 160,879 | \$ | 87,971 | \$ | 121,002 | \$ | 267,047 | \$ | 62,939 | \$ | 199,403 |
| Total assets ${ }^{(1)}$ |  | 2,136,109 |  | 611,075 |  | 104,451 |  | 267,840 |  | 395,185 |  | 599,893 |  | 157,665 |
| Total deposits |  | 1,127,488 |  | 545,116 |  | n/m |  | 239,352 |  | 265,721 |  | n/m |  | 29,268 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 891,315 | \$ | 161,345 | \$ | 87,962 | \$ | 122,395 | \$ | 268,612 | \$ | 62,645 | \$ | 188,356 |
| Total assets ${ }^{(1)}$ |  | 2,123,613 |  | 612,684 |  | 103,309 |  | 267,753 |  | 386,919 |  | 598,668 |  | 154,280 |
| Total deposits |  | 1,111,981 |  | 546,791 |  | n/m |  | 238,710 |  | 255,177 |  | n/m |  | 25,109 |


|  | Second Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total <br> Corporation |  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 10,226 | \$ | 4,930 | \$ | 697 | \$ | 1,485 | \$ | 2,240 | \$ | 952 | \$ | (78) |
| Noninterest income |  | 11,734 |  | 2,441 |  | 693 |  | 3,104 |  | 1,939 |  | 3,631 |  | (74) |
| Total revenue, net of interest expense (FTE basis) |  | 21,960 |  | 7,371 |  | 1,390 |  | 4,589 |  | 4,179 |  | 4,583 |  | (152) |
| Provision for credit losses |  | 411 |  | 534 |  | (20) |  | (8) |  | 132 |  | 19 |  | (246) |
| Noninterest expense |  | 18,541 |  | 3,984 |  | 5,895 |  | 3,445 |  | 1,900 |  | 2,863 |  | 454 |
| Income (loss) before income taxes |  | 3,008 |  | 2,853 |  | $(4,485)$ |  | 1,152 |  | 2,147 |  | 1,701 |  | (360) |
| Income tax expense (benefit) (FTE basis) |  | 717 |  | 1,056 |  | $(1,687)$ |  | 426 |  | 795 |  | 601 |  | (474) |
| Net income (loss) | \$ | 2,291 | \$ | 1,797 | \$ | $(2,798)$ | \$ | 726 | \$ | 1,352 | \$ | 1,100 | \$ | 114 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 912,580 | \$ | 160,240 | \$ | 88,257 | \$ | 118,512 | \$ | 271,417 | \$ | 63,579 | \$ | 210,575 |
| Total assets ${ }^{(1)}$ |  | 2,169,555 |  | 607,839 |  | 109,585 |  | 268,294 |  | 390,998 |  | 617,103 |  | 175,736 |
| Total deposits |  | 1,128,563 |  | 543,567 |  | $\mathrm{n} / \mathrm{m}$ |  | 240,042 |  | 258,937 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,851 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 911,899 | \$ | 161,142 | \$ | 88,156 | \$ | 120,187 | \$ | 270,683 | \$ | 66,260 | \$ | 205,471 |
| Total assets ${ }^{(1)}$ |  | 2,170,557 |  | 612,178 |  | 107,634 |  | 265,582 |  | 407,369 |  | 610,390 |  | 167,404 |
| Total deposits |  | 1,134,329 |  | 545,530 |  | $\mathrm{n} / \mathrm{m}$ |  | 237,046 |  | 270,268 |  | $\mathrm{n} / \mathrm{m}$ |  | 32,000 |
|  | Third Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total rporation |  | sumer \& usiness anking |  | nsumer 1 Estate rvices |  | WIM |  | lobal <br> nking |  | lobal <br> arkets |  | All <br> Other |
| Net interest income (FTE basis) | \$ | 10,479 | \$ | 5,056 | \$ | 733 | \$ | 1,478 | \$ | 2,201 | \$ | 969 | \$ | 42 |
| Noninterest income |  | 11,264 |  | 2,468 |  | 844 |  | 2,912 |  | 1,807 |  | 2,250 |  | 983 |
| Total revenue, net of interest expense (FTE basis) |  | 21,743 |  | 7,524 |  | 1,577 |  | 4,390 |  | 4,008 |  | 3,219 |  | 1,025 |
| Provision for credit losses |  | 296 |  | 761 |  | (308) |  | 23 |  | 322 |  | 47 |  | (549) |
| Noninterest expense |  | 16,389 |  | 3,967 |  | 3,403 |  | 3,247 |  | 1,923 |  | 2,881 |  | 968 |
| Income (loss) before income taxes |  | 5,058 |  | 2,796 |  | $(1,518)$ |  | 1,120 |  | 1,763 |  | 291 |  | 606 |
| Income tax expense (benefit) (FTE basis) |  | 2,561 |  | 1,009 |  | (528) |  | 400 |  | 626 |  | 1,166 |  | (112) |
| Net income (loss) | \$ | 2,497 | \$ | 1,787 | \$ | (990) | \$ | 720 | \$ | 1,137 | \$ | (875) | \$ | 718 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 923,978 | \$ | 165,719 | \$ | 88,406 | \$ | 112,752 | \$ | 260,085 | \$ | 64,491 | \$ | 232,525 |
| Total assets ${ }^{(1)}$ |  | 2,123,430 |  | 583,885 |  | 118,222 |  | 268,611 |  | 346,412 |  | 602,565 |  | 203,735 |
| Total deposits |  | 1,090,611 |  | 522,009 |  | $\mathrm{n} / \mathrm{m}$ |  | 239,663 |  | 239,189 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,419 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 934,392 | \$ | 167,257 | \$ | 87,586 | \$ | 114,175 | \$ | 267,165 | \$ | 68,662 | \$ | 229,547 |
| Total assets ${ }^{(1)}$ |  | 2,126,653 |  | 588,676 |  | 115,407 |  | 270,484 |  | 372,490 |  | 601,038 |  | 178,558 |
| Total deposits |  | 1,110,118 |  | 526,836 |  | $\mathrm{n} / \mathrm{m}$ |  | 241,553 |  | 262,502 |  | $\mathrm{n} / \mathrm{m}$ |  | 30,909 |

[^18]
## Bank of America Corporation and Subsidiaries

## Year-to-Date Results by Business Segment

(Dollars in millions)

|  | Nine Months Ended September 30, 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 30,956 | \$ | 14,833 | \$ | 2,117 | \$ | 4,430 | \$ | 6,791 | \$ | 2,937 | \$ | (152) |
| Noninterest income |  | 35,205 |  | 7,487 |  | 1,558 |  | 9,372 |  | 5,750 |  | 10,794 |  | 244 |
| Total revenue, net of interest expense (FTE basis) |  | 66,161 |  | 22,320 |  | 3,675 |  | 13,802 |  | 12,541 |  | 13,731 |  | 92 |
| Provision for credit losses |  | 2,056 |  | 1,963 |  | 291 |  | - |  | 365 |  | 83 |  | (646) |
| Noninterest expense |  | 60,521 |  | 11,912 |  | 21,290 |  | 10,207 |  | 5,832 |  | 8,875 |  | 2,405 |
| Income (loss) before income taxes |  | 3,584 |  | 8,445 |  | $(17,906)$ |  | 3,595 |  | 6,344 |  | 4,773 |  | $(1,667)$ |
| Income tax expense (benefit) (FTE basis) |  | 1,401 |  | 3,118 |  | $(4,903)$ |  | 1,327 |  | 2,342 |  | 1,595 |  | $(2,078)$ |
| Net income (loss) | \$ | 2,183 | \$ | 5,327 | \$ | $(13,003)$ | \$ | 2,268 | \$ | 4,002 | \$ | 3,178 | \$ | 411 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 910,360 | \$ | 161,055 | \$ | 88,378 | \$ | 118,505 | \$ | 269,963 | \$ | 63,402 | \$ | 209,057 |
| Total assets ${ }^{(1)}$ |  | 2,148,298 |  | 604,850 |  | 108,177 |  | 269,719 |  | 393,094 |  | 606,140 |  | 166,318 |
| Total deposits |  | 1,124,777 |  | 541,119 |  | n/m |  | 240,716 |  | 260,398 |  | n/m |  | 33,147 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 891,315 | \$ | 161,345 | \$ | 87,962 | \$ | 122,395 | \$ | 268,612 | \$ | 62,645 | \$ | 188,356 |
| Total assets ${ }^{(1)}$ |  | 2,123,613 |  | 612,684 |  | 103,309 |  | 267,753 |  | 386,919 |  | 598,668 |  | 154,280 |
| Total deposits |  | 1,111,981 |  | 546,791 |  | n/m |  | 238,710 |  | 255,177 |  | n/m |  | 25,109 |


|  | Nine Months Ended September 30, 2013 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Corporation |  | Consumer \& Business Banking |  | Consumer Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global <br> Markets |  | All Other |  |
| Net interest income (FTE basis) | \$ | 32,125 | \$ | 15,104 | \$ | 2,174 | \$ | 4,579 | \$ | 6,613 | \$ | 3,086 | \$ | 569 |
| Noninterest income |  | 35,975 |  | 7,265 |  | 3,829 |  | 8,731 |  | 5,563 |  | 9,106 |  | 1,481 |
| Total revenue, net of interest expense (FTE basis) |  | 68,100 |  | 22,369 |  | 6,003 |  | 13,310 |  | 12,176 |  | 12,192 |  | 2,050 |
| Provision for credit losses |  | 3,220 |  | 2,680 |  | 318 |  | 30 |  | 634 |  | 36 |  | (478) |
| Noninterest expense |  | 51,907 |  | 12,287 |  | 12,161 |  | 9,770 |  | 5,608 |  | 8,724 |  | 3,357 |
| Income (loss) before income taxes |  | 12,973 |  | 7,402 |  | $(6,476)$ |  | 3,510 |  | 5,934 |  | 3,432 |  | (829) |
| Income tax expense (benefit) (FTE basis) |  | 4,981 |  | 2,764 |  | $(2,418)$ |  | 1,311 |  | 2,216 |  | 2,233 |  | $(1,125)$ |
| Net income (loss) | \$ | 7,992 | \$ | 4,638 | \$ | $(4,058)$ | \$ | 2,199 | \$ | 3,718 | \$ | 1,199 | \$ | 296 |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 914,888 | \$ | 165,052 | \$ | 90,478 | \$ | 109,499 | \$ | 253,335 | \$ | 57,886 | \$ | 238,638 |
| Total assets ${ }^{(1)}$ |  | 2,173,164 |  | 577,618 |  | 122,906 |  | 271,498 |  | 330,251 |  | 642,674 |  | 228,217 |
| Total deposits |  | 1,082,005 |  | 515,655 |  | $\mathrm{n} / \mathrm{m}$ |  | 242,757 |  | 229,206 |  | $\mathrm{n} / \mathrm{m}$ |  | 35,063 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 934,392 | \$ | 167,257 | , | 87,586 | \$ | 114,175 | \$ | 267,165 | \$ | 68,662 | \$ | 229,547 |
| Total assets ${ }^{(1)}$ |  | 2,126,653 |  | 588,676 |  | 115,407 |  | 270,484 |  | 372,490 |  | 601,038 |  | 178,558 |
| Total deposits |  | 1,110,118 |  | 526,836 |  | $\mathrm{n} / \mathrm{m}$ |  | 241,553 |  | 262,502 |  | $\mathrm{n} / \mathrm{m}$ |  | 30,909 |

${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).
$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries

Consumer \& Business Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | $\begin{gathered} \text { Second } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 14,833 | \$ | 15,104 | \$ | 4,952 | \$ | 4,930 | \$ | 4,951 | \$ | 4,948 | \$ | 5,056 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 3,563 |  | 3,568 |  | 1,234 |  | 1,167 |  | 1,162 |  | 1,236 |  | 1,175 |
| Service charges |  | 3,273 |  | 3,111 |  | 1,137 |  | 1,091 |  | 1,045 |  | 1,097 |  | 1,063 |
| All other income |  | 651 |  | 586 |  | 188 |  | 183 |  | 280 |  | 215 |  | 230 |
| Total noninterest income |  | 7,487 |  | 7,265 |  | 2,559 |  | 2,441 |  | 2,487 |  | 2,548 |  | 2,468 |
| Total revenue, net of interest expense (FTE basis) |  | 22,320 |  | 22,369 |  | 7,511 |  | 7,371 |  | 7,438 |  | 7,496 |  | 7,524 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 1,963 |  | 2,680 |  | 617 |  | 534 |  | 812 |  | 427 |  | 761 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 11,912 |  | 12,287 |  | 3,979 |  | 3,984 |  | 3,949 |  | 4,011 |  | 3,967 |
| Income before income taxes |  | 8,445 |  | 7,402 |  | 2,915 |  | 2,853 |  | 2,677 |  | 3,058 |  | 2,796 |
| Income tax expense (FTE basis) |  | 3,118 |  | 2,764 |  | 1,059 |  | 1,056 |  | 1,003 |  | 1,072 |  | 1,009 |
| Net income | \$ | 5,327 | \$ | 4,638 | \$ | 1,856 | \$ | 1,797 | \$ | 1,674 | \$ | 1,986 | \$ | 1,787 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.52\% |  | 3.77\% |  | 3.45\% |  | 3.50\% |  | 3.63\% |  | 3.58\% |  | 3.70\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 24.16 |  | 20.70 |  | 24.97 |  | 24.45 |  | 23.04 |  | 26.29 |  | 23.67 |
| Efficiency ratio (FTE basis) |  | 53.37 |  | 54.93 |  | 52.98 |  | 54.04 |  | 53.10 |  | 53.50 |  | 52.72 |
|  | Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,055 | \$ | 165,052 | \$ | 160,879 | \$ | 160,240 | \$ | 162,061 | \$ | 163,157 | \$ | 165,719 |
| Total earning assets ${ }^{(2)}$ |  | 562,807 |  | 536,290 |  | 569,084 |  | 565,723 |  | 553,444 |  | 548,244 |  | 542,614 |
| Total assets ${ }^{(2)}$ |  | 604,850 |  | 577,618 |  | 611,075 |  | 607,839 |  | 595,465 |  | 590,105 |  | 583,885 |
| Total deposits |  | 541,119 |  | 515,655 |  | 545,116 |  | 543,567 |  | 534,559 |  | 528,792 |  | 522,009 |
| Allocated capital ${ }^{(1)}$ |  | 29,500 |  | 30,000 |  | 29,500 |  | 29,500 |  | 29,500 |  | 30,000 |  | 30,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 161,345 | \$ | 167,257 | \$ | 161,345 | \$ | 161,142 | \$ | 160,127 | \$ | 165,094 | \$ | 167,257 |
| Total earning assets ${ }^{(2)}$ |  | 570,678 |  | 547,269 |  | 570,678 |  | 570,171 |  | 571,024 |  | 550,757 |  | 547,269 |
| Total assets ${ }^{(2)}$ |  | 612,684 |  | 588,676 |  | 612,684 |  | 612,178 |  | 613,153 |  | 593,074 |  | 588,676 |
| Total deposits |  | 546,791 |  | 526,836 |  | 546,791 |  | 545,530 |  | 552,213 |  | 531,669 |  | 526,836 |

[^19]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Consumer \& Business Banking Year-to-Date Results
(Dollars in millions)

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

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

Consumer \& Business Banking Quarterly Results
(Dollars in millions)

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

For footnotes see page 21.

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

## Bank of America Corporation and Subsidiaries

Consumer \& Business Banking Quarterly Results (continued)
(Dollars in millions)

|  | Third Quarter 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer \& Business Banking |  | Deposits |  | Consumer Lending |  |
| Net interest income (FTE basis) | \$ | 5,056 | \$ | 2,457 | \$ | 2,599 |
| Noninterest income: |  |  |  |  |  |  |
| Card income |  | 1,175 |  | 15 |  | 1,160 |
| Service charges |  | 1,063 |  | 1,063 |  | - |
| All other income |  | 230 |  | 126 |  | 104 |
| Total noninterest income |  | 2,468 |  | 1,204 |  | 1,264 |
| Total revenue, net of interest expense (FTE basis) |  | 7,524 |  | 3,661 |  | 3,863 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 761 |  | 96 |  | 665 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 3,967 |  | 2,682 |  | 1,285 |
| Income before income taxes |  | 2,796 |  | 883 |  | 1,913 |
| Income tax expense (FTE basis) |  | 1,009 |  | 319 |  | 690 |
| Net income | \$ | 1,787 | \$ | 564 | \$ | 1,223 |
|  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 3.70\% |  | 1.85\% |  | 7.17\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 23.67 |  | 14.55 |  | 33.28 |
| Efficiency ratio (FTE basis) |  | 52.72 |  | 73.26 |  | 33.25 |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 165,719 | \$ | 22,383 | \$ | 143,336 |
| Total earning assets ${ }^{(2)}$ |  | 542,614 |  | 526,108 |  | 143,771 |
| Total assets ${ }^{(2)}$ |  | 583,885 |  | 558,714 |  | 152,436 |
| Total deposits |  | 522,009 |  | 521,510 |  | $\mathrm{n} / \mathrm{m}$ |
| Allocated capital ${ }^{(1)}$ |  | 30,000 |  | 15,400 |  | 14,600 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 167,257 | \$ | 22,372 | \$ | 144,885 |
| Total earning assets ${ }^{(2)}$ |  | 547,269 |  | 530,811 |  | 145,323 |
| Total assets ${ }^{(2)}$ |  | 588,676 |  | 563,229 |  | 154,312 |
| Total deposits |  | 526,836 |  | 526,291 |  | $\mathrm{n} / \mathrm{m}$ |

[^20]$\mathrm{n} / \mathrm{m}=$ not meaningfu

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

## Bank of America Corporation and Subsidiaries

Consumer \& Business Banking Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| $\underline{\text { Average deposit balances }}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 258,648 |  | 235,793 |  | 262,894 | \$ | 259,929 | \$ | 253,013 | \$ | 247,276 | \$ | 240,474 |
| Savings |  | 44,858 |  | 42,174 |  | 45,142 |  | 45,797 |  | 43,619 |  | 42,139 |  | 42,365 |
| MMS |  | 171,477 |  | 160,248 |  | 173,375 |  | 171,589 |  | 169,424 |  | 166,828 |  | 163,955 |
| CDs and IRAs |  | 62,728 |  | 73,044 |  | 60,162 |  | 62,808 |  | 65,270 |  | 68,192 |  | 70,888 |
| Non-U.S. and other |  | 3,408 |  | 4,396 |  | 3,543 |  | 3,444 |  | 3,233 |  | 4,357 |  | 4,327 |
| Total average deposit balances |  | \$541,119 | \$ | 515,655 |  | 545,116 | \$ | 543,567 | \$ | 534,559 | \$ | 528,792 | \$ | 522,009 |
| Deposit spreads (excludes noninterest costs) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Checking |  | 2.03\% |  | 2.03\% |  | 2.03\% |  | 2.03\% |  | 2.02\% |  | 2.01\% |  | 2.01\% |
| Savings |  | 2.31 |  | 2.20 |  | 2.32 |  | 2.31 |  | 2.29 |  | 2.23 |  | 2.21 |
| MMS |  | 1.15 |  | 1.06 |  | 1.17 |  | 1.15 |  | 1.13 |  | 1.11 |  | 1.08 |
| CDs and IRAs |  | 0.50 |  | 0.52 |  | 0.50 |  | 0.49 |  | 0.50 |  | 0.50 |  | 0.51 |
| Non-U.S. and other |  | 0.47 |  | 0.98 |  | 0.40 |  | 0.42 |  | 0.62 |  | 0.85 |  | 0.93 |
| Total deposit spreads |  | 1.58 |  | 1.52 |  | 1.60 |  | 1.59 |  | 1.56 |  | 1.54 |  | 1.52 |
| Client brokerage assets |  | 108,533 | \$ | 89,517 |  | 108,533 | \$ | 105,926 | \$ | 100,206 | \$ | 96,048 | \$ | 89,517 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Online banking active accounts (units in thousands) |  | 30,821 |  | 30,197 |  | 30,821 |  | 30,429 |  | 30,470 |  | 29,950 |  | 30,197 |
| Mobile banking active accounts (units in thousands) |  | 16,107 |  | 13,967 |  | 16,107 |  | 15,475 |  | 14,986 |  | 14,395 |  | 13,967 |
| Banking centers |  | 4,947 |  | 5,243 |  | 4,947 |  | 5,023 |  | 5,095 |  | 5,151 |  | 5,243 |
| ATMs |  | 15,675 |  | 16,201 |  | 15,675 |  | 15,976 |  | 16,214 |  | 16,259 |  | 16,201 |
| Total U.S. credit card ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average credit card outstandings | \$ | S 88,820 | \$ | 90,473 | \$ | 88,866 | \$ | 88,058 | \$ | 89,545 | \$ | 90,057 | \$ | 90,005 |
| Ending credit card outstandings |  | 89,026 |  | 90,280 |  | 89,026 |  | 89,020 |  | 87,692 |  | 92,338 |  | 90,280 |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs | \$ | S 2,026 | \$ | 2,652 | \$ | 625 | \$ | 683 | \$ | 718 | \$ | 724 | \$ | 788 |
|  |  | 3.05\% |  | 3.92\% |  | 2.79\% |  | 3.11\% |  | 3.25\% |  | 3.19\% |  | 3.47\% |
| $30+$ delinquency | \$ | S 1,702 | \$ | 2,112 | \$ | S 1,702 | \$ | 1,698 | \$ | 1,878 | \$ | 2,074 | \$ | 2,112 |
|  |  | 1.91\% |  | 2.34\% |  | 1.91\% |  | 1.91\% |  | 2.14\% |  | 2.25\% |  | 2.34\% |
| $90+$ delinquency | \$ | 831 | \$ | 1,049 | \$ | - 831 | \$ | 868 | \$ | 966 | \$ | 1,053 | \$ | 1,049 |
| Other Total U.S. credit card indicators ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross interest yield |  | 9.37\% |  | 9.85\% |  | 9.34\% |  | 9.30\% |  | 9.48\% |  | 9.36\% |  | 9.82\% |
| Risk-adjusted margin |  | 9.26 |  | 8.54 |  | 9.33 |  | 8.97 |  | 9.49 |  | 9.11 |  | 8.68 |
| New accounts (in thousands) |  | 3,357 |  | 2,912 |  | 1,202 |  | 1,128 |  | 1,027 |  | 999 |  | 1,048 |
| Purchase volumes |  | \$ 156,231 | \$ | 151,400 | \$ | 5 53,784 | \$ | 53,583 | \$ | 48,863 | \$ | 54,514 | \$ | 52,823 |
| Debit card data |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Purchase volumes |  | 203,372 | \$ | 199,087 |  | 67,990 | \$ | 69,492 | \$ | 65,890 | \$ | 68,000 | \$ | 66,712 |

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

## Bank of America Corporation and Subsidiaries

Consumer Real Estate Services Segment Results


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

## Bank of America Corporation and Subsidiaries

Consumer Real Estate Services Year-to-Date Results ${ }^{(1)}$
(Dollars in millions)

|  | Nine Months Ended September 30, 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Real Estate Services |  | Home Loans |  | Legacy Assets \& Servicing |  |
| Net interest income (FTE basis) | \$ | 2,117 | \$ | 990 | \$ | 1,127 |
| Noninterest income: |  |  |  |  |  |  |
| Mortgage banking income |  | 1,432 |  | 620 |  | 812 |
| All other income |  | 126 |  | 22 |  | 104 |
| Total noninterest income |  | 1,558 |  | 642 |  | 916 |
| Total revenue, net of interest expense (FTE basis) |  | 3,675 |  | 1,632 |  | 2,043 |
|  |  |  |  |  |  |  |
| Provision for credit losses |  | 291 |  | 50 |  | 241 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 21,290 |  | 2,012 |  | 19,278 |
| Loss before income taxes |  | $(17,906)$ |  | (430) |  | $(17,476)$ |
| Income tax benefit (FTE basis) |  | $(4,903)$ |  | (159) |  | $(4,744)$ |
| Net loss | \$ | $(13,003)$ | \$ | (271) | \$ | $(12,732)$ |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 88,378 | \$ | 51,705 | \$ | 36,673 |
| Total earning assets ${ }^{(2)}$ |  | 92,770 |  | 54,144 |  | 38,626 |
| Total assets ${ }^{(2)}$ |  | 108,177 |  | 54,146 |  | 54,031 |
| Allocated capital ${ }^{(3)}$ |  | 23,000 |  | 6,000 |  | 17,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 87,962 | \$ | 53,478 | \$ | 34,484 |
| Total earning assets ${ }^{(2)}$ |  | 91,973 |  | 56,690 |  | 40,869 |
| Total assets ${ }^{(2)}$ |  | 103,309 |  | 56,042 |  | 52,852 |


|  | Nine Months Ended September 30, 2013 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Real Estate Services |  | Home Loans |  | Legacy Assets \& Servicing |  |
| Net interest income (FTE basis) | \$ | 2,174 | \$ | 1,020 | \$ | 1,154 |
| Noninterest income: |  |  |  |  |  |  |
| Mortgage banking income |  | 3,672 |  | 1,696 |  | 1,976 |
| All other income (loss) |  | 157 |  | (23) |  | 180 |
| Total noninterest income |  | 3,829 |  | 1,673 |  | 2,156 |
| Total revenue, net of interest expense (FTE basis) |  | 6,003 |  | 2,693 |  | 3,310 |
| Provision for credit losses |  | 318 |  | 145 |  | 173 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 12,161 |  | 2,576 |  | 9,585 |
| Loss before income taxes |  | $(6,476)$ |  | (28) |  | $(6,448)$ |
| Income tax benefit (FTE basis) |  | $(2,418)$ |  | (10) |  | $(2,408)$ |
| Net loss | \$ | $(4,058)$ | \$ | (18) | \$ | $(4,040)$ |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 90,478 | \$ | 46,990 | \$ | 43,488 |
| Total earning assets ${ }^{(2)}$ |  | 102,498 |  | 53,180 |  | 49,318 |
| Total assets ${ }^{(2)}$ |  | 122,906 |  | 53,594 |  | 69,312 |
| Allocated capital ${ }^{(3)}$ |  | 24,000 |  | 6,000 |  | 18,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 87,586 | \$ | 46,875 | \$ | 40,711 |
| Total earning assets ${ }^{(2)}$ |  | 98,247 |  | 51,248 |  | 46,999 |
| Total assets ${ }^{(2)}$ |  | 115,407 |  | 51,057 |  | 64,350 |

For footnotes see page 26.

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

## Bank of America Corporation and Subsidiaries

Consumer Real Estate Services Quarterly Results ${ }^{(1)}$
(Dollars in millions)

|  | Third Quarter 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total Consumer Real Estate Services |  | Home Loans |  | Legacy Assets \& Servicing |  |
| Net interest income (FTE basis) | \$ | 719 | \$ | 332 | \$ | 387 |
| Noninterest income: |  |  |  |  |  |  |
| Mortgage banking income |  | 358 |  | 206 |  | 152 |
| All other income (loss) |  | 16 |  | (2) |  | 18 |
| Total noninterest income |  | 374 |  | 204 |  | 170 |
| Total revenue, net of interest expense (FTE basis) |  | 1,093 |  | 536 |  | 557 |
| Provision for credit losses |  | 286 |  | 18 |  | 268 |
|  |  |  |  |  |  |  |
| Noninterest expense |  | 7,275 |  | 629 |  | 6,646 |
| Loss before income taxes |  | $(6,468)$ |  | (111) |  | $(6,357)$ |
| Income tax benefit (FTE basis) |  | $(1,284)$ |  | (40) |  | $(1,244)$ |
| Net loss | \$ | $(5,184)$ | \$ | (71) | \$ | $(5,113)$ |
| Balance Sheet |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |
| Total loans and leases | \$ | 87,971 | \$ | 52,733 | \$ | 35,238 |
| Total earning assets ${ }^{(2)}$ |  | 91,244 |  | 55,214 |  | 38,330 |
| Total assets ${ }^{(2)}$ |  | 104,451 |  | 55,295 |  | 51,455 |
| Allocated capital ${ }^{(3)}$ |  | 23,000 |  | 6,000 |  | 17,000 |
| Period end |  |  |  |  |  |  |
| Total loans and leases | \$ | 87,962 | \$ | 53,478 | \$ | 34,484 |
| Total earning assets ${ }^{(2)}$ |  | 91,973 |  | 56,690 |  | 40,869 |
| Total assets ${ }^{(2)}$ |  | 103,309 |  | 56,042 |  | 52,852 |


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

[^23][^24]
## Bank of America Corporation and Subsidiaries

Consumer Real Estate Services Quarterly Results ${ }^{(1)}$ (continued)
(Dollars in millions)

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

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

## Bank of America Corporation and Subsidiaries

Consumer Real Estate Services Key Indicators


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

Global Wealth \& Investment Management Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 4,430 | \$ | 4,579 | \$ | 1,460 | \$ | 1,485 | \$ | 1,485 | \$ | 1,485 | \$ | 1,478 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 7,959 |  | 7,185 |  | 2,713 |  | 2,642 |  | 2,604 |  | 2,524 |  | 2,413 |
| All other income |  | 1,413 |  | 1,546 |  | 493 |  | 462 |  | 458 |  | 470 |  | 499 |
| Total noninterest income |  | 9,372 |  | 8,731 |  | 3,206 |  | 3,104 |  | 3,062 |  | 2,994 |  | 2,912 |
| Total revenue, net of interest expense (FTE basis) |  | 13,802 |  | 13,310 |  | 4,666 |  | 4,589 |  | 4,547 |  | 4,479 |  | 4,390 |
| Provision for credit losses |  | - |  | 30 |  | (15) |  | (8) |  | 23 |  | 26 |  | 23 |
| Noninterest expense |  | 10,207 |  | 9,770 |  | 3,403 |  | 3,445 |  | 3,359 |  | 3,262 |  | 3,247 |
| Income before income taxes |  | 3,595 |  | 3,510 |  | 1,278 |  | 1,152 |  | 1,165 |  | 1,191 |  | 1,120 |
| Income tax expense (FTE basis) |  | 1,327 |  | 1,311 |  | 465 |  | 426 |  | 436 |  | 413 |  | 400 |
| Net income | \$ | 2,268 | \$ | 2,199 | \$ | 813 | \$ | 726 | \$ | 729 | \$ | 778 | \$ | 720 |
| Net interest yield (FTE basis) |  | 2.36\% |  | 2.42\% |  | 2.32\% |  | 2.38\% |  | 2.38\% |  | 2.37\% |  | 2.35\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 25.37 |  | 29.57 |  | 26.98 |  | 24.37 |  | 24.75 |  | 31.01 |  | 28.71 |
| Efficiency ratio (FTE basis) |  | 73.95 |  | 73.41 |  | 72.94 |  | 75.07 |  | 73.86 |  | 72.83 |  | 73.97 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 118,505 | \$ | 109,499 | \$ | 121,002 | \$ | 118,512 | \$ | 115,945 | \$ | 115,546 | \$ | 112,752 |
| Total earning assets ${ }^{(2)}$ |  | 251,042 |  | 252,487 |  | 249,738 |  | 249,893 |  | 253,538 |  | 248,156 |  | 249,204 |
| Total assets ${ }^{(2)}$ |  | 269,719 |  | 271,498 |  | 267,840 |  | 268,294 |  | 273,081 |  | 268,683 |  | 268,611 |
| Total deposits |  | 240,716 |  | 242,757 |  | 239,352 |  | 240,042 |  | 242,792 |  | 240,395 |  | 239,663 |
| Allocated capital ${ }^{(1)}$ |  | 12,000 |  | 10,000 |  | 12,000 |  | 12,000 |  | 12,000 |  | 10,000 |  | 10,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 122,395 | \$ | 114,175 | \$ | 122,395 | \$ | 120,187 | \$ | 116,482 | \$ | 115,846 | \$ | 114,175 |
| Total earning assets ${ }^{(2)}$ |  | 249,586 |  | 250,677 |  | 249,586 |  | 247,180 |  | 254,802 |  | 254,031 |  | 250,677 |
| Total assets ${ }^{(2)}$ |  | 267,753 |  | 270,484 |  | 267,753 |  | 265,582 |  | 274,234 |  | 274,113 |  | 270,484 |
| Total deposits |  | 238,710 |  | 241,553 |  | 238,710 |  | 237,046 |  | 244,051 |  | 244,901 |  | 241,553 |

[^27]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

Global Wealth \& Investment Management Key Indicators

| (Dollars in millions, except as noted) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 11,429 | \$ | 11,068 | \$ | 3,874 | \$ | 3,791 | \$ | 3,764 | \$ | 3,703 | \$ | 3,646 |
| U.S. Trust |  | 2,326 |  | 2,191 |  | 775 |  | 783 |  | 768 |  | 762 |  | 730 |
| Other ${ }^{(1)}$ |  | 47 |  | 51 |  | 17 |  | 15 |  | 15 |  | 14 |  | 14 |
| Total revenues | \$ | 13,802 | \$ | 13,310 | \$ | 4,666 | \$ | 4,589 | \$ | 4,547 | \$ | 4,479 | \$ | 4,390 |
| Client Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Client Balances by Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merrill Lynch Global Wealth Management | \$ | 2,004,391 | \$ | 1,853,980 | \$ | 2,004,391 | \$ | 2,017,051 | \$ | 1,946,922 | \$ | 1,916,803 | \$ | 1,853,980 |
| U.S. Trust |  | 381,054 |  | 362,791 |  | 381,054 |  | 380,281 |  | 378,177 |  | 376,487 |  | 362,791 |
| Other ${ }^{(1)}$ |  | 76,640 |  | 66,665 |  | 76,640 |  | 70,836 |  | 70,720 |  | 73,148 |  | 66,665 |
| Client Balances by Type |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets under management | \$ | 888,006 | \$ | 779,614 | \$ | 888,006 | \$ | 878,741 | \$ | 841,818 | \$ | 821,449 | \$ | 779,614 |
| Brokerage assets |  | 1,073,858 |  | 1,013,688 |  | 1,073,858 |  | 1,091,558 |  | 1,054,052 |  | 1,045,122 |  | 1,013,688 |
| Assets in custody |  | 135,886 |  | 131,386 |  | 135,886 |  | 137,391 |  | 136,342 |  | 136,190 |  | 131,386 |
| Deposits |  | 238,710 |  | 241,553 |  | 238,710 |  | 237,046 |  | 244,051 |  | 244,901 |  | 241,553 |
| Loans and leases ${ }^{(2)}$ |  | 125,625 |  | 117,195 |  | 125,625 |  | 123,432 |  | 119,556 |  | 118,776 |  | 117,195 |
| Total client balances | \$ | 2,462,085 | \$ | 2,283,436 | \$ | 2,462,085 | \$ | 2,468,168 | \$ | 2,395,819 | \$ | 2,366,438 | \$ | 2,283,436 |
| Assets Under Management Flows |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Liquidity assets under management ${ }^{(3)}$ | \$ | 3,616 | \$ | 10 | \$ | 5,910 | \$ | 135 | \$ | $(2,429)$ | \$ | 6,492 | \$ | 2,932 |
| Long-term assets under management ${ }^{(4)}$ |  | 40,420 |  | 38,394 |  | 11,168 |  | 11,870 |  | 17,382 |  | 9,425 |  | 10,341 |
| Total assets under management flows | \$ | 44,036 | \$ | 38,404 | \$ | 17,078 | \$ | 12,005 | \$ | 14,953 | \$ | 15,917 | \$ | 13,273 |
| $\text { Associates }{ }^{(5)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of Financial Advisors |  | 15,868 |  | 15,624 |  | 15,868 |  | 15,560 |  | 15,323 |  | 15,317 |  | 15,624 |
| Total Wealth Advisors |  | 17,040 |  | 16,846 |  | 17,040 |  | 16,721 |  | 16,481 |  | 16,517 |  | 16,846 |
| Total Client Facing Professionals |  | 19,728 |  | 19,524 |  | 19,728 |  | 19,416 |  | 19,199 |  | 19,217 |  | 19,524 |
| Merrill Lynch Global Wealth Management Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Financial Advisor Productivity ${ }^{(6)}$ (in thousands) | \$ | 1,064 | \$ | 994 | \$ | 1,077 | \$ | 1,060 | \$ | 1,056 | \$ | 1,039 | \$ | 1,000 |
| U.S. Trust Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Client Facing Professionals |  | 2,135 |  | 2,080 |  | 2,135 |  | 2,110 |  | 2,117 |  | 2,091 |  | 2,080 |

[^28][^29]
## Bank of America Corporation and Subsidiaries

Global Banking Segment Results

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 6,791 | \$ | 6,613 | \$ | 2,249 | \$ | 2,240 | \$ | 2,302 | \$ | 2,301 | \$ | 2,201 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges |  | 2,050 |  | 2,103 |  | 684 |  | 679 |  | 687 |  | 684 |  | 716 |
| Investment banking fees |  | 2,383 |  | 2,276 |  | 727 |  | 834 |  | 822 |  | 958 |  | 693 |
| All other income |  | 1,317 |  | 1,184 |  | 433 |  | 426 |  | 458 |  | 360 |  | 398 |
| Total noninterest income |  | 5,750 |  | 5,563 |  | 1,844 |  | 1,939 |  | 1,967 |  | 2,002 |  | 1,807 |
| Total revenue, net of interest expense (FTE basis) |  | 12,541 |  | 12,176 |  | 4,093 |  | 4,179 |  | 4,269 |  | 4,303 |  | 4,008 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision for credit losses |  | 365 |  | 634 |  | (32) |  | 132 |  | 265 |  | 441 |  | 322 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense |  | 5,832 |  | 5,608 |  | 1,904 |  | 1,900 |  | 2,028 |  | 1,943 |  | 1,923 |
| Income before income taxes |  | 6,344 |  | 5,934 |  | 2,221 |  | 2,147 |  | 1,976 |  | 1,919 |  | 1,763 |
| Income tax expense (FTE basis) |  | 2,342 |  | 2,216 |  | 807 |  | 795 |  | 740 |  | 664 |  | 626 |
| Net income | \$ | 4,002 | \$ | 3,718 | \$ | 1,414 | \$ | 1,352 | \$ | 1,236 | \$ | 1,255 | \$ | 1,137 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest yield (FTE basis) |  | 2.60\% |  | 3.07\% |  | 2.52\% |  | 2.58\% |  | 2.68\% |  | 2.71\% |  | 2.87\% |
| Return on average allocated capital ${ }^{(1)}$ |  | 17.27 |  | 21.62 |  | 18.09 |  | 17.51 |  | 16.18 |  | 21.66 |  | 19.63 |
| Efficiency ratio (FTE basis) |  | 46.50 |  | 46.05 |  | 46.54 |  | 45.44 |  | 47.50 |  | 45.16 |  | 47.94 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 269,963 | \$ | 253,335 | \$ | 267,047 | \$ | 271,417 | \$ | 271,475 | \$ | 268,864 | \$ | 260,085 |
| Total earnings assets ${ }^{(2)}$ |  | 349,827 |  | 288,427 |  | 353,829 |  | 347,661 |  | 347,926 |  | 336,370 |  | 304,726 |
| Total assets ${ }^{(2)}$ |  | 393,094 |  | 330,251 |  | 395,185 |  | 390,998 |  | 393,075 |  | 379,927 |  | 346,412 |
| Total deposits |  | 260,398 |  | 229,206 |  | 265,721 |  | 258,937 |  | 256,433 |  | 259,193 |  | 239,189 |
| Allocated capital ${ }^{(1)}$ |  | 31,000 |  | 23,000 |  | 31,000 |  | 31,000 |  | 31,000 |  | 23,000 |  | 23,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 268,612 | \$ | 267,165 | \$ | 268,612 | \$ | 270,683 | \$ | 273,239 | \$ | 269,469 | \$ | 267,165 |
| Total earnings assets ${ }^{(2)}$ |  | 345,282 |  | 330,006 |  | 345,282 |  | 363,715 |  | 354,214 |  | 336,606 |  | 330,006 |
| Total assets ${ }^{(2)}$ |  | 386,919 |  | 372,490 |  | 386,919 |  | 407,369 |  | 397,017 |  | 378,659 |  | 372,490 |
| Total deposits |  | 255,177 |  | 262,502 |  | 255,177 |  | 270,268 |  | 257,502 |  | 265,171 |  | 262,502 |

[^30]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) |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

[^31]|  | Nine Months Ended September 30, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Global |  | U.S. |  |
|  | Product Ranking | Market Share | Product Ranking | Market Share |
| Net investment banking revenue | 3 | 6.5\% | 2 | 9.7\% |
| Announced mergers and acquisitions | 5 | 18.8 | 6 | 23.0 |
| Equity capital markets | 5 | 6.7 | 4 | 10.6 |
| Debt capital markets | 5 | 5.6 | 2 | 10.1 |
| High-yield corporate debt | 7 | 6.4 | 3 | 8.4 |
| Leveraged loans | 2 | 9.2 | 2 | 11.6 |
| Mortgage-backed securities | 9 | 5.9 | 9 | 6.6 |
| Asset-backed securities | 1 | 13.4 | 1 | 17.1 |
| Convertible debt | 4 | 7.8 | 4 | 10.3 |
| Common stock underwriting | 5 | 6.5 | 2 | 10.7 |
| Investment-grade corporate debt | 1 | 6.3 | 1 | 12.4 |
| Syndicated loans | 2 | 8.7 | 2 | 12.7 |

Source: Dealogic data as of October 1, 2014. Figures above include self-led transactions.

- Rankings based on deal volumes except for net investment banking revenue rankings which reflect fees.
- Debt capital markets excludes loans but includes agencies.
- Mergers and acquisitions fees included in investment banking revenue reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising either side of the transaction.
- Each advisor receives full credit for the deal amount unless advising a minor stakeholder.


## Highlights

Global top 3 rankings in:

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

## Top 3 rankings excluding self-led deals:

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

## Bank of America Corporation and Subsidiaries

Global Markets Segment Results ${ }^{(1)}$

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | 2,937 | \$ | 3,086 | \$ | 988 | \$ | 952 | \$ | 997 | \$ | 1,138 | \$ | 969 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment and brokerage services |  | 1,623 |  | 1,557 |  | 522 |  | 540 |  | 561 |  | 489 |  | 480 |
| Investment banking fees |  | 2,073 |  | 1,969 |  | 577 |  | 760 |  | 736 |  | 755 |  | 622 |
| Trading account profits |  | 5,921 |  | 5,939 |  | 1,786 |  | 1,768 |  | 2,367 |  | 795 |  | 1,201 |
| All other income (loss) |  | 1,177 |  | (359) |  | 263 |  | 563 |  | 351 |  | 21 |  | (53) |
| Total noninterest income |  | 10,794 |  | 9,106 |  | 3,148 |  | 3,631 |  | 4,015 |  | 2,060 |  | 2,250 |
| Total revenue, net of interest expense (FTE basis) ${ }^{(2)}$ |  | 13,731 |  | 12,192 |  | 4,136 |  | 4,583 |  | 5,012 |  | 3,198 |  | 3,219 |
| Provision for credit losses |  | 83 |  | 36 |  | 45 |  | 19 |  | 19 |  | 104 |  | 47 |
| Noninterest expense |  | 8,875 |  | 8,724 |  | 2,936 |  | 2,863 |  | 3,076 |  | 3,275 |  | 2,881 |
| Income (loss) before income taxes |  | 4,773 |  | 3,432 |  | 1,155 |  | 1,701 |  | 1,917 |  | (181) |  | 291 |
| Income tax expense (benefit) (FTE basis) |  | 1,595 |  | 2,233 |  | 386 |  | 601 |  | 608 |  | (133) |  | 1,166 |
| Net income (loss) | \$ | 3,178 | \$ | 1,199 | \$ | 769 | \$ | 1,100 | \$ | 1,309 | \$ | (48) | \$ | (875) |
| Return on average allocated capital ${ }^{(3)}$ |  | 12.52\% |  | 5.37\% |  | 9.00\% |  | 13.01\% |  | 15.64\% |  | $\mathrm{n} / \mathrm{m}$ |  | $\mathrm{n} / \mathrm{m}$ |
| Efficiency ratio (FTE basis) |  | 64.63 |  | 71.56 |  | 70.98 |  | 62.45 |  | 61.39 |  | 102.40\% |  | 89.52\% |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(4)}$ | \$ | 447,886 | \$ | 479,052 | \$ | 446,490 | \$ | 459,938 | \$ | 437,128 | \$ | 438,909 | \$ | 442,597 |
| Total loans and leases |  | 63,402 |  | 57,886 |  | 62,939 |  | 63,579 |  | 63,696 |  | 66,496 |  | 64,491 |
| Total earning assets ${ }^{(4)}$ |  | 464,298 |  | 489,007 |  | 457,815 |  | 478,191 |  | 456,879 |  | 458,955 |  | 458,626 |
| Total assets |  | 606,140 |  | 642,674 |  | 599,893 |  | 617,103 |  | 601,439 |  | 603,014 |  | 602,565 |
| Allocated capital ${ }^{(3)}$ |  | 34,000 |  | 30,000 |  | 34,000 |  | 34,000 |  | 34,000 |  | 30,000 |  | 30,000 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total trading-related assets ${ }^{(4)}$ | \$ | 433,597 | \$ | 438,137 | \$ | 433,597 | \$ | 443,383 | \$ | 430,894 | \$ | 411,080 | \$ | 438,137 |
| Total loans and leases |  | 62,645 |  | 68,662 |  | 62,645 |  | 66,260 |  | 64,598 |  | 67,381 |  | 68,662 |
| Total earning assets ${ }^{(4)}$ |  | 443,364 |  | 464,600 |  | 443,364 |  | 465,380 |  | 455,103 |  | 432,807 |  | 464,600 |
| Total assets |  | 598,668 |  | 601,038 |  | 598,668 |  | 610,390 |  | 594,803 |  | 575,482 |  | 601,038 |
| Trading-related assets (average) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading account securities | \$ | 201,985 | \$ | 217,958 | \$ | 201,963 | \$ | 200,725 | \$ | 203,281 | \$ | 209,734 | \$ | 193,107 |
| Reverse repurchases |  | 115,343 |  | 145,506 |  | 116,853 |  | 119,823 |  | 109,271 |  | 114,417 |  | 128,427 |
| Securities borrowed |  | 86,455 |  | 64,746 |  | 83,369 |  | 94,989 |  | 80,981 |  | 67,862 |  | 73,820 |
| Derivative assets |  | 44,103 |  | 50,842 |  | 44,305 |  | 44,401 |  | 43,595 |  | 46,896 |  | 47,243 |
| Total trading-related assets ${ }^{(4)}$ | \$ | 447,886 | \$ | 479,052 |  | 446,490 | \$ | 459,938 | \$ | 437,128 | \$ | 438,909 | \$ | 442,597 |

[^32]$\mathrm{n} / \mathrm{m}=$ not meaningful

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

## Bank of America Corporation and Subsidiaries

## Global Markets Key Indicators

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Sales and trading revenue ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,833 | \$ | 6,704 | \$ | 2,381 | \$ | 2,426 | \$ | 3,026 | \$ | 1,540 | \$ | 1,636 |
| Equities |  | 3,327 |  | 3,351 |  | 1,097 |  | 1,045 |  | 1,185 |  | 815 |  | 918 |
| Total sales and trading revenue | \$ | 11,160 | \$ | 10,055 | \$ | 3,478 | \$ | 3,471 | \$ | 4,211 | \$ | 2,355 | \$ | 2,554 |
| Sales and trading revenue, excluding net debit valuation adjustment ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Fixed income, currency and commodities | \$ | 7,563 | \$ | 7,283 | \$ | 2,247 | \$ | 2,370 | \$ | 2,946 | \$ | 2,076 | \$ | 2,029 |
| Equities |  | 3,211 |  | 3,312 |  | 1,026 |  | 1,032 |  | 1,153 |  | 897 |  | 969 |
| Total sales and trading revenue, excluding net debit valuation adjustment | \$ | 10,774 | \$ | 10,595 | \$ | 3,273 | \$ | 3,402 | \$ | 4,099 | \$ | 2,973 | \$ | 2,998 |
| Sales and trading revenue breakdown |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 2,682 | \$ | 2,837 | \$ | 907 | \$ | 866 | \$ | 909 | \$ | 1,054 | \$ | 892 |
| Commissions |  | 1,623 |  | 1,557 |  | 522 |  | 540 |  | 561 |  | 489 |  | 480 |
| Trading |  | 5,921 |  | 5,939 |  | 1,786 |  | 1,768 |  | 2,367 |  | 795 |  | 1,201 |
| Other |  | 934 |  | (278) |  | 263 |  | 297 |  | 374 |  | 17 |  | (19) |
| Total sales and trading revenue | \$ | 11,160 | \$ | 10,055 | \$ | 3,478 | \$ | 3,471 | \$ | 4,211 | \$ | 2,355 | \$ | 2,554 |

[^33]Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | FirstQuarter2014 |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income (FTE basis) | \$ | (152) | \$ | 569 | \$ | 76 | \$ | (78) | \$ | (150) | \$ | 411 | \$ | 42 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Card income |  | 267 |  | 245 |  | 93 |  | 88 |  | 86 |  | 83 |  | 79 |
| Equity investment income |  | 679 |  | 2,217 |  | (51) |  | 56 |  | 674 |  | 393 |  | 1,122 |
| Gains on sales of debt securities |  | 1,149 |  | 866 |  | 410 |  | 382 |  | 357 |  | 363 |  | 347 |
| All other loss |  | $(1,851)$ |  | $(1,847)$ |  | (593) |  | (600) |  | (658) |  | (737) |  | (565) |
| Total noninterest income |  | 244 |  | 1,481 |  | (141) |  | (74) |  | 459 |  | 102 |  | 983 |
| Total revenue, net of interest expense (FTE basis) |  | 92 |  | 2,050 |  | (65) |  | (152) |  | 309 |  | 513 |  | 1,025 |
| Provision for credit losses |  | (646) |  | (478) |  | (265) |  | (246) |  | (135) |  | (188) |  | (549) |
| Noninterest expense |  | 2,405 |  | 3,357 |  | 245 |  | 454 |  | 1,706 |  | 1,038 |  | 968 |
| Income (loss) before income taxes |  | $(1,667)$ |  | (829) |  | (45) |  | (360) |  | $(1,262)$ |  | (337) |  | 606 |
| Income tax benefit (FTE basis) |  | $(2,078)$ |  | $(1,125)$ |  | (545) |  | (474) |  | $(1,059)$ |  | (856) |  | (112) |
| Net income (loss) | \$ | 411 | \$ | 296 | \$ | 500 | \$ | 114 | \$ | (203) | \$ | 519 | \$ | 718 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 209,057 | \$ | 238,638 | \$ | 199,403 | \$ | 210,575 | \$ | 217,391 | \$ | 226,027 | \$ | 232,525 |
| Total assets ${ }^{(2)}$ |  | 166,318 |  | 228,217 |  | 157,665 |  | 175,736 |  | 165,644 |  | 179,565 |  | 203,735 |
| Total deposits |  | 33,147 |  | 35,063 |  | 29,268 |  | 35,851 |  | 34,380 |  | 34,247 |  | 35,419 |
| Period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loans and leases | \$ | 188,356 | \$ | 229,547 | \$ | 188,356 | \$ | 205,471 | \$ | 213,416 | \$ | 220,690 | \$ | 229,547 |
| Total assets ${ }^{(3)}$ |  | 154,280 |  | 178,558 |  | 154,280 |  | 167,404 |  | 158,394 |  | 167,554 |  | 178,558 |
| Total deposits |  | 25,109 |  | 30,909 |  | 25,109 |  | 32,000 |  | 32,818 |  | 27,851 |  | 30,909 |

All Other consists of ALM activities, equity investments, the international consumer card business, liquidating businesses, residual expense allocations and other. ALM activities encompass the whole-loan residential mortgage portfolio and investment securities, interest rate and foreign currency risk management activities including the residual net interest income allocation, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments. These investments are made either directly in a company or held through a fund with related income recorded in equity investment income. Additionally, All Other includes certain residential mortgage loans that are managed by Legacy Assets \& Servicing. In 2014, the management of structured liabilities and the associated debit valuation adjustment (previously referred to as fair value adjustments on structured liabilities) were moved into Global Markets from All Other to better align the performance risk of these instruments. Prior periods have been reclassified to conform to current period presentation.
${ }^{(2)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 593.5$ billion and $\$ 530.4$ billion for the nine months ended September 30, 2014 and 2013; $\$ 601.9$ billion, $\$ 593.1$ billion, $\$ 585.3$ billion, $\$ 564.0$ billion and $\$ 540.4$ billion for the third, second and first quarters of 2014, and the fourth and third quarters of 2013, respectively.
${ }^{(3)}$ Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of $\$ 592.0$ billion, $\$ 608.7$ billion, $\$ 609.2$ billion, $\$ 569.9$ billion and $\$ 557.4$ billion at September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively.

| (Dollars in millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Equity Investments Exposures |  |  |  |  |  |  |  |
|  | September 30, 2014 |  |  |  |  |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  |
|  | Book Value |  | Unfunded Commitments |  | Total |  | Total |  |
| Equity Investments: |  |  |  |  |  |  |  |  |
| Global Principal Investments | \$ | 1,007 | \$ | 39 | \$ | 1,046 | \$ | 1,190 |
| Strategic and other investments |  | 866 |  | 15 |  | 881 |  | 845 |
| Total Equity Investments | \$ | 1,873 | \$ | 54 | \$ | 1,927 | \$ | 2,035 |

## Components of Equity Investment Income

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | $\begin{aligned} & \text { First } \\ & \text { Quarter } \end{aligned}$$2014$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |  |
| Global Principal Investments | \$ | 6 | \$ | 278 | \$ | (37) | \$ | 71 | \$ | (28) | \$ | 101 | \$ | 122 |
| Strategic and other investments |  | 673 |  | 1,939 |  | (14) |  | (15) |  | 702 |  | 292 |  | 1,000 |
| Total equity investment income included in All Other |  | 679 |  | 2,217 |  | (51) |  | 56 |  | 674 |  | 393 |  | 1,122 |
| Total equity investment income included in the business segments |  | 471 |  | 210 |  | 60 |  | 301 |  | 110 |  | 81 |  | 62 |
| Total consolidated equity investment income | \$ | 1,150 | \$ | 2,427 | \$ | 9 | \$ | 357 | \$ | 784 | \$ | 474 | \$ | 1,184 |

[^34]
## Bank of America Corporation and Subsidiaries

## Outstanding Loans and Leases

| (Dollars in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Consumer |  |  |  |  |  |  |
| Residential mortgage ${ }^{(1)}$ | \$ | 224,728 | \$ | 237,136 | \$ | 253,496 |
| Home equity |  | 87,508 |  | 89,499 |  | 96,653 |
| U.S. credit card |  | 89,026 |  | 89,020 |  | 90,280 |
| Non-U.S. credit card |  | 11,433 |  | 11,999 |  | 11,083 |
| Direct/Indirect consumer ${ }^{(2)}$ |  | 83,118 |  | 82,586 |  | 84,035 |
| Other consumer ${ }^{(3)}$ |  | 2,152 |  | 2,079 |  | 1,913 |
| Total consumer loans excluding loans accounted for under the fair value option |  | 497,965 |  | 512,319 |  | 537,460 |
| Consumer loans accounted for under the fair value option ${ }^{(4)}$ |  | 2,129 |  | 2,154 |  | 2,186 |
| Total consumer |  | 500,094 |  | 514,473 |  | 539,646 |
| Commercial | Commercial |  |  |  |  |  |
| U.S. commercial ${ }^{(5)}$ |  | 228,996 |  | 231,622 |  | 224,262 |
| Commercial real estate ${ }^{(6)}$ |  | 47,023 |  | 46,815 |  | 44,940 |
| Commercial lease financing |  | 24,498 |  | 24,565 |  | 24,589 |
| Non-U.S. commercial |  | 84,650 |  | 85,677 |  | 92,945 |
| Total commercial loans excluding loans accounted for under the fair value option |  | 385,167 |  | 388,679 |  | 386,736 |
| Commercial loans accounted for under the fair value option ${ }^{(4)}$ |  | 6,054 |  | 8,747 |  | 8,010 |
| Total commercial |  | 391,221 |  | 397,426 |  | 394,746 |
| Total loans and leases | \$ | 891,315 | \$ | 911,899 | \$ | 934,392 |

 and September 30, 2013, respectively. The Corporation no longer originates pay option loans.

 and other consumer loans of $\$ 894$ million, $\$ 937$ million and $\$ 1.0$ billion at September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
 million and $\$ 175$ million and other non-U.S. consumer loans of $\$ 3$ million, $\$ 3$ million and $\$ 5$ million at September 30, 2014, June 30, 2014 and September 30 , 2013 , respectively.

 $\$ 1.3$ billion and $\$ 1.8$ billion and non-U.S. commercial loans of $\$ 4.8$ billion, $\$ 7.4$ billion and $\$ 6.2$ billion at September 30, 2014, June 30, 2014 and September 30 , 2013 , respectively.
 respectively.
 2014, June 30, 2014 and September 30, 2013, respectively.

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total Corporation |  | $\begin{gathered} \hline \text { Consumer \& } \\ \text { Business } \\ \text { Banking } \end{gathered}$ |  | Consumer <br> Real Estate Services |  | GWIM |  | Global <br> Banking |  | Global Markets |  | All Other |  |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 235,271 | \$ | 794 | \$ | 7,683 | \$ | 49,610 | \$ | - | \$ | - | \$ | 177,184 |
| Home equity |  | 88,590 |  | 154 |  | 80,202 |  | 6,412 |  | - |  | 165 |  | 1,657 |
| U.S. credit card |  | 88,866 |  | 85,674 |  | - |  | 3,192 |  | - |  | - |  | - |
| Non-U.S. credit card |  | 11,784 |  | - |  | - |  | - |  | - |  | - |  | 11,784 |
| Direct/Indirect consumer |  | 82,669 |  | 39,711 |  | 56 |  | 38,555 |  | - |  | 17 |  | 4,330 |
| Other consumer |  | 2,111 |  | 1,043 |  | - |  | 5 |  | 6 |  | - |  | 1,057 |
| Total consumer |  | 509,291 |  | 127,376 |  | 87,941 |  | 97,774 |  | 6 |  | 182 |  | 196,012 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 230,891 |  | 32,846 |  | 30 |  | 21,282 |  | 135,320 |  | 36,894 |  | 4,519 |
| Commercial real estate |  | 46,071 |  | 650 |  | - |  | 1,797 |  | 41,199 |  | 2,203 |  | 222 |
| Commercial lease financing |  | 24,325 |  | - |  | - |  | 4 |  | 25,127 |  | 644 |  | $(1,450)$ |
| Non-U.S. commercial |  | 88,663 |  | 7 |  | - |  | 145 |  | 65,395 |  | 23,016 |  | 100 |
| Total commercial |  | 389,950 |  | 33,503 |  | 30 |  | 23,228 |  | 267,041 |  | 62,757 |  | 3,391 |
| Total loans and leases | \$ | 899,241 | \$ | 160,879 | \$ | 87,971 | \$ | 121,002 | \$ | 267,047 | \$ | 62,939 | \$ | 199,403 |
|  | Second Quarter 2014 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | umer \& iness aking |  | umer <br> Estate vices |  | IIM |  |  |  |  |  | All Other |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 243,405 | \$ | 761 | \$ | 5,935 | \$ | 48,855 | \$ | - | \$ | - | \$ | 187,854 |
| Home equity |  | 90,729 |  | 151 |  | 82,240 |  | 6,578 |  | - |  | 160 |  | 1,600 |
| U.S. credit card |  | 88,058 |  | 84,849 |  | - |  | 3,209 |  | - |  | - |  | - |
| Non-U.S. credit card |  | 11,759 |  | - |  | - |  | - |  | - |  | - |  | 11,759 |
| Direct/Indirect consumer |  | 82,102 |  | 40,026 |  | 47 |  | 37,348 |  | - |  | 12 |  | 4,669 |
| Other consumer |  | 2,012 |  | 890 |  | - |  | 9 |  | 5 |  | - |  | 1,108 |
| Total consumer |  | 518,065 |  | 126,677 |  | 88,222 |  | 95,999 |  | 5 |  | 172 |  | 206,990 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 230,486 |  | 32,900 |  | 35 |  | 20,688 |  | 136,193 |  | 35,906 |  | 4,764 |
| Commercial real estate |  | 48,315 |  | 651 |  | - |  | 1,672 |  | 43,816 |  | 1,937 |  | 239 |
| Commercial lease financing |  | 24,409 |  | - |  | - |  | 4 |  | 25,165 |  | 743 |  | $(1,503)$ |
| Non-U.S. commercial |  | 91,305 |  | 12 |  | - |  | 149 |  | 66,238 |  | 24,821 |  | 85 |
| Total commercial |  | 394,515 |  | 33,563 |  | 35 |  | 22,513 |  | 271,412 |  | 63,407 |  | 3,585 |
| Total loans and leases | \$ | 912,580 | \$ | 160,240 | \$ | 88,257 | \$ | 118,512 | \$ | 271,417 | \$ | 63,579 | \$ | 210,575 |
|  | Third Quarter 2013 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Total poration |  | umer \& iness king |  | sumer <br> Estate vices |  | VIM |  |  |  |  |  | All Other |
| Consumer |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Residential mortgage | \$ | 256,297 | \$ | 628 | \$ | 3,516 | \$ | 45,661 | \$ | - | \$ | 83 | \$ | 206,409 |
| Home equity |  | 98,172 |  | 146 |  | 84,761 |  | 11,719 |  | - |  | 108 |  | 1,438 |
| U.S. credit card |  | 90,005 |  | 90,005 |  | - |  | - |  | - |  | - |  | - |
| Non-U.S. credit card |  | 10,633 |  | - |  | - |  | - |  | - |  | - |  | 10,633 |
| Direct/Indirect consumer |  | 83,773 |  | 41,745 |  | 47 |  | 34,228 |  | 3 |  | 37 |  | 7,713 |
| Other consumer |  | 1,876 |  | 597 |  | - |  | 5 |  | 5 |  | - |  | 1,269 |
| Total consumer |  | 540,756 |  | 133,121 |  | 88,324 |  | 91,613 |  | 8 |  | 228 |  | 227,462 |
| Commercial |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| U.S. commercial |  | 221,541 |  | 31,368 |  | 81 |  | 19,464 |  | 128,600 |  | 35,771 |  | 6,257 |
| Commercial real estate |  | 43,164 |  | 1,218 |  | 1 |  | 1,488 |  | 39,172 |  | 887 |  | 398 |
| Commercial lease financing |  | 23,862 |  | - |  | - |  | 4 |  | 24,846 |  | 636 |  | $(1,624)$ |
| Non-U.S. commercial |  | 94,655 |  | 12 |  | - |  | 183 |  | 67,459 |  | 26,969 |  | 32 |
| Total commercial |  | 383,222 |  | 32,598 |  | 82 |  | 21,139 |  | 260,077 |  | 64,263 |  | 5,063 |
| Total loans and leases | \$ | 923,978 | \$ | 165,719 | \$ | 88,406 | \$ | 112,752 | \$ | 260,085 | \$ | 64,491 | \$ | 232,525 |

[^35]
## Bank of America Corporation and Subsidiaries

Commercial Credit Exposure by Industry ${ }^{(1,2,3)}$
(Dollars in millions)

|  | Commercial Utilized |  |  |  |  |  | Total Commercial Committed |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  | $\begin{gathered} \hline \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { September } 30 \\ 2013 \end{gathered}$ |  |
| Diversified financials | \$ | 68,739 | \$ | 72,302 | \$ | 77,052 | \$ | 112,957 | \$ | 120,705 | \$ | 117,880 |
| Real estate ${ }^{(4)}$ |  | 51,006 |  | 52,982 |  | 51,529 |  | 70,739 |  | 74,535 |  | 72,271 |
| Retailing |  | 34,129 |  | 33,941 |  | 32,593 |  | 56,326 |  | 54,983 |  | 54,516 |
| Healthcare equipment and services |  | 32,415 |  | 32,410 |  | 31,560 |  | 55,847 |  | 55,737 |  | 49,221 |
| Capital goods |  | 29,116 |  | 28,921 |  | 27,053 |  | 52,469 |  | 53,444 |  | 51,637 |
| Government and public education |  | 41,648 |  | 40,174 |  | 39,672 |  | 48,786 |  | 47,613 |  | 48,031 |
| Banking |  | 42,772 |  | 42,543 |  | 46,517 |  | 48,204 |  | 51,100 |  | 54,354 |
| Materials |  | 23,378 |  | 23,292 |  | 22,607 |  | 43,443 |  | 42,809 |  | 43,638 |
| Energy |  | 20,338 |  | 20,744 |  | 21,212 |  | 41,454 |  | 40,826 |  | 43,241 |
| Consumer services |  | 21,486 |  | 21,414 |  | 21,647 |  | 34,067 |  | 34,391 |  | 35,378 |
| Food, beverage and tobacco |  | 15,460 |  | 15,357 |  | 14,185 |  | 33,897 |  | 31,792 |  | 31,390 |
| Commercial services and supplies |  | 18,808 |  | 19,259 |  | 19,249 |  | 30,819 |  | 31,013 |  | 31,312 |
| Utilities |  | 9,528 |  | 9,898 |  | 9,799 |  | 25,772 |  | 26,549 |  | 25,068 |
| Transportation |  | 16,149 |  | 16,227 |  | 15,951 |  | 23,307 |  | 23,787 |  | 23,159 |
| Media |  | 11,886 |  | 11,801 |  | 12,897 |  | 22,971 |  | 23,283 |  | 22,194 |
| Individuals and trusts |  | 16,107 |  | 15,790 |  | 14,699 |  | 20,238 |  | 19,811 |  | 18,209 |
| Pharmaceuticals and biotechnology |  | 4,433 |  | 4,534 |  | 7,303 |  | 15,066 |  | 13,221 |  | 14,818 |
| Software and services |  | 5,641 |  | 6,296 |  | 7,543 |  | 12,783 |  | 13,360 |  | 14,312 |
| Technology hardware and equipment |  | 5,387 |  | 6,883 |  | 5,462 |  | 12,041 |  | 13,428 |  | 11,516 |
| Insurance, including monolines |  | 5,023 |  | 4,827 |  | 5,875 |  | 11,169 |  | 11,075 |  | 12,165 |
| Consumer durables and apparel |  | 5,690 |  | 5,793 |  | 5,103 |  | 10,015 |  | 10,274 |  | 9,479 |
| Automobiles and components |  | 3,768 |  | 3,446 |  | 3,258 |  | 9,420 |  | 9,000 |  | 8,390 |
| Telecommunication services |  | 3,702 |  | 4,269 |  | 4,543 |  | 9,008 |  | 10,207 |  | 14,244 |
| Food and staples retailing |  | 3,742 |  | 4,079 |  | 3,884 |  | 7,214 |  | 7,831 |  | 7,928 |
| Religious and social organizations |  | 4,978 |  | 5,144 |  | 5,492 |  | 6,586 |  | 6,965 |  | 7,677 |
| Other |  | 5,253 |  | 5,544 |  | 5,331 |  | 9,373 |  | 8,686 |  | 8,166 |
| Total commercial credit exposure by industry | \$ | 500,582 | \$ | 507,870 | \$ | 512,016 | \$ | 823,971 | \$ | 836,425 | \$ | 830,194 |
| Net credit default protection purchased on total commitments ${ }^{(5)}$ |  |  |  |  |  |  | \$ | $(6,878)$ | \$ | $(8,678)$ | \$ | $(11,204)$ |

[^36]|  | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |
| :---: | :---: | :---: |
| Less than or equal to one year | 45\% | 40\% |
| Greater than one year and less than or equal to five years | 53 | 58 |
| Greater than five years | 2 | 2 |
| Total net credit default protection | 100\% | 100\% |

${ }^{(1)}$ To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown above.

## Net Credit Default Protection by Credit Exposure Debt Rating ${ }^{(1)}$

(Dollars in millions)

| Ratings ${ }^{(2,3)}$ | September 30, 2014 |  |  | June 30, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Notional ${ }^{(4)}$ |  | Percent of Total | Net Notional ${ }^{(4)}$ |  | Percent of Total |
| AA | \$ | (76) | 1.1\% | \$ | (77) | 0.9\% |
| A |  | $(1,371)$ | 19.9 |  | $(1,890)$ | 21.8 |
| BBB |  | $(3,849)$ | 56.0 |  | $(4,885)$ | 56.3 |
| BB |  | (906) | 13.2 |  | $(1,089)$ | 12.5 |
| B |  | (577) | 8.4 |  | (634) | 7.3 |
| CCC and below |  | (122) | 1.8 |  | (125) | 1.4 |
| NR ${ }^{(5)}$ |  | 23 | (0.4) |  | 22 | (0.2) |
| Total net credit default protection | \$ | $(6,878)$ | 100.0\% | \$ | $(8,678)$ | 100.0\% |

${ }^{(1)}$ To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of debt rating for net notional credit default protection purchased is shown as a negative and the net notional credit protection sold is shown as a positive amount.
${ }^{(2)}$ Ratings are refreshed on a quarterly basis.
${ }^{(3)}$ Ratings of BBB- or higher are considered to meet the definition of investment grade.
${ }^{(4)}$ Represents net credit default protection (purchased) sold.
${ }^{(5)}$ NR is comprised of index positions held and any names that have not been rated.

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 <br> Equivalents ${ }^{(1)}$ |  | Unfunded Loan Commitments |  | Net <br> Counterparty Exposure ${ }^{(2)}$ |  | $\begin{aligned} & \text { Securities/ } \\ & \text { Other } \\ & \text { Investments }{ }^{(3)} \end{aligned}$ |  | Country Exposure at September 30 2014 |  | Hedges and Credit Default Protection ${ }^{(4)}$ |  | Net Country Exposure at September 30 $2014{ }^{(5)}$ |  | Increase(Decrease)fromJune 302014 |  |
| United Kingdom | \$ | 24,718 | \$ | 12,288 | \$ | 7,245 | \$ | 7,063 | \$ | 51,314 | \$ | $(4,579)$ | \$ | 46,735 | \$ | (462) |
| Canada |  | 5,807 |  | 6,803 |  | 2,035 |  | 5,730 |  | 20,375 |  | $(2,170)$ |  | 18,205 |  | 92 |
| China |  | 10,898 |  | 635 |  | 680 |  | 2,085 |  | 14,298 |  | (511) |  | 13,787 |  | 7 |
| Brazil |  | 9,226 |  | 663 |  | 343 |  | 2,969 |  | 13,201 |  | (410) |  | 12,791 |  | 615 |
| France |  | 1,922 |  | 6,217 |  | 1,395 |  | 7,331 |  | 16,865 |  | $(4,835)$ |  | 12,030 |  | $(1,254)$ |
| Japan |  | 8,060 |  | 542 |  | 1,760 |  | 2,054 |  | 12,416 |  | $(1,293)$ |  | 11,123 |  | 5,081 |
| Germany |  | 4,348 |  | 5,908 |  | 2,505 |  | 2,222 |  | 14,983 |  | $(3,893)$ |  | 11,090 |  | $(2,159)$ |
| India |  | 5,563 |  | 758 |  | 240 |  | 3,760 |  | 10,321 |  | (226) |  | 10,095 |  | (622) |
| Netherlands |  | 3,743 |  | 3,942 |  | 716 |  | 2,311 |  | 10,712 |  | $(1,544)$ |  | 9,168 |  | 1,522 |
| Australia |  | 3,421 |  | 2,351 |  | 573 |  | 2,390 |  | 8,735 |  | (333) |  | 8,402 |  | (792) |
| Hong Kong |  | 6,546 |  | 399 |  | 205 |  | 609 |  | 7,759 |  | (33) |  | 7,726 |  | 1,062 |
| South Korea |  | 3,670 |  | 903 |  | 547 |  | 2,452 |  | 7,572 |  | (683) |  | 6,889 |  | (392) |
| Switzerland |  | 2,121 |  | 2,668 |  | 942 |  | 590 |  | 6,321 |  | $(1,369)$ |  | 4,952 |  | (476) |
| Italy |  | 2,733 |  | 1,230 |  | 1,827 |  | 2,374 |  | 8,164 |  | $(3,340)$ |  | 4,824 |  | 623 |
| Singapore |  | 2,049 |  | 207 |  | 310 |  | 1,598 |  | 4,164 |  | (71) |  | 4,093 |  | $(1,235)$ |
| Taiwan |  | 2,517 |  | - |  | 214 |  | 1,193 |  | 3,924 |  | - |  | 3,924 |  | (63) |
| Mexico |  | 3,212 |  | 615 |  | 130 |  | 234 |  | 4,191 |  | (331) |  | 3,860 |  | 33 |
| Russian Federation |  | 4,935 |  | 87 |  | 321 |  | 58 |  | 5,401 |  | $(1,594)$ |  | 3,807 |  | (129) |
| Spain |  | 2,567 |  | 834 |  | 134 |  | 933 |  | 4,468 |  | $(1,005)$ |  | 3,463 |  | (192) |
| Luxembourg |  | 799 |  | 1,275 |  | 266 |  | 105 |  | 2,445 |  | (413) |  | 2,032 |  | 204 |
| Total top 20 nonexposure | \$ | 108,855 | \$ | 48,325 | \$ | 22,388 | \$ | 48,061 | \$ | 227,629 | \$ | $(28,633)$ | \$ | 198,996 | \$ | 1,463 |

${ }^{(1)}$ Includes loans, leases and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.
${ }^{(2)}$ Net counterparty exposure includes the fair value of derivatives, including the counterparty risk associated with credit default swaps and secured financing transactions. Derivative exposures are presented net of $\$ 34.8$ billion in collateral, which is predominantly cash, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of eligible cash or securities pledged as collateral. The notional amount of reverse repurchase transactions was $\$ 92.0$ billion. Counterparty exposure is not presented net of hedges or credit default protection.
${ }^{(3)}$ Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps.
${ }^{(4)}$ Represents credit default protection purchased, net of credit default protection sold, which is used to mitigate the Corporation's risk to country exposures as listed, consisting of net single-name and net indexed and tranched credit default swaps. Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.
${ }^{(5)}$ 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


${ }^{(1)}$ Foreclosed property balances do not include loans that are insured by the Federal Housing Administration and have entered foreclosure of $\$ 1.1$ billion, $\$ 1.1$ billion, $\$ 1.1$ billion, $\$ 1.4$ billion and $\$ 1.6$ billion at September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively.
${ }^{(2)}$ Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.
${ }^{(3)}$ 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: | $\begin{gathered} \text { September } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June } 30 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { December } 31 \\ 2013 \end{gathered}$ |  | September 302013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held-for-sale | \$ | 255 | \$ | 598 | \$ | 293 | \$ | 672 | \$ | 972 |
| Nonperforming loans accounted for under the fair value option |  | 436 |  | 427 |  | 431 |  | 448 |  | 467 |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |  | 101 |  | 140 |  | 257 |  | 260 |  | 356 |

${ }^{(5)}$ Balances do not include loans held-for-sale past due 30 days or more and still accruing of $\$ 42$ million, $\$ 37$ million, $\$ 80$ million, $\$ 106$ million and $\$ 301$ million at September 30 , 2014 , June 30 , 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively, and loans held-for-sale past due 90 days or more and still accruing of $\$ 0$, $\$ 0, \$ 6$ million, $\$ 8$ million and $\$ 0$ at September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively. At September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, there were $\$ 147$ million, $\$ 153$ million, $\$ 129$ million, $\$ 158$ million and $\$ 153$ 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 $\$ 8.2$ billion, $\$ 10.9$ billion, $\$ 11.1$ billion, $\$ 10.0$ billion and $\$ 10.2$ billion at September 30 , 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, 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) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2014 |  | Second Quarter 2014 |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \end{gathered}$ |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
| Nonperforming Consumer Loans and Leases: |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 13,460 | \$ | 15,844 | \$ | 15,840 | \$ | 17,581 | \$ | 18,540 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 1,516 |  | 1,825 |  | 2,027 |  | 2,199 |  | 2,503 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns and payoffs |  | (522) |  | (325) |  | (468) |  | (863) |  | (544) |
| Sales |  | (957) |  | $(1,825)$ |  | - |  | (729) |  | (624) |
| Returns to performing status ${ }^{(2)}$ |  | (810) |  | (939) |  | (800) |  | $(1,112)$ |  | $(1,079)$ |
| Charge-offs ${ }^{(3)}$ |  | (431) |  | (640) |  | (583) |  | (752) |  | (758) |
| Transfers to foreclosed properties |  | (183) |  | (157) |  | (172) |  | (147) |  | (131) |
| Transfers (to)/from loans held-for-sale |  | 115 |  | (323) |  | - |  | (337) |  | (326) |
| Total net additions (reductions) to nonperforming loans and leases |  | (1,272) |  | $(2,384)$ |  | 4 |  | $(1,741)$ |  | (959) |
| Total nonperforming consumer loans and leases, end of period |  | 12,188 |  | 13,460 |  | 15,844 |  | 15,840 |  | 17,581 |
| Foreclosed properties |  | 614 |  | 547 |  | 538 |  | 533 |  | 546 |
| Nonperforming consumer loans, leases and foreclosed properties, end of period | \$ | 12,802 | \$ | 14,007 | \$ | 16,382 | \$ | 16,373 | \$ | 18,127 |
| Nonperforming Commercial Loans and Leases ${ }^{(4)}$ : |  |  |  |  |  |  |  |  |  |  |
| Balance, beginning of period | \$ | 1,216 | \$ | 1,265 | \$ | 1,309 | \$ | 1,785 | \$ | 2,103 |
| Additions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| New nonperforming loans and leases |  | 477 |  | 275 |  | 262 |  | 143 |  | 350 |
| Advances |  | 33 |  | 1 |  | 8 |  | 12 |  | 9 |
| Reductions to nonperforming loans and leases: |  |  |  |  |  |  |  |  |  |  |
| Paydowns |  | (161) |  | (183) |  | (171) |  | (322) |  | (380) |
| Sales |  | (12) |  | (29) |  | (27) |  | (92) |  | (88) |
| Return to performing status ${ }^{(5)}$ |  | (80) |  | (41) |  | (63) |  | (87) |  | (91) |
| Charge-offs |  | (116) |  | (71) |  | (50) |  | (98) |  | (104) |
| Transfers to foreclosed properties |  | (5) |  | (1) |  | (3) |  | (12) |  | (14) |
| Transfers to loans held-for-sale |  | - |  | - |  | - |  | (20) |  | - |
| Total net additions (reductions) to nonperforming loans and leases |  | 136 |  | (49) |  | (44) |  | (476) |  | (318) |
| Total nonperforming commercial loans and leases, end of period |  | 1,352 |  | 1,216 |  | 1,265 |  | 1,309 |  | 1,785 |
| Foreclosed properties |  | 78 |  | 77 |  | 85 |  | 90 |  | 116 |
| Nonperforming commercial loans, leases and foreclosed properties, end of period | \$ | 1,430 | \$ | 1,293 | \$ | 1,350 | \$ | 1,399 | \$ | 1,901 |

[^37]Quarterly Net Charge-offs and Net Charge-off Ratios

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Third Quarter 2014 |  |  | Second Quarter 2014 |  |  | $\begin{gathered} \text { First } \\ \text { Quarter } \\ 2014 \\ \hline \end{gathered}$ |  |  | Fourth Quarter 2013 |  |  | Third Quarter 2013 |  |  |
| Net Charge-offs | Amount |  | Percent | Amount |  | $\begin{array}{r} \hline \text { Percent } \\ (0.06) \% \end{array}$ | Amount |  | $\begin{array}{r} \hline \text { Percent } \\ 0.21 \% \end{array}$ | Amount |  | $\begin{array}{r} \hline \text { Percent } \\ 0.33 \% \end{array}$ | Amount |  | $\begin{array}{r} \hline \text { Percent } \\ 0.35 \% \end{array}$ |
| Residential mortgage ${ }^{(3)}$ | \$ | 53 | 0.09\% | \$ | (35) |  | \$ | 127 |  | \$ | 209 |  | \$ | 221 |  |
| Home equity ${ }^{(3)}$ |  | 89 | 0.40 |  | 239 | 1.06 |  | 302 | 1.32 |  | 331 | 1.38 |  | 302 | 1.22 |
| U.S. credit card |  | 625 | 2.79 |  | 683 | 3.11 |  | 718 | 3.25 |  | 724 | 3.19 |  | 788 | 3.47 |
| Non-U.S. credit card |  | 67 | 2.26 |  | 47 | 1.59 |  | 76 | 2.66 |  | 94 | 3.34 |  | 89 | 3.32 |
| Direct/Indirect consumer |  | 34 | 0.17 |  | 33 | 0.16 |  | 58 | 0.29 |  | 73 | 0.35 |  | 62 | 0.30 |
| Other consumer |  | 56 | 10.48 |  | 47 | 9.26 |  | 58 | 12.07 |  | 66 | 13.58 |  | 65 | 13.75 |
| Total consumer ${ }^{(3)}$ |  | 924 | 0.72 |  | 1,014 | 0.79 |  | 1,339 | 1.04 |  | 1,497 | 1.11 |  | 1,527 | 1.12 |
| U.S. commercial ${ }^{(4)}$ |  | 58 | 0.11 |  | 6 | 0.01 |  | 5 | 0.01 |  | (28) | (0.05) |  | 68 | 0.13 |
| Commercial real estate |  | (6) | (0.05) |  | (32) | (0.27) |  | (37) | (0.31) |  | 1 | - |  | 11 | 0.11 |
| Commercial lease financing |  | (3) | (0.05) |  | (5) | (0.07) |  | (2) | (0.04) |  | (2) | (0.03) |  | (8) | (0.13) |
| Non-U.S. commercial |  | 1 | - |  | 12 | 0.06 |  | 19 | 0.09 |  | 46 | 0.20 |  | (2) | (0.01) |
|  |  | 50 | 0.05 |  | (19) | (0.02) |  | (15) | (0.02) |  | 17 | 0.02 |  | 69 | 0.08 |
| U.S. small business commercial |  | 69 | 2.03 |  | 78 | 2.34 |  | 64 | 1.95 |  | 68 | 2.07 |  | 91 | 2.86 |
| Total commercial |  | 119 | 0.12 |  | 59 | 0.06 |  | 49 | 0.05 |  | 85 | 0.09 |  | 160 | 0.17 |
| Total net charge-offs ${ }^{(3)}$ | \$ | $\underline{1,043}$ | 0.46 | \$ | 1,073 | 0.48 | \$ | $\underline{1,388}$ | 0.62 | \$ | $\underline{1,582}$ | 0.68 | \$ | 1,687 | 0.73 |
| By Business Segment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Business Banking | \$ | 774 | 1.91\% | \$ | 844 | 2.11 \% | \$ | 881 | 2.20\% | \$ | 922 | 2.24\% | \$ | 1,027 | 2.46\% |
| Consumer Real Estate Services |  | 85 | 0.39 |  | 235 | 1.08 |  | 294 | 1.36 |  | 323 | 1.45 |  | 281 | 1.28 |
| Global Wealth \& Investment Management |  | 6 | 0.02 |  | 4 | 0.01 |  | 25 | 0.09 |  | 35 | 0.12 |  | 26 | 0.09 |
| Global Banking |  | 50 | 0.07 |  | (24) | (0.04) |  | (17) | (0.03) |  | 7 | 0.01 |  | 35 | 0.05 |
| Global Markets |  | - | - |  | 3 | 0.02 |  | (1) | (0.01) |  | 1 | 0.01 |  | - | - |
| All Other |  | 128 | 0.26 |  | 11 | 0.02 |  | 206 | 0.39 |  | 294 | 0.52 |  | 318 | 0.54 |
| Total net charge-offs | \$ | 1,043 | 0.46 | \$ | 1,073 | 0.48 | \$ | 1,388 | 0.62 | \$ | 1,582 | 0.68 | \$ | 1,687 | 0.73 |

${ }^{(1)}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were $0.48,0.49,0.64,0.70$ and 0.75 for the three months ended September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 246$ million, $\$ 160$ million, $\$ 391$ million, $\$ 741$ million and $\$ 443$ million for the three months ended September 30 , 2014, June 30 , 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were $0.57,0.55,0.79,1.00$ and 0.92 for the three months ended September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013, respectively.
${ }^{(3)}$ Includes the impact of a clarification of regulatory guidance on accounting for troubled debt restructurings of $\$ 56$ million for residential mortgage loans and $\$ 88$ million for home equity loans for the three months ended December 31, 2013. Excluding this impact, annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.24 for residential mortgage loans, 1.01 for home equity loans, 1.01 for total consumer loans and 0.62 for total net charge-offs for the three months ended December 31, 2013.
${ }^{(4)}$ Excludes U.S. small business commercial loans.
Net Charge-offs (Reserve Reduction)


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

## Bank of America Corporation and Subsidiaries

Year-to-Date Net Charge-offs and Net Charge-off Ratios ${ }^{(1,2)}$
(Dollars in millions)

| Net Charge-offs | Nine Months Ended September 30 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 |  |  | 2013 |  |  |
|  | Amount |  | Percent | Amount |  | Percent |
| Residential mortgage | \$ | 145 | 0.08\% | \$ | 875 | 0.46\% |
| Home equity |  | 630 | 0.93 |  | 1,472 | 1.93 |
| U.S. credit card |  | 2,026 | 3.05 |  | 2,652 | 3.92 |
| Non-U.S. credit card |  | 190 | 2.17 |  | 305 | 3.80 |
| Direct/Indirect consumer |  | 125 | 0.20 |  | 272 | 0.44 |
| Other consumer |  | 161 | 10.58 |  | 168 | 12.74 |
| Total consumer |  | 3,277 | 0.85 |  | 5,744 | 1.41 |
| U.S. commercial ${ }^{(3)}$ |  | 69 | 0.04 |  | 156 | 0.10 |
| Commercial real estate |  | (75) | (0.21) |  | 148 | 0.48 |
| Commercial lease financing |  | (10) | (0.05) |  | (23) | (0.13) |
| Non-U.S. commercial |  | 32 | 0.05 |  | (1) | - |
|  |  | 16 | 0.01 |  | 280 | 0.11 |
| U.S. small business commercial |  | 211 | 2.11 |  | 291 | 3.11 |
| Total commercial |  | 227 | 0.08 |  | 571 | 0.21 |
| Total net charge-offs | \$ | 3,504 | 0.52 | \$ | 6,315 | 0.93 |
| By Business Segment |  |  |  |  |  |  |
| Consumer \& Business Banking | \$ | 2,499 | 2.07\% | \$ | 3,426 | 2.77\% |
| Consumer Real Estate Services |  | 614 | 0.94 |  | 1,406 | 2.10 |
| Global Wealth \& Investment Management |  | 35 | 0.04 |  | 138 | 0.17 |
| Global Banking |  | 9 | - |  | 181 | 0.10 |
| Global Markets |  | 2 | 0.01 |  | 1 | - |
| All Other |  | 345 | 0.22 |  | 1,163 | 0.65 |
| Total net charge-offs | \$ | 3,504 | 0.52 | \$ | 6,315 | 0.93 |

${ }^{(1)}$ Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.53 and 0.96 for the nine months ended September 30, 2014 and 2013.
${ }^{(2)}$ Excludes write-offs of purchased credit-impaired loans of $\$ 797$ million and $\$ 1.6$ billion for the nine months ended September 30, 2014 and 2013. Including the write-offs of purchased creditimpaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.64 and 1.17 for the nine months ended September 30, 2014 and 2013.
${ }^{(3)}$ Excludes U.S. small business commercial loans.

## Bank of America Corporation and Subsidiaries

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

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2014 |  |  |  | June 30, 2014 |  |  |  | September 30, 2013 |  |  |  |
| Allowance for loan and lease losses | Amount |  | $\begin{gathered} \text { Percent } \\ \text { of } \\ \text { Total } \end{gathered}$ | Percent of Loans and Leases Outstanding ${ }^{(1)}$ | Amount |  | Percent of Total | Percent of <br> Loans and Leases Outstanding ${ }^{(1)}$ | Amount |  | Percent of Total | Percent of <br> Loans and Leases Outstanding ${ }^{(1)}$ |
| Residential mortgage | \$ | 3,022 | 20.01\% | 1.34\% | \$ | 3,214 | 20.33\% | 1.36\% | \$ | 4,895 | 25.19\% | 1.93\% |
| Home equity |  | 3,454 | 22.87 | 3.95 |  | 3,694 | 23.36 | 4.13 |  | 5,618 | 28.91 | 5.81 |
| U.S. credit card |  | 3,395 | 22.47 | 3.81 |  | 3,524 | 22.29 | 3.96 |  | 4,296 | 22.11 | 4.76 |
| Non-U.S. credit card |  | 388 | 2.57 | 3.39 |  | 424 | 2.68 | 3.53 |  | 488 | 2.51 | 4.40 |
| Direct/Indirect consumer |  | 331 | 2.19 | 0.40 |  | 371 | 2.35 | 0.45 |  | 546 | 2.81 | 0.65 |
| Other consumer |  | 84 | 0.55 | 3.90 |  | 98 | 0.62 | 4.71 |  | 100 | 0.52 | 5.21 |
| Total consumer |  | 10,674 | 70.66 | 2.14 |  | 11,325 | 71.63 | 2.21 |  | 15,943 | 82.05 | 2.97 |
| U.S. commercial ${ }^{(2)}$ |  | 2,587 | 17.12 | 1.13 |  | 2,712 | 17.15 | 1.17 |  | 2,012 | 10.35 | 0.90 |
| Commercial real estate |  | 1,030 | 6.82 | 2.19 |  | 963 | 6.09 | 2.06 |  | 895 | 4.61 | 1.99 |
| Commercial lease financing |  | 157 | 1.04 | 0.64 |  | 137 | 0.87 | 0.56 |  | 98 | 0.50 | 0.40 |
| Non-U.S. commercial |  | 658 | 4.36 | 0.78 |  | 674 | 4.26 | 0.79 |  | 484 | 2.49 | 0.52 |
| Total commercial ${ }^{(3)}$ |  | 4,432 | 29.34 | 1.15 |  | 4,486 | 28.37 | 1.15 |  | 3,489 | 17.95 | 0.90 |
| Allowance for loan and lease losses |  | 15,106 | 100.00\% | 1.71 |  | 15,811 | 100.00\% | 1.75 |  | 19,432 | 100.00\% | 2.10 |
| Reserve for unfunded lending commitments |  | 529 |  |  |  | 503 |  |  |  | 480 |  |  |
| Allowance for credit losses | \$ | 15,635 |  |  | \$ | 16,314 |  |  | \$ | 19,912 |  |  |

## Asset Quality Indicators

| Allowance for loan and lease losses/Total loans and leases ${ }^{(4)}$ | 1.71\% | 1.75\% | 2.10\% |
| :---: | :---: | :---: | :---: |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total loans and leases (excluding purchased credit-impaired loans) ${ }^{(4,5)}$ | 1.57 | 1.59 | 1.81 |
| Allowance for loan and lease losses/Total nonperforming loans and leases ${ }^{(6)}$ | 112 | 108 | 100 |
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total nonperforming loans and leases ${ }^{(5)}$ | 100 | 95 | 84 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs ${ }^{(7)}$ | 3.65 | 3.67 | 2.90 |
| Ratio of the allowance for loan and lease losses (excluding purchased credit-impaired loans)/ Annualized net charge-offs ${ }^{(5)}$ | 3.27 | 3.25 | 2.42 |
| Ratio of the allowance for loan and lease losses/ Annualized net charge-offs and purchased credit-impaired write-offs | 2.95 | 3.20 | 2.30 |

[^38]
## Exhibit A: Non-GAAP Reconciliations

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

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. The Corporation believes managing the business with net interest income on a fully taxable-equivalent basis provides a more accurate picture of the interest margin for comparative purposes. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation views related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. This measure ensures comparability of net interest income arising from taxable and tax-exempt sources. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

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

In addition, the Corporation evaluates its business segment results based on measures that utilize average allocated capital. The Corporation allocates capital to its business segments using a methodology that considers the effect of regulatory capital requirements in addition to internal risk-based capital models. The Corporation's internal risk-based capital models use a risk-adjusted methodology incorporating each segment's credit, market, interest rate, business and operational risk components. 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. Allocated capital and the related return both represent non-GAAP financial measures. Allocated capital is reviewed periodically and refinements are made based on multiple considerations that include, but are not limited to, business segment exposures and risk profile, regulatory constraints and strategic plans. As part of this process, in the first quarter of 2014, the Corporation adjusted the amount of capital being allocated to its business segments. This change resulted in a reduction of the unallocated capital, which is reflected in All Other, and an aggregate increase to the amount of capital being allocated to the business segments. Prior periods were not restated.

See the tables below and on pages 48-50 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30, 2014 and 2013, and the three months ended September 30, 2014, June 30, 2014, March 31, 2014, December 31, 2013 and September 30, 2013. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | Third Quarter 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 30,317 | \$ | 31,479 | \$ | 10,219 | \$ | 10,013 | \$ | 10,085 | \$ | 10,786 | \$ | 10,266 |
| Fully taxable-equivalent adjustment |  | 639 |  | 646 |  | 225 |  | 213 |  | 201 |  | 213 |  | 213 |
| Net interest income on a fully taxable-equivalent basis | \$ | 30,956 | \$ | 32,125 | \$ | 10,444 | \$ | 10,226 | \$ | 10,286 | \$ | 10,999 | \$ | 10,479 |
| Reconciliation of total revenue, net of interest expense to total revenue, net of interest expense on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total revenue, net of interest expense | \$ | 65,522 | \$ | 67,454 | \$ | 21,209 | \$ | 21,747 | \$ | 22,566 | \$ | 21,488 | \$ | 21,530 |
| Fully taxable-equivalent adjustment |  | 639 |  | 646 |  | 225 |  | 213 |  | 201 |  | 213 |  | 213 |
| Total revenue, net of interest expense on a fully taxable-equivalent basis | \$ | 66,161 | \$ | 68,100 | \$ | 21,434 | \$ | 21,960 | \$ | 22,767 | \$ | 21,701 | \$ | 21,743 |
| Reconciliation of income tax expense (benefit) to income tax expense (benefit) on a fully taxable-equivalent basis |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense (benefit) | \$ | 762 | \$ | 4,335 | \$ | 663 | \$ | 504 | \$ | (405) | \$ | 406 | \$ | 2,348 |
| Fully taxable-equivalent adjustment |  | 639 |  | 646 |  | 225 |  | 213 |  | 201 |  | 213 |  | 213 |
| Income tax expense (benefit) on a fully taxable-equivalent basis | \$ | 1,401 | \$ | 4,981 | \$ | 888 | \$ | 717 | \$ | (204) | \$ | 619 | \$ | 2,561 |
| Reconciliation of average common shareholders' equity to average tangible common shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ | 222,593 | \$ | 217,922 | \$ | 222,372 | \$ | 222,215 | \$ | 223,201 | \$ | 220,088 | \$ | 216,766 |
| Goodwill |  | $(69,818)$ |  | $(69,926)$ |  | $(69,792)$ |  | $(69,822)$ |  | $(69,842)$ |  | $(69,864)$ |  | $(69,903)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,232)$ |  | $(6,269)$ |  | $(4,992)$ |  | $(5,235)$ |  | $(5,474)$ |  | $(5,725)$ |  | $(5,993)$ |
| Related deferred tax liabilities |  | 2,114 |  | 2,360 |  | 2,077 |  | 2,100 |  | 2,165 |  | 2,231 |  | 2,296 |
| Tangible common shareholders' equity | \$ | 149,657 | \$ | 144,087 | \$ | 149,665 | \$ | 149,258 | \$ | 150,050 | \$ | 146,730 | \$ | 143,166 |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | \$ | 236,801 | \$ | 234,126 | \$ | 238,038 | \$ | 235,797 | \$ | 236,553 | \$ | 233,415 | \$ | 230,392 |
| Goodwill |  | $(69,818)$ |  | $(69,926)$ |  | $(69,792)$ |  | $(69,822)$ |  | $(69,842)$ |  | $(69,864)$ |  | $(69,903)$ |
| Intangible assets (excluding mortgage servicing rights) |  | $(5,232)$ |  | $(6,269)$ |  | $(4,992)$ |  | $(5,235)$ |  | $(5,474)$ |  | $(5,725)$ |  | $(5,993)$ |
| Related deferred tax liabilities |  | 2,114 |  | 2,360 |  | 2,077 |  | 2,100 |  | 2,165 |  | 2,231 |  | 2,296 |
| Tangible shareholders' equity | \$ | 163,865 | \$ | 160,291 | \$ | 165,331 | \$ | 162,840 | \$ | 163,402 | \$ | $\underline{160,057}$ | \$ | $\underline{156,792}$ |

[^39]Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

## Reconciliations to GAAP Financial Measures

| (Dollars in millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  | Third Quarter 2014 | Second Quarter 2014 | First Quarter 2014 | Fourth Quarter 2013 | Third Quarter 2013 |
|  | 2014 | 2013 |  |  |  |  |  |
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity |  |  |  |  |  |  |  |
| Common shareholders' equity | \$ 221,168 | \$ 218,967 | \$ 221,168 | \$ 222,565 | \$ 218,536 | \$ 219,333 | \$ 218,967 |
| Goodwill | $(69,784)$ | $(69,891)$ | $(69,784)$ | $(69,810)$ | $(69,842)$ | $(69,844)$ | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) | $(4,849)$ | $(5,843)$ | $(4,849)$ | $(5,099)$ | $(5,337)$ | $(5,574)$ | $(5,843)$ |
| Related deferred tax liabilities | 2,019 | 2,231 | 2,019 | 2,078 | 2,100 | 2,166 | 2,231 |
| Tangible common shareholders' equity | \$ 148,554 | \$ 145,464 | \$ 148,554 | \$ 149,734 | \$ 145,457 | \$ 146,081 | \$ 145,464 |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity |  |  |  |  |  |  |  |
| Shareholders' equity | \$ 239,081 | \$ 232,282 | \$ 239,081 | \$ 237,411 | \$ 231,888 | \$ 232,685 | \$ 232,282 |
| Goodwill | $(69,784)$ | $(69,891)$ | $(69,784)$ | $(69,810)$ | $(69,842)$ | $(69,844)$ | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) | $(4,849)$ | $(5,843)$ | $(4,849)$ | $(5,099)$ | $(5,337)$ | $(5,574)$ | $(5,843)$ |
| Related deferred tax liabilities | 2,019 | 2,231 | 2,019 | 2,078 | 2,100 | 2,166 | 2,231 |
| Tangible shareholders' equity | \$ 166,467 | \$ 158,779 | \$ 166,467 | \$ 164,580 | \$ 158,809 | \$ 159,433 | \$ 158,779 |
| Reconciliation of period-end assets to period-end tangible assets |  |  |  |  |  |  |  |
| Assets | \$2,123,613 | \$2,126,653 | \$2,123,613 | \$2,170,557 | \$2,149,851 | \$2,102,273 | \$2,126,653 |
| Goodwill | $(69,784)$ | $(69,891)$ | $(69,784)$ | $(69,810)$ | $(69,842)$ | $(69,844)$ | $(69,891)$ |
| Intangible assets (excluding mortgage servicing rights) | $(4,849)$ | $(5,843)$ | $(4,849)$ | $(5,099)$ | $(5,337)$ | $(5,574)$ | $(5,843)$ |
| Related deferred tax liabilities | 2,019 | 2,231 | 2,019 | 2,078 | 2,100 | 2,166 | 2,231 |
| Tangible assets | \$2,050,999 | \$2,053,150 | \$2,050,999 | \$2,097,726 | \$2,076,772 | \$2,029,021 | \$2,053,150 |

[^40]Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

Reconciliations to GAAP Financial Measures

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | Second Quarter 2014 |  | First Quarter 2014 |  | Fourth Quarter 2013 |  | $\begin{aligned} & \text { Third } \\ & \text { Quarter } \\ & 2013 \end{aligned}$ |  |
|  |  | 2014 |  | 2013 |  |  |  |  |  |  |  |  |  |  |
| $\underline{\text { Reconciliation of return on average allocated capital }{ }^{(1)}}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer \& Business Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 5,327 | \$ | 4,638 | \$ | 1,856 | \$ | 1,797 | \$ | 1,674 | \$ | 1,986 | \$ | 1,787 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 3 |  | 6 |  | 1 |  | 1 |  | 1 |  | 1 |  | 2 |
| Adjusted net income | \$ | 5,330 | \$ | 4,644 |  | 1,857 | \$ | 1,798 | \$ | 1,675 | \$ | 1,987 | \$ | 1,789 |
| Average allocated equity ${ }^{(3)}$ | \$ | 61,458 | \$ | 62,050 | \$ | 61,441 | \$ | 61,459 | \$ | 61,474 | \$ | 61,998 | \$ | 62,024 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(31,958)$ |  | $(32,050)$ |  | $(31,941)$ |  | $(31,959)$ |  | $(31,974)$ |  | $(31,998)$ |  | $(32,024)$ |
| Average allocated capital | \$ | 29,500 | \$ | 30,000 | \$ | 29,500 | \$ | 29,500 | \$ | 29,500 | \$ | 30,000 | \$ | 30,000 |
| Global Wealth \& Investment Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 2,268 | \$ | 2,199 | \$ | 813 | \$ | 726 | \$ | 729 | \$ | 778 | \$ | 720 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 10 |  | 13 |  | 4 |  | 3 |  | 3 |  | 4 |  | 4 |
| Adjusted net income | \$ | 2,278 | \$ | 2,212 | \$ | 817 | \$ | 729 | \$ | 732 | \$ | 782 | \$ | 724 |
| Average allocated equity ${ }^{(3)}$ | \$ | 22,223 | \$ | 20,302 | \$ | 22,204 | \$ | 22,222 | \$ | 22,243 | \$ | 20,265 | \$ | 20,283 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(10,223)$ |  | $(10,302)$ |  | $(10,204)$ |  | $(10,222)$ |  | $(10,243)$ |  | $(10,265)$ |  | $(10,283)$ |
| Average allocated capital | \$ | 12,000 | \$ | 10,000 |  | 12,000 | \$ | 12,000 | \$ | 12,000 | \$ | 10,000 | \$ | 10,000 |
| Global Banking |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 4,002 | \$ | 3,718 |  | 1,414 | \$ | 1,352 | \$ | 1,236 | \$ | 1,255 | \$ | 1,137 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 1 |  | 2 |  | 1 |  | - |  | - |  | 1 |  | 1 |
| Adjusted net income | \$ | 4,003 | \$ | 3,720 |  | 1,415 | \$ | 1,352 | \$ | 1,236 | \$ | 1,256 | \$ | 1,138 |
| Average allocated equity ${ }^{(3)}$ | \$ | 53,405 | \$ | 45,412 |  | 53,402 | \$ | 53,405 | \$ | 53,407 | \$ | 45,410 | \$ | 45,413 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(22,405)$ |  | $(22,412)$ |  | $(22,402)$ |  | $(22,405)$ |  | $(22,407)$ |  | $(22,410)$ |  | $(22,413)$ |
| Average allocated capital | \$ | 31,000 | \$ | 23,000 |  | 31,000 | \$ | 31,000 | \$ | 31,000 | \$ | 23,000 | \$ | 23,000 |
| Global Markets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported net income (loss) | S | 3,178 | \$ | 1,199 | \$ | 769 | \$ | 1,100 | \$ | 1,309 | \$ | (48) | \$ | (875) |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 7 |  | 6 |  | 3 |  | 2 |  | 2 |  | 3 |  | 2 |
| Adjusted net income (loss) | \$ | 3,185 | \$ | 1,205 |  | 772 | \$ | 1,102 | \$ | 1,311 | \$ | (45) | \$ | (873) |
| Average allocated equity ${ }^{(3)}$ | \$ | 39,373 | \$ | 35,366 | \$ | 39,371 | \$ | 39,373 | \$ | 39,375 | \$ | 35,379 | \$ | 35,369 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(5,373)$ |  | $(5,366)$ |  | $(5,371)$ |  | $(5,373)$ |  | $(5,375)$ |  | $(5,379)$ |  | $(5,369)$ |
| Average allocated capital | \$ | 34,000 | \$ | 30,000 | \$ | 34,000 | \$ | 34,000 | \$ | 34,000 | \$ | 30,000 | \$ | 30,000 |

For footnotes see page 50.

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

Exhibit A: Non-GAAP Reconciliations (continued)

## Bank of America Corporation and Subsidiaries

Reconciliations to GAAP Financial Measures

| (Dollars in millions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months Ended September 30 |  |  |  | Third Quarter 2014 |  | $\begin{aligned} & \text { Second } \\ & \text { Quarter } \\ & 2014 \end{aligned}$ |  | Third Quarter 2013 |  |
|  | 2014 |  | 2013 |  |  |  |  |  |  |  |
| Consumer \& Business Banking |  |  |  |  |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 2,157 | \$ | 1,434 | \$ | 799 | \$ | 734 | \$ | 564 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | - |  | 1 |  | - |  | - |  | - |
| Adjusted net income | \$ | 2,157 | \$ | 1,435 | \$ | 799 | \$ | 734 | \$ | 564 |
| Average allocated equity ${ }^{(3)}$ | \$ | 36,484 | \$ | 35,395 | \$ | 36,485 | \$ | 36,485 | \$ | 35,390 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(19,984)$ |  | $(19,995)$ |  | $(19,985)$ |  | $(19,985)$ |  | $(19,990)$ |
| Average allocated capital | \$ | 16,500 | \$ | 15,400 | \$ | 16,500 | \$ | 16,500 | \$ | 15,400 |
| Consumer Lending |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 3,170 | \$ | 3,204 | \$ | 1,057 | \$ | 1,063 | \$ | 1,223 |
| Adjustment related to intangibles ${ }^{(2)}$ |  | 3 |  | 5 |  | 1 |  | 1 |  | 2 |
| Adjusted net income | \$ | 3,173 | \$ | 3,209 | \$ | 1,058 | \$ | 1,064 | \$ | 1,225 |
| Average allocated equity ${ }^{(3)}$ | \$ | 24,974 | \$ | 26,655 | \$ | 24,956 | \$ | 24,975 | \$ | 26,634 |
| Adjustment related to goodwill and a percentage of intangibles |  | $(11,974)$ |  | $(12,055)$ |  | $(11,956)$ |  | $(11,975)$ |  | $(12,034)$ |
| Average allocated capital | \$ | 13,000 | \$ | 14,600 | \$ | 13,000 | \$ | 13,000 | \$ | 14,600 |

[^41]
[^0]:    ${ }^{1}$ Fully taxable-equivalent (FTE) basis is a non-GAAP financial measure. For reconciliations to GAAP financial measures, refer to pages 22-24 of this press release. Net interest income on a GAAP basis was $\$ 10.2$ billion, $\$ 10.0$ billion and $\$ 10.3$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Total revenue, net of interest expense, on a GAAP basis was $\$ 21.2$ billion, $\$ 21.7$ billion and $\$ 21.5$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{2}$ Represents a non-GAAP financial measure. Net DVA gains (losses) were $\$ 205$ million, $\$ 69$ million and $\$(444)$ million for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{3}$ Noninterest expense includes litigation expense of $\$ 5.6$ billion, $\$ 4.0$ billion and $\$ 1.1$ billion for the three months ended September 30, 2014, June 30, 2014 and September 30, 2013, respectively.

[^1]:    1 Return on average allocated capital is a non-GAAP financial measure. The company believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate this measure differently. For reconciliation to GAAP financial measures, refer to pages 22-24 of this press release.
    2 Total client balances are defined as assets under management, client brokerage assets, assets in custody, client deposits and loans (including margin receivables).

[^2]:    For footnotes, see page 18 .

[^3]:    ${ }^{1)}$ Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes
    ${ }^{(2)}$ 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. Allocated capital and the related return are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.)

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

[^5]:    ${ }^{(1)}$ Fully taxable-equivalent basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes.
    ${ }^{(2)}$ 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. Allocated capital and the related return are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 22-24.)

[^6]:    There are no adjustments to reported net income (loss) or average allocated equity for Consumer Real Estate Services
    ${ }^{(2)}$ Represents cost of funds, earnings credits and certain expenses related to intangibles.
    ${ }^{(3)}$ Average allocated equity is comprised of average allocated capital plus capital for the portion of goodwill and intangibles specifically assigned to the business segment

[^7]:    ${ }^{(1)}$ The diluted earnings (loss) per common share excludes the effect of any equity instruments that are antidilutive to earnings per share. There were no potential common shares that were dilutive in the third and first quarters of 2014 because of the net loss applicable to common shareholders.
    ${ }^{(2)}$ Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate non-GAAP financial measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

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

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

[^10]:    ${ }^{(1)}$ Regulatory capital ratios are preliminary.
    ${ }^{(2)}$ On January 1, 2014, the Basel 3 rules became effective, subject to transition provisions primarily related to regulatory deductions and adjustments impacting common equity tier 1 capital and Tier 1 capital. We reported under Basel 1 (which included the Market Risk Final Rules) at December 31, 2013. Basel 3 common equity tier 1 capital and risk-weighted assets on a fully phasedin basis are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above. The company's fully phased-in Basel 3 estimates are based on its current understanding of the Standardized and Advanced approaches under the Basel 3 rules, assuming all relevant regulatory model approvals, except for the potential reduction to risk-weighted assets resulting from removal of the Comprehensive Risk Measure surcharge. The Basel 3 rules require approval by banking regulators of certain models used as part of risk-weighted asset calculations. If these models are not approved, the company's capital ratio would likely be adversely impacted, which in some cases could be significant.
    $\mathrm{n} / \mathrm{a}=$ not applicable

[^11]:    (1) Represents a non-GAAP financial measure.
    ${ }^{(2)}$ Beginning in 2014, interest-bearing deposits placed with the Federal Reserve and certain non-U.S. central banks are included in earning assets. In prior periods, these balances were included with cash and due from banks in the cash and cash equivalents line, consistent with the Consolidated Balance Sheet presentation. Prior periods have been reclassified to conform to current period presentation.
    ${ }^{(3)}$ Calculated on an annualized basis.

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

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

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

[^15]:    
     period presentation.
     rather than the cost basis. The use of fair value did not have a material impact on net interest yield.
     loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.
     (decreased) interest income on:

[^16]:    Certain prior period amounts have been reclassified to conform to current period presentation

[^17]:    ${ }^{(1)}$ These securities are primarily used to satisfy certain international regulatory liquidity requirements.

[^18]:    ${ }^{(1)}$ Total assets include asset allocations to match liabilities (i.e., deposits).

    ## $\mathrm{n} / \mathrm{m}=$ not meaningful

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

[^19]:    
    
     pages 47-50.)
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^20]:    
     these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
     shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer \& Business Banking.

[^21]:    In addition to the U.S. credit card portfolio in Consumer \& Business Banking, the remaining U.S. credit card portfolio is in GWIM

[^22]:    ${ }^{(1)}$ Allocated capital is a non-GAAP financial measure. The Corporation believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
    ${ }^{(2)}$ Includes servicing of residential mortgage loans, home equity lines of credit and home equity loans.

[^23]:    For footnotes see page 26.

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

[^25]:    ${ }^{(1)}$ Consumer Real Estate Services includes Home Loans and Legacy Assets \& Servicing. The results of certain mortgage servicing rights activities, including net hedge results, together with any related assets or liabilities used as economic hedges, are included in Legacy Assets \& Servicing.
    ${ }^{(2)}$ For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets from All Other to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total Consumer Real Estate Services.
    ${ }^{(3)}$ Allocated capital is a non-GAAP financial measure. The Corporation believes the use of this non-GAAP financial measure provides additional clarity in assessing the results of the segments Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)

[^26]:    ${ }^{(1)}$ Represents the net change in fair value of the MSR asset due to the recognition of modeled cash flows.
    
    
     the model to reflect changes in the relationship between market interest rate spreads and projected cash flows.
    ${ }^{(3)}$ Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in Global Markets.
    ${ }^{(4)}$ In addition to loan production in Consumer Real Estate Services, the remaining first mortgage and home equity loan production is primarily in GWIM.
    ${ }^{(5)}$ Includes gains and losses on sales of mortgage servicing rights.
    ${ }^{(6)}$ Includes the effect of transfers of mortgage loans from Consumer Real Estate Services to the asset and liability management portfolio included in All Other.

[^27]:    ${ }^{(1)}$ 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.
    
     pages 47-50.)
    (2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity

[^28]:    ${ }^{(1)}$ Other includes the results of BofA Global Capital Management and other administrative items.
    ${ }^{(2)}$ Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.
     these strategies is primarily less than one year.
    ${ }^{(4)}$ Defined as assets under advisory and discretion of GWIM in which the duration of the investment strategy is longer than one year.
     and September 30, 2013, respectively.
     in the Consumer \& Business Banking segment). Total revenue excludes corporate allocation of net interest income related to certain ALM activities.

[^29]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^30]:    ${ }^{(1)}$ 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. Allocated capital and the related return are non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the segments. Other companies may define or calculate these measures differently. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 47-50.)
    ${ }^{(2)}$ Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

[^31]:    ${ }^{(1)}$ 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.
     sharing agreements.
    
     of credit and bankers' acceptances.
    

[^32]:    
     have been reclassified to conform to current period presentation.
     segments. For additional sales and trading revenue information, see page 34.
    
    
     pages 47-50.)
    (4) Trading-related assets include derivative assets, which are considered non-earning assets.

[^33]:    ${ }^{(1)}$ Includes Global Banking sales and trading revenue of $\$ 219$ million and $\$ 319$ million for the nine months ended September 30, 2014 and 2013; $\$ 67$ million, $\$ 68$ million and $\$ 84$ million for the third, second and first quarters of 2014, respectively, and $\$ 66$ million and $\$ 108$ million for the fourth and third quarters of 2013.
    ${ }^{(2)}$ For this presentation, sales and trading revenue excludes net debit valuation adjustment gains (losses) which include net debit valuation adjustment on derivatives and structured liabilities. Sales and trading revenue excluding net debit valuation adjustment gains (losses) represents a non-GAAP financial measure.

[^34]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^35]:    Certain prior period amounts have been reclassified among the segments to conform to current period presentation.

[^36]:    ${ }^{(1)}$ 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 the amount of cash collateral applied of $\$ 45.4$ billion, $\$ 41.2$ billion and $\$ 47.3$ billion at September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of $\$ 20.7$ billion, $\$ 16.3$ billion and $\$ 18.6$ billion, which consists primarily of other marketable securities at September 30, 2014, June 30 , 2014 and September 30, 2013, respectively.
    ${ }^{(2)}$ Total commercial utilized and total commercial committed exposure includes loans and letters of credit accounted for under the fair value option and are comprised of loans outstanding of $\$ 6.1$ billion, $\$ 8.7$ billion and $\$ 8.0$ billion and issued letters of credit at notional value of $\$ 518$ million, $\$ 553$ million and $\$ 577$ million at September 30, 2014, June 30, 2014 and September 30 , 2013, respectively. In addition, total commercial committed exposure includes unfunded loan commitments at notional value of $\$ 8.5$ billion, $\$ 9.5$ billion and $\$ 14.1$ billion at September 30 , 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{(3)}$ Includes U.S. small business commercial exposure.
    ${ }^{(4)}$ Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.
    ${ }^{(5)}$ Represents net notional credit protection purchased.

[^37]:    ${ }^{(1)}$ For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 42.
    ${ }^{(2)}$ 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.

[^38]:    Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of $\$ 1.9$ billion, $\$ 2.0$ billion and $\$ 2.2$ billion and home equity loans of $\$ 179$ million, $\$ 170$ million and $\$ 0$ at September 30 , 2014, June 30, 2014 and September 30, 2013, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of $\$ 1.3$ billion, $\$ 1.3$ billion and $\$ 1.8$ billion and non-U.S. commercial loans of $\$ 4.8$ billion, $\$ 7.4$ billion and $\$ 6.2$ billion at September 30, 2014, June 30, 2014 and September 30, 2013, respectively
    ${ }^{(2)}$ Includes allowance for loan and lease losses for U.S. small business commercial loans of $\$ 530$ million, $\$ 511$ million and $\$ 510$ million at September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{(3)}$ Includes allowance for loan and lease losses for impaired commercial loans of $\$ 188$ million, $\$ 278$ million and $\$ 286$ million at September 30, 2014, June 30, 2014 and September 30, 2013, respectively
    ${ }^{(4)}$ Total loans and leases do not include loans accounted for under the fair value option of $\$ 8.2$ billion, $\$ 10.9$ billion and $\$ 10.2$ billion at September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{(5)}$ Excludes valuation allowance on purchased credit-impaired loans of $\$ 1.6$ billion, $\$ 1.8$ billion and $\$ 3.2$ billion at September 30, 2014, June 30, 2014 and September 30 , 2013 , respectively
    ${ }^{(6)}$ Allowance for loan and lease losses includes $\$ 6.0$ billion, $\$ 6.5$ billion and $\$ 9.0$ billion allocated to products (primarily the Consumer Lending portfolios within Consumer \& Business Banking and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2014, June 30, 2014 and September 30, 2013, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 67 percent, 64 percent and 54 percent at September 30, 2014, June 30, 2014 and September 30, 2013, respectively.
    ${ }^{(7)}$ Net charge-offs exclude $\$ 246$ million, $\$ 160$ million and $\$ 443$ million of write-offs in the purchased credit-impaired loan portfolio at September 30, 2014, June 30, 2014 and September 30, 2013. These write-offs decreased the purchased credit-impaired valuation allowance included as part of the allowance for loan and lease losses.

[^39]:    Certain prior period amounts have been reclassified to conform to current period presentation.

[^40]:    Certain prior period amounts have been reclassified to conform to current period presentation

[^41]:    ${ }^{(1)}$ There are no adjustments to reported net income (loss) or average allocated equity for Consumer Real Estate Services.
    ${ }^{(2)}$ Represents cost of funds, earnings credits and certain expenses related to intangibles.
    ${ }^{(3)}$ Average allocated equity is comprised of average allocated capital plus capital for the portion of goodwill and intangibles specifically assigned to the business segment.

